

## CRITERIA 5-STUDENT SUPPORT AND PROGRESSION

### KEY INDICATOR-5.1 STUDENT SUPPORT

**5.1.3 - Percentage of students benefitted by guidance for competitive examinations and career counselling offered by the institution during the last five during the last five years.**

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Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

Career counselling session on  
"Rose Cultivation and Marketing"

Date: 09<sup>th</sup> November 2019

Time: 9:30am onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	-
6	Thanks Letter	✓



*[Signature]*  
DIRECTOR

Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033

*[Signature]*

CHECKED AND SUBMITTED  
LBS- IQAC



Guest Lecture on  
**"Cultivation and Marketing of Dutch Roses"**



Guest-  
**Cdr (Retd) Rupak Berry**  
**Director – Berry Roses and Petals**  
**(Cultivators & Exporters of Roses)**  
Website: [berrysrosesandpetals.com](http://berrysrosesandpetals.com)

**Day and Date:** Saturday 09<sup>th</sup> November 2019

**Time:** 9.30 am

**@ Ankuran , Lotus Business School, Pune**

**Date:** 09<sup>th</sup> August 2019

**Time:** 9:30am onwards



  
Director  
**Swami Sevabhavi Sanstha's**  
**Lotus Business School**  
**Pune - 411 032**

**Activity Title:** Career counseling session on "Rose Cultivation and Marketing"

**Objective:**

To give insight about various techniques used for Roses Cultivation for better production and effective Marketing strategy to capture global market.

**Session conducted By: Cdr (Retd) Rupak Berry**

**Designation: Director – Berry Roses and Petals (Cultivators & Exporters of Roses)**

**Organization: Berry Roses and Petals**

**Guest Profile: Cdr (Retd) Rupak Berry**

Commander Rupak Berry an alumnus of NDA is an electrical engineer, with specialisation in Naval Weapons from DIAT/ Pune University. He has served on board Indian warships and establishments and is a specialist in the field of design, development and maintenance of missiles, radars and other electronic equipment. He was a part of the DRDO in developing indigenous SAMS jointly with the Israeli Aerospace Industries. He was HOF at Naval College of Engineering, Lonavla. He is an Aerospace and Defence consultant presently working as an Adjunct Professor at the Department of Technology, Pune University.

**Summary of the session:-**

On 9th November 2019 #LotusBusinessSchool Pune has organised Guest Lecture on "Rose Cultivation and #Marketing" by Cdr (Retd) Rupak Berry ( Director- Berry's Roses and Petals). Mr.Rupak Berry gave insight about various techniques used for Roses Cultivation for better production and effective Marketing strategy to capture global market.





Photographs:-





Dear Rupak Sir,

Greetings!!!

Subject- Invitation for Webinar schedule on Saturday 09<sup>th</sup> November 2019 (9:30AM onwards)

This is in reference with the above mentioned subject our college is planning a program under the title of Career counseling session on "Rose Cultivation and Marketing". That is scheduled on Saturday 09<sup>th</sup> November 2019. We would like to invite you as a guest speaker. In which you will be given the opportunity to express your views and it will be an honor for us. It was a pleasure discussing with you about various aspects of MBA education. Details of the Session are as follows,

**Date & Time :** 09<sup>th</sup> November 2019 (9:30AM onwards)

**Audience:** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic :** "Rose Cultivation and Marketing".

**And also request you to kindly share your Brief career profile , Photograph as soon as possible. We need it for digital creatives.**

Looking forward...

Thanks & Regards,

**Mr.Vivek Keskar**

Head-Placement & Corporate Relations

**Lotus Business School**

Punawale Campus,

Pune-411033

Tel No. +91 - 8888851323

[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



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Career counseling session on  
"Rose Cultivation and Marketing"

Date: 09th November 2019

Time: 9:30am onwards

SR No	Students Name	Attendance
1	SIMRAN NANDKUMAR DESAI	P
2	VISHAL VASANT JANKAR	P
3	SHUBHAM SUNIL CHOUGULE	P
4	PRIYANKA SADASHIV BORCHATE	P
5	YOGESH RANGRAO KARANDE	A
6	SHIVANI PRADEEP DONGARE	P
7	MAYUR DATTATRAYA JADHAV	P
8	POOJA MOHANLAL CHOUDHARY	P
9	SAPANA SHASHIKANT WAGH	P
10	MUGDHA ANAND DEVLEKAR	P
11	ABHISHEK ANANT PIMPALKAR	P
12	SUJATA GULAB JADHAV	A
13	TEJAS SANJAY GHARE	P
14	SUJIT SAKHARAM MOTE	P
15	SHRADDHA DATTATRY NALAWADE	P
16	ASHWINI SAMBHAJI KIRKAR	P
17	JAY NAMDEV SHINDE	P
18	SANJITA PURUSHOTTAM YADAV	P
19	VINIT MADAN MORE	A
20	ZAMDE MAHENDRA DILIPRAO	P
21	VHANMANE SANGRAMSINH MAHADEO	P
22	SAMEER PRATAP WAGH	P
23	CHAITANYA NIVRUTTI MORE	A
24	NEHA LAXMAN SHIRUDE	A
25	PRATIK PRABHAKAR BODKHE	P
26	VIKRAM PRAKASH JADHWAR	P
27	GHANSHYAM NANASAHEB KAMBLE	P
28	SHRIRAME ABHIJEET RAMRAO	P
29	SHOWRAB ASHOK GAVLI	P
30	GANESH NARAYAN OMBALE	P
31	PRAJKTA ARUN BANSODE	P



32	AKASH EKNATH WAGH	P
33	AKSHAY BALKRISHNA NEVASE	P
34	PRIYANKA SHASHIKANT KAPURE	P
35	SWARANJALI SANJAY GHARE	A
36	SNEHAL UTTAM PAWAR	P
37	OMKAR HANUMANT BHAGAT	P
38	SOURABH TUKARAM ZAGADE	A
39	SHUBHAM ANANTRAO AMBHORE	P
40	ASHWIN SUBHASH RATHOD	P
41	RUSHIKESH BABASAHEB DHOKALE	P
42	SNEHA RAMESH DONODE	P
43	PRIYANKA KAILAS MAHAJAN	A
44	AJAY RAMHARI BHOR	P
45	GELE SNEHAL SONYABA	P
46	JUNDALE SHIVKUMAR BHIMRAO	P
47	DIPSHIKA DILIP THUL	P
48	RUPALI PRAFULLA MAHANT	P
49	TEJAS DILIP SAWANT	P
50	APARNA VIJAY ALASPURE	A
51	ABHISHEK KESHAV KUDNAR	P
52	AJAY TUKARAM KACHEWAD	P
53	CHAITANYA TANAJI KHARAT	P
54	SNEHAL DEEPAK BAMBAL	P
55	ANIKET KAILASH SARYAM	P
56	KIRAN SARJERAO JAGDHANE	P
57	RAHUL SUNIL KARANDE	P
58	SANGMESHWAR KASHINATH PHULARI	A
59	SOLUNKE NAMOSH MADHAVRAO	P
60	SHUBHAM DNYANESHWARRAO KADU	P
61	DHANANJAY YASHWANT POKALE	P
62	SWAPNIL VISHWANATH RAUT	A
63	VAIBHAV KESHAV JADHAV	P
64	SHASHANK HIRALAL KALE	P
65	SITARAM KALIDAS THITE	P
66	RAHUL HARIDAS CHAVAN	P





66	RAHUL HARIDAS CHAVAN	P
67	SHUBHAM GURUNATH ZUNJARE	P
68	SHUBHAM SUNIL RAJEGORE	P
69	SHIVANI PRAKASH BODAKE	A
70	KAIWALYA SUNIL KULKARNI	P
71	SANIKA PURUSHOTTAM SHINDE	P
72	KUNAL SUBHASH BHOSALE	P
73	AKSHAY LAXMAN BURASE	A
74	SHITAL KISAN POKALE	P
75	PARDESHI APURVA RAJESH	P
76	ADITYA SHIVAJI THORBOLE	P
77	SUNIDHI SAMPATRAO PATIL	P
78	AKSHAY DHANAJI KAKADE	P
79	ADITI MUKUNDRAO KOTHEKAR	P
80	VISHAL RAMBHAU SHENDGE	P
81	POOJA NITIN BALLAL	P
82	SHAHIR JAYRAM DHAMALE	P
83	RAHUL PRADIPRAO BAMBAL	P
84	SHITAL ASHOK LIGADE	P
85	DIPIKA PRABHAKAR WALSE	P
86	PRACHI SHIVSHANKAR MADYE	A
87	MORE TUSHAR RAVINDRA	P
88	MAYUR ANANDRAO DHAIGUDE	P
89	VINAYA DATTAJI KHAIRE	P
90	ANAGHA SHANKAR THORAT	P
91	SHUBHAM DHANAJI NIMBALKAR	P
92	RUSHIKESH DEVRAM HASE	P
93	JAYANT SACHIN PHASE	P
94	SHARAD RAMNATH KALWANE	A
95	SHUBHAM VIJAY DEORE	P
96	VANASHRI LAXMAN MANNOLKAR	P
97	SUJIT BABURAO SHINDE	P
98	MAHESH AANNAPPA CHAVAN	P
99	MAHESH VAIJINATH PALASKAR	P
100	ROHINI TANAJIRAV KOKATE PATIL	A





101	LAXMIKANT VITTHAL DONODE	P
102	ASHISH WASUDEO MAHAJAN	P
103	MAHESH SANDIPAN SATPUTE	P
104	KOMAL RAJENDRA JAGTAP	A
105	YOGESH SUNIL NARUTE	P
106	OMKAR MACHINDRA GULDAGAD	P
107	GAURAV PRATAP TAMBE	P
108	SHWETA NANDKISHOR BORLE	P
109	RESHMA GUNDAN MAKARAND	P
110	AKSHAY KANTILAL BHUSARI	P
111	SURAJ BALASAHEB KALKHAIR	P
112	MAGAR SAGAR HARIDAS	A
113	CHINCHAMALATPURE ABHIJIT RAJENDRA	P
114	PRAMOD DHARASING RATHOD	P
115	GIRAMKAR SHUBHAM SAMBHAJI	P
116	JAGDALE ADITYA DATTATRAY	P
117	LONDHE CHAITALI KISAN	P
118	ANANDE POONAM RAGHUNATH	P
119	ADARSH RAJESH BHOSALE	P
120	VAIBHAV APPASO KHANDAGALE	P
121	VISHAL VILAS PUDAT	P
122	MEGHA VIJAYSINGH WAGH	P
123	LALIT SHIRISH BEHERE	A



Career counseling session on  
"Rose Cultivation and Marketing"

Date: 09th August 2019

Time: 9:30am onwards

12

SR No	Students Name	Attendance
1	GUNJAL RUPALI SAHEBRAO	P
2	JANGAM RUSHIKESH SHIVKUMAR	P
3	JAWARE BHAGYASHRI RAVINDRA	P
4	BHAGWAT ASHOK PATIL	P
5	ABHISHEK HARISH PATKI	P
6	ROHIT RANGNATH GHODKE	P
7	SAURABH GANESH KALE	A
8	KOMAL VITTHAL SARGAR	P
9	SIDDHANT NITIN KHOND	P
10	MORE RAHUL RAJENDRA	P
11	SUMEET ROBERT BHINGARDIVE	P
12	SANKET SUBHASH CHAVAN	P
13	RAHUL RAMCHANDRA DESHPANDE	P
14	JOSHI PRANAV MILIND	P
15	RAMESHWAR KARBHARI NAVPUTE	P
16	ABHISHEK NILKANTH KOTHEKAR	P
17	DHOKARE PRAMOD DHANAJI	P
18	VISHWAJEET SURESHRAO DESHMUKH	A
19	PATIL SUMIT BHAGWAN	P
20	AKSHAY PRAKASH PAHILWAN	P
21	DHANANJAY SHIVAJI JADHAV	P
22	SHUBHAM SHANTARAM GETHE	P
23	VINAYAK BHASKAR SABALE	P
24	CHETAN MARUTI CHAVAN	P
25	SANKET DEVIDAS CHAUDHARI	P
26	VIKAS BHANUDAS DETHE	P
27	RUSHIKESH NAMDEO SAUBHAGE	A
28	DNYANDEEP LAXMAN KHATIK	P
29	DIPAK VITTHAL POTE	P
30	SUDARSHAN BHASKAR BHOJANE	P



JK

31	HARSHADA MACHHINDRA MORE	P
32	GAJANAN BHAGWAN DHARE	P
33	TAKALE AKSHAY SUKHADEO	A
34	NEHA PRAMOD GAIKWAD	P
35	PRIYANKA ROBERT BHINGARDIVE	P
36	VYAVAHARE ROHAN JAYAKUMAR	P
37	AKSHAY ANNASAHEB DATIR	P
38	AKASH DATTATRAYA TUPE	P
39	KIRAN BALU BANDE	P
40	LALU DASHRATH GIRHE	D
41	PRAJAKTA ANAND BANSODE	P
42	SHIKALP SHIVDAS KAMBLE	P
43	SACHIN GANPAT AGALE	P
44	GOVIND JAIGIR GIRI	P
45	SWAYAM VIJAY PAWAR	P
46	PRAVIN ARJUN SHELKE	P
47	MOHINI RAJU GIRI	P
48	JAYASHREE KASHINATH BHANGARE	P
49	PRIYANKA CHANDRAKANT SANDBHOR	P
50	ASHA SOMA KONDAR	P
51	TUKARAM NATHU BHANGARE	P
52	PRAVIN BARSU EKHARE	P
53	RAMESH KUMAR KADAM	P
54	DHIRAJ ASHOKRAO HANDE	P
55	SANKET VILAS PAWAR	P
56	SHESHANK PRADEEP MURKUMBI	A
57	MANE AKSHAY SUNIL	P
58	BANDE GAJANAN NAMDEV	P
59	MANE JAYESH DEEPAK	P
60	ONKAR BABANRAO PEDGE	P
61	LAVANGE SANJAY BALASAHEB	P
62	GAJANAN NILKANTHRAO VAIRAGAR	P
63	IMRAN MOHMAD HANIB SHAIKH	P
64	SANDEEP SUNIL KENJALE	P
65	KAPIL ISHWAR SONI	P





66	WAGH SUYOG NANDARAM	P
67	LALGE SMITA GANGADHAR	P
68	PRITAM SHIVAJIRAO KALYANKAR	P
69	KIRAN RAMRAO DUDHATE	P
70	ABHINAV DATTATRAY KUMBHAR	P
71	RAMESHWAR CHHABURAO SALUNKE	P
72	RAJESH ANANDRAO MORE	P
73	SNEHAL SATISHRAO PAWAR	P
74	NAMDEV LIMBAJI PATOLE	P
75	MAROTRAO RAVSAHEB KADAM	P
76	SUYASH CHOPADE	P
77	MHASKE DHANANJAY KESHAV	P
78	DHANANJAY RAMESH SOLANKE	A
79	GOSAVI SURAJ MARUTI	P
80	NIKHIL PRADIP KULKARNI	P
81	NIKHIL VAIJNATH CHAVAN	P
82	SALUNKHE AKSHAY JAYWANT	P
83	GAYGOPAL GANESH SADGURU	P
84	JAGATAP PRATIK VILAS	P
85	MANGESH BHARAT SATHE	P
86	GEETANJALI PRABHAKAR THOMBARE	P
87	SHUBHAM SABLOK	P
88	SHAIKH SHAHRUKH SHIRAJ	P
89	PAIGUDE NIKHIL ASHOK	P
90	TAMIL KAVIYA J	P
91	ABHISHEK MAKANI	P
92	CHOWDAM VENKATA BHANU PRATHAP	P
93	NISHANT PRAVINKUMAR MADANE	P
94	RIDDHI PASWAN	A
95	DEBARATI ROY	P
96	ASHWINI KUMAR SINGH	P
97	SWALIKA SINGH	P
98	SUBRADIPTA DEY	P
99	SUCHIT KUMAR VERMA	P
100	ARUN V J	P





101	BENDKHALE SAURABH SURESH	P
102	SONAL DESHMUKH	P
103	GOYAL SHRISHTI MANOJ	A
104	NIDHI KUMARI	P
105	ARPAN GHOSH	P
106	AVIJIT ROY	P
107	ASHISH KUMAR SINGH	P
108	SHAIKH SHAMOIL AZAD	A
109	ISBELLA NIKHILA JOSE	P
110	SNEHA NATH	P
111	SUDHIR DEBNATH	P
112	GAWANDE AARTI ASHOKRAO	P
113	SUBHAM DOLUI	P
114	GIRIDHARI PATRA	P
115	AROHA MILIND DESHPANDE	A
116	PRANAV SUBHASH PATIL	P
117	GAHIWADE TEJAS SURYAKANT	P
118	SWAPNIL JAGANNATH DOIFODE	P
119	BHARAT BABURAO GANGALEWAD	P





09<sup>th</sup> August 2019

To,

Cdr (Retd) Rupak Berry

Director – Berry Roses and Petals.

Subject: - Letter of Appreciation

Dear Sir,

Thank you very much for delivering an Career counseling session on "Rose Cultivation and Marketing" The students who attended your session are enjoyed your presentation. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



Lotus Business School

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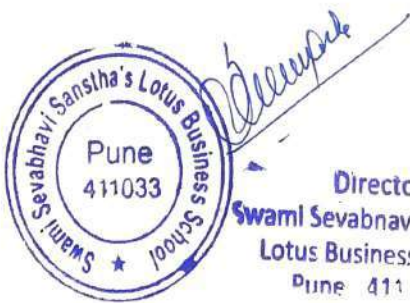
Career counselling session on

The Importance of Management Education for building a new product in the Agrochemical Industry.

Date: Thursday, 6<sup>th</sup> August 2020

Time: 10 AM onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	✓
6	Thanks Letter	✓



Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune 411 033

*Prakash*  
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LBS- IQAC**



# LOTUS BUSINESS SCHOOL

Innovating Business Leadership

Pune, Invites you to join the webinar on,



## IMPORTANCE OF MANAGEMENT EDUCATION FOR BUILDING NEW PRODUCTS IN AGROCHEMICAL INDUSTRY

WEBINAR IS EXCLUSIVELY FOR ENROLLED STUDENTS

(MBA IN AGRIBUSINESS MANAGEMENT)

### SPEAKER



**Mr. Shrikant Gurav**  
Product Development Lead for Fungicides & Nematicides  
ADAMA INDIA PVT. LTD.

### BRIEF WORK PROFILE

13 years of Experience in Indian Agricultural Industry. Handling ADAMA's Fungicides & Nematicides Portfolio Development for India.



JOIN US FOR WEBINAR ON  
Thursday, 06<sup>th</sup> August  
at 10:00 AM



Participants Will get  
**eCertificate**



### Contact Details:

Lotus Business School, S.No. 52/53, Jhambe Road,  
Pune-Mumbai Expressway, Punawale, Pune.

9527449527 | 7498121610 | 7498103036

Email : [admissions@lotuscentre.ac.in](mailto:admissions@lotuscentre.ac.in) | Website: [www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)

Date: Thursday, 6<sup>th</sup> August 2020

Time: 10 AM onwards



*[Signature]*  
Director,  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033.



**Activity Title:** The Importance of Management Education for building a new product in the Agrochemical Industry.

**Objectives:**

- To understand Agrochemical Industry working culture.
- To know importance of management education in Agrochemical Industry.
- To understand customer needs to develop final product.

**Session conducted By:** Mr. Shrikant Gurav

**Designation:** - Product Development Lead for Fungicides and Nematicides.

**Organization:** - ADAMA INDIA PVT LTD .

**Target Audience:**

All Agriculture specialization students

**Topics covered by Mr.Shrikant Gurav :-**

Following points covered by Mr. Shrikant Gurav in his session to accelerate students career in Agri Business Management.

**Business Strategy Development**  
Develop Marketing & other Business Strategies, Prepare the Business Case

<ul style="list-style-type: none"> <li>Understand your Customer</li> <li>Analyze the Market</li> <li>Analyze the Competitors</li> <li>Analyze R &amp; D Channel</li> <li>Marketing Mix</li> <li>Financial Analysis</li> <li>Review</li> </ul>	<ul style="list-style-type: none"> <li>Strategic Management</li> <li>Financial Management</li> <li>Operational Management</li> <li>Competitor Analysis</li> <li>Market Research</li> </ul>
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Swami Savabhavi Sanstha's Lotus Business School  
Pune  
411033



Dear Shrikant sir,

Greetings!!!

Subject- Invitation for Webinar schedule on Saturday 6th August 2020 (10.00 AM to 11.00 AM)

This is in reference with the above mentioned subject out college is planning a program under the title of Career counseling program on The Importance of Management Education for building a new product in the Agrochemical Industry.. That is scheduled on 6<sup>th</sup> August 2020.We would like to invite you as a guest speaker. In which you will be given the opportunity to express your views and it will be an honor for us. It was a pleasure discussing with you about various aspects of MBA education. Details of the Session are as follows,

**Date & Time :** 6th August 2020 (10.00 AM to 11.00 AM)

**Audience :** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic :** The Importance of Management Education for building a new product in the Agrochemical Industry.

**And also request you to kindly share your Brief career profile , Photograph as soon as possible. We need it for digital creatives.**

Looking forward...

Thanks & Regards,  
**Mr.Vivek Keskar**  
Head-Placement & Corporate Relations  
**Lotus Business School**  
Punawale Campus,  
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Tel No. +91 - 8888851323  
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Contact

shrigurav@gmail.com

www.linkedin.com/in/shrikant-g-77a877109 (LinkedIn)

Top Skills

- Marketing Strategy
- Product Development
- Agriculture

Certifications

- Project Management Foundations
- Marketing Foundations
- Branding Foundations
- Marketing Foundations: Competitive Market Analysis
- Advanced Branding

Honors-Awards

- Certificate of Excellence
- Certificate of Long Service
- Certificate of Appreciation
- Outstanding Achiever - Portfolio Development

# Shrikant G.

Product Development Lead (Fungicides) | MBA  
Pune

## Summary

Experienced Product Development Lead with a demonstrated history of working in the Indian Pesticide Industry. Skilled in Team Management, Training, Product Strategy, Field Development, Trials, Product Development and Market Development. Strong product management professional with an experience of 10+ years in Indian Agriculture Industry.

Crop Expertise in Rice, Vegetables, Grapes, Pomegranate and other fruit crops.

## Experience

ADAMA Agricultural Solutions Ltd

11 years 1 month

Product Development Lead (India)

January 2019 - Present (3 years 6 months)

India

Fungicides & Nematicides.

Manager Product Development

June 2015 - December 2018 (3 years 7 months)

Maharashtra

Asst. Manager - Product Development

June 2013 - June 2015 (2 years 1 month)

Executive - Product Development

June 2011 - June 2013 (2 years 1 month)

DuPont

Field Development Officer

August 2010 - June 2011 (11 months)

Pune Area, India

India Bio & Agro Pacific Pvt. Ltd.

Scientific Officer





May 2009 - June 2010 (1 year 2 months)

Visit to Sugar Factories, Sugar cane Seed Plots and Implementation of IPM for Cane Development at a Sugar factory level.

Preparation of Sugar cane feasibility reports.

Production of Biocontrol Agents viz. Trichogramma spp., Chrysoperla carnae etc.

Developments in Mass rearing, Host Insect rearing.

Pest Control India (Pvt) Ltd

Customer Service Executive

January 2008 - April 2009 (1 year 4 months)

To serve Industrial sector for Urban Pest Management.

To carry out Fumigation services for Store grain Pests.

Inspection, Audit and making proper Pest Management strategy.

---

## Education

Institute of Product Leadership

Executive MBA in Product Leadership, Product Management, Business Administration, Product Design, Product Development · (2018 - 2020)

Shivaji University

Master's degree, Agriculture, Agriculture Operations, and Related Sciences · (2004 - 2006)

Shivaji University

Bachelor of Science - BS, Botany/Plant Biology · (2001 - 2004)







6<sup>th</sup> August 2020

To,

Mr. Shrikant Gurav

Product Development Lead for Fungicides and Nematicides

ADAMA INDIA PVT LTD.

Subject:- Letter of Appreciation

Dear Sir,

Thank you very much for delivering an informative session on "The Importance of Management Education for building a new product in the Agrochemical Industry".

Aspects given by you towards Agrochemical Industry will definitely helped student to grow their career in Agribusiness Management. Career counselling given by you will play important role in students overall development.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

☎ +91 20 6529 1082    ✉ info@lotuscentre.ac.in    🌐 www.lotuscentre.ac.in





Career counseling session on

"The Importance of Management Education for building a new product in the Agrochemical Industry".

Date: Thursday, 6th August 2020

Time: 10:00am onwards

25

SR No	Students Name	Attendance
1	SIMRAN NANDKUMAR DESAI	A
2	VISHAL VASANT JANKAR	A
3	SHUBHAM SUNIL CHOUGULE	P
4	PRIYANKA SADASHIV BORCHATE	P
5	YOGESH RANGRAO KARANDE	A
6	SHIVANI PRADEEP DONGARE	P
7	MAYUR DATTATRAYA JADHAV	P
8	POOJA MOHANLAL CHOUDHARY	A
9	SAPANA SHASHIKANT WAGH	P
10	MUGDHA ANAND DEVLEKAR	A
11	ABHISHEK ANANT PIMPALKAR	P
12	SUJATA GULAB JADHAV	P
13	TEJAS SANJAY GHARE	P
14	SUJIT SAKHARAM MOTE	P
15	SHRADDHA DATTATRY NALAWADE	P
16	ASHWINI SAMBHAJI KIRKAR	A
17	JAY NAMDEV SHINDE	A
18	SANJITA PURUSHOTTAM YADAV	A
19	VINIT MADAN MORE	A
20	ZAMDE MAHENDRA DILIPRAO	P
21	VHANMANE SANGRAMSINH MAHADEO	P
22	SAMEER PRATAP WAGH	P
23	CHAITANYA NIVRUTTI MORE	P
24	NEHA LAXMAN SHIRUDE	P
25	PRATIK PRABHAKAR BODKHE	A
26	VIKRAM PRAKASH JADHWAR	A
27	GHANSHYAM NANASAHEB KAMBLE	A
28	SHRIRAME ABHIJEET RAMRAO	P
29	SHOWRAB ASHOK GAVLI	P
30	GANESH NARAYAN OMBALE	P
31	PRAJKTA ARUN BANSODE	P



32	AKASH EKNATH WAGH	P
33	AKSHAY BALKRISHNA NEVASE	P
34	PRIYANKA SHASHIKANT KAPURE	A
35	SWARANJALI SANJAY GHARE	A
36	SNEHAL UTTAM PAWAR	A
37	OMKAR HANUMANT BHAGAT	A
38	SOURABH TUKARAM ZAGADE	A
39	SHUBHAM ANANTRAO AMBHORE	A
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121	VISHAL VILAS PUDAT	P
122	MEGHA VIJAYSINGH WAGH	A
123	LALIT SHIRISH BEHERE	A





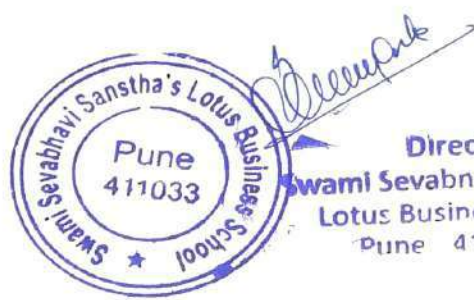
Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Career counselling session on**  
**"Sales and Marketing Skills – Growth Drivers in Pharmaceutical Industry"**

**Date: Monday, 17<sup>th</sup> August 2020**

**11.00 AM Onwards**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	
6	Thanks Letter	✓



**Director**  
**Swami Sevabhavi Sanstha's**  
**Lotus Business School**  
**Pune 411 033**

*Checked*  
**CHECKED AND SUBMITTED**  
**LBS- IQAC**



Swami Sevabnavi Sanstha's  
**LOTUS BUSINESS SCHOOL**

Empowering Business Leaders



Invites you to join the webinar on

## **SALES AND MARKETING SKILLS GROWTH DRIVERS IN PHARMACEUTICAL INDUSTRY**



**Mr. Tushar Deshmukh**  
Regional Head  
**Medley Pharmaceutical Ltd.**

### **Brief work profile:**

Handling a state level team to promote company's products at healthcare professionals like Doctors, Generate sales by effectively implementing the strategies in order to meet & surpass the competition growth rate.



**JOIN US FOR WEBINAR ON  
MONDAY, 17TH AUGUST  
AT 11AM**

### **Contact Details:**

**Lotus Business School, S.No. 52/53, Jhambe Road, Pune-Mumbai  
Expressway, Punawale, Pune.  
9527449527 | 7498103036 | 7498121610 | 8805935581**

Date: Monday, 17<sup>th</sup> August 2020

11.00 AM Onwards



*[Signature]*  
**Director**  
**Swami Sevabnavi Sanstha's**  
**Lotus Business School**  
Pune - 411 033

**Activity Title:** "Sales and Marketing Skills – Growth Drivers in Pharmaceutical Industry".

**Objectives:**

- To know what qualities required to grow from student to management level.
- To know how to satisfy employer.
- To know aspects of management.

**Session conducted By:** Mr.Tushar Deshmukh.

**Designation:** Regional Head

**Organization:** Medley Pharmaceuticals Ltd .

**Guest Profile:** Mr. Tushar Deshmukh

Regional Head- Medley Pharmaceuticals Ltd.

Handling a state level team to promote company's product at Healthcare professionals like Doctors. Generate sales by effectively. Implementing the strategies in order to meet and surpass the competition growth rate.

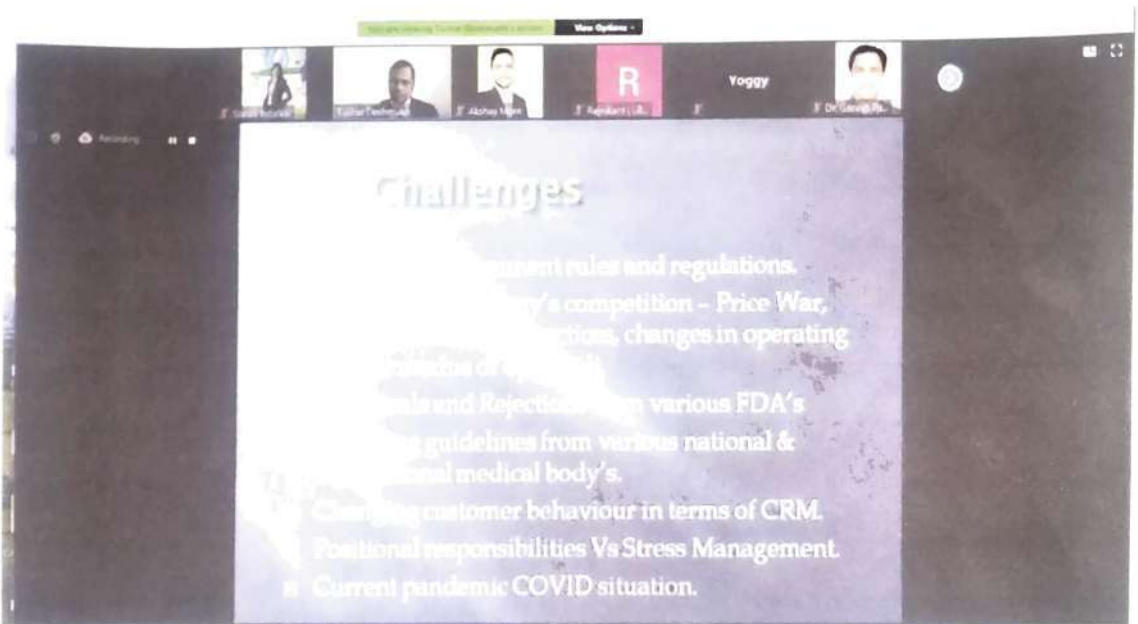
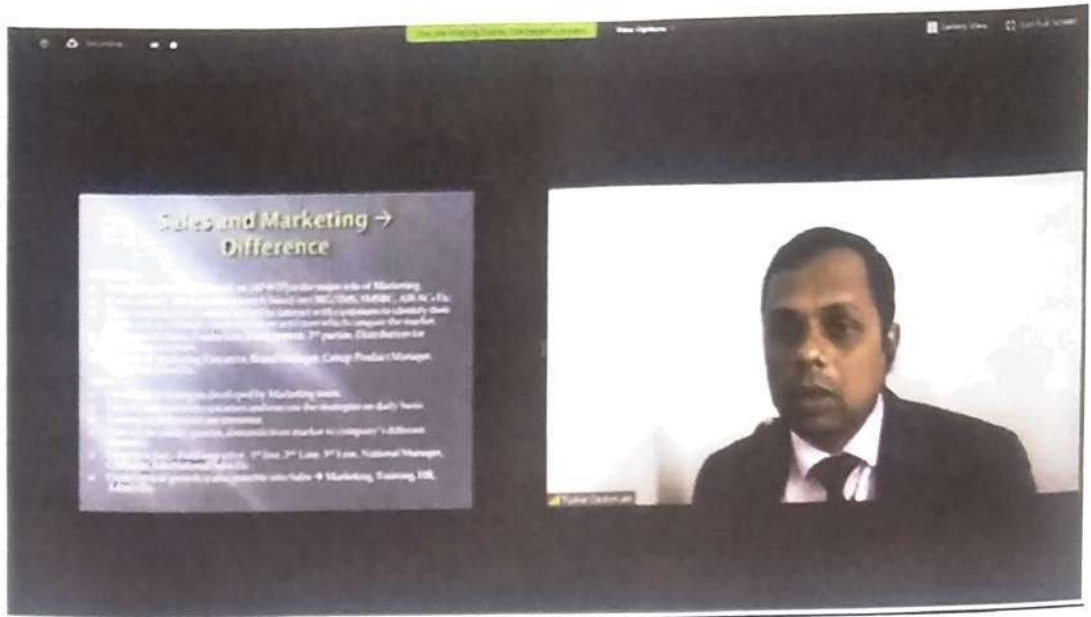
**Target Audience:** Students.

**Summary of Session:** On 17th August 2020, Lotus Business School has organized a webinar on "Sales and Marketing Skills – Growth Drivers in Pharmaceutical Industry". We invited Mr.Tushar Deshmukh as an eminent speaker for this webinar. Mr. Tushar Deshmukh is having a total 15 years of experience in the Pharmaceutical Industry and presently associated with Medley Pharmaceuticals as Regional Head (Maharashtra). He has delivered a session on how the importance of Sales and Marketing Skills in the pharmaceutical industry. Mr.Tushar Deshmukh has shared his knowledge and experience with the students.





Photographs:





Dear Tushar sir,

Greetings!!!

Subject- Invitation for Webinar schedule on Monday 17<sup>th</sup> August 2020 (11.00 AM to 12.00 PM)

This is in reference with the above mentioned subject out college is planning a program under the title of Career counseling program on "Sales and Marketing Skills – Growth Drivers in Pharmaceutical Industry." That is scheduled on 17<sup>th</sup> August 2020. We would like to invite you as a guest speaker. In which you will be given the opportunity to express your views and it will be an honor for us. It was a pleasure discussing with you about various aspects of MBA education. Details of the Session are as follows,

**Date & Time:** 17<sup>th</sup> August 2020 (11.00 AM to 12.00 PM)

**Audience:** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic:** "Sales and Marketing Skills – Growth Drivers in Pharmaceutical Industry."

And also request you to kindly share your Brief career profile, Photograph as soon as possible. We need it for digital creatives.

Looking forward...

Thanks & Regards,  
**Mr.Vivek Keskar**  
Head-Placement & Corporate Relations  
Lotus Business School  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 8888851323  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

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Career counseling session on  
 "Sales and Marketing Skills – Growth Drivers in Pharmaceutical Industry"

Date: Monday, 17th August 2020

11.00 AM Onwards

SR No	Students Name	Attendance
1	SIMRAN NANDKUMAR DESAI	A
2	VISHAL VASANT JANKAR	A
3	SHUBHAM SUNIL CHOUGULE	P
4	PRIYANKA SADASHIV BORCHATE	P
5	YOGESH RANGRAO KARANDE	P
6	SHIVANI PRADEEP DONGARE	A
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9	SAPANA SHASHIKANT WAGH	P
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11	ABHISHEK ANANT PIMPALKAR	P
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80	VISHAL RAMBHAU SHENDGE	A <sub>1</sub>
81	POOJA NITIN BALLAL	P
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123	LALIT SHIRISH BEHERE	P





38  
17<sup>th</sup> August 2020

To,

Mr. Mr.Tushar Deshmukh

Regional Head

Medley Pharmaceuticals Ltd.

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Career counselling session on**

**Expectations of Food,FMCG and Pharma Industry from Fresh Management professionals.**

**Date: Thursday, 22<sup>th</sup> August 2020**

**11.00 AM Onwards**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	-
6	Thanks Letter	✓



*[Signature]*  
Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune 411033

*[Signature]*  
**CHECKED AND SUBMITTED  
LBS- IQAC**



LOTUS BUSINESS SCHOOL



Invites you to join the webinar on

## Expectations of Food, FMCG and Pharma Industry from Fresh Management Professionals



Expertise in:

Global Business Strategist  
Export and Import  
Entrepreneurship

Dr. Deepak Toshniwal  
CEO  
Deesha Foods



JOIN US FOR LIVE INTERACTIVE  
SESSION ON  
THURSDAY, 27th AUGUST  
AT 11 AM



SESSION IS EXCLUSIVELY  
FOR ENROLLED STUDENTS

### Contact Details

Lotus Business School, S.No. 52/53, Jhambe Road, Pune-  
Mumbai Expressway, Punawale, Pune.

Date: Saturday, 27<sup>th</sup> August 2020

11.00 AM Onwards



*Director*  
Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033



**Activity Title:** Expectations of Food, FMCG and Pharma Industry from Fresh Management professionals.

**Objectives:**

To fast-moving consumer goods have such a high turnover rate, the market is not only very large, it is also very competitive. Some of the world's largest companies compete for market share in this industry including Tyson Foods, Coca-Cola, Unilever, Procter & Gamble, Nestlé, PepsiCo, and Danone. Companies like these need to focus their efforts on marketing fast-moving consumer goods to entice and attract consumers to buy their products.

**Session conducted By:** Mr. Deepak Toshniwal

**Designation:** CEO

**Organization:** Deesha Foods

**Guest Profile:** Mr. Deepak Toshniwal

I am an innovative thinker, able to apply analysis and creativity to problem solving. I am a highly personable, self-motivated and diligent individual with flexibility to adapt to new situations. My core competencies include Business Development, Business Planning, Research & Development, Procurement, Outsourcing, Process Development, Corporate Affairs, Operations, CRAMS, Regulatory Outsourcing, Dossiers Acquiring, International Marketing, Dealing with CROs, Vendor Management, Techno Commercial Operations Management, Team Management and Liaison & Coordination. Deesha Chocolates is an innovative and fast-growing chocolate company, offering a range of over 230 plus varieties of chocolates in India and various parts of the world. Flavorful, rich, melt-in-your-mouth tender comes from the carefully chosen ingredients and Deesha's unique chocolate-crafting process and years of research and experience.

Experience:

Deesha Foods Chief Executive Officer August 2012 - Present (9 years 11 months)

Education: St. Joseph Convent school Gulbarga Bachelors of Pharmacy University of Pune,  
Bachelor of Science (BSc), Microbiology, General (2013-2015)  
University of Pune,  
Bachelor of Science (BSc), Microbiology, General (2011-2013)

**Target Audience:** Students



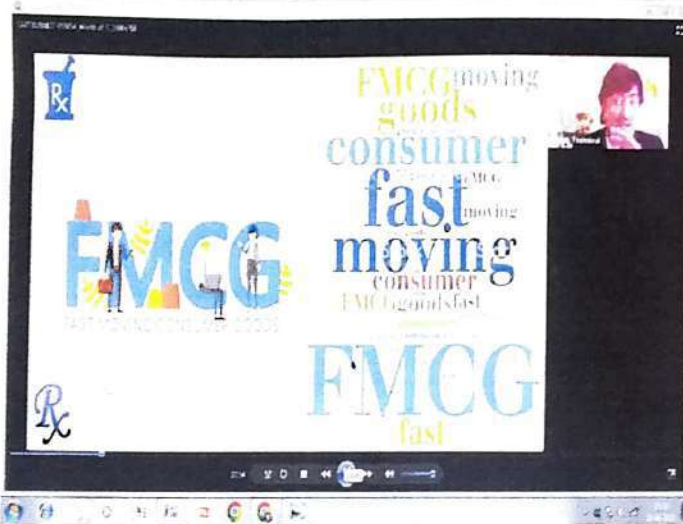
### Topic Covered:

- Fast-moving consumer goods (FMCG)
- FMCG Market Size
- Sustainability. Consumers are becoming more conscious of climate change and its impact on the environment
- FMCG e-Commerce
- Big Data & Analytics
- Impact of COVID-19 on the FMCG sector in India
- FMCG during the pre-COVID world

**Summary of Session:** Today we have conducted session on Industrial Mentorship Program , for that We have invited Mr.Deepak Toshniwal to conduct the session. Through this session Deepak sir has guide the students about how FMCG industry constantly comes up with new ideas for packaging, marketing, advertising, and communicating their brands. He has also explained how MBA degree is the minimum qualification needed to be a part of this industry for leading the roles in junior management, brand marketing, or finance parts. The sector certainly offers plentiful opportunities to those seeking rewarding and growing job opportunities. In this industry, there is a constant need for fresh and exciting ideas relating to product packaging, advertising, marketing, and communications.

### Photographs:







----- Forwarded message -----

From: **Pushkarni Khade** <pushkarnik@lotuscentre.ac.in>

Date: Sat, Aug 22, 2020 at 4:56 PM

Subject: Invitation for the Webinar at Lotus Business School, Pune

To: <fepzee@gmail.com>

Cc: Vivek keskar <vivekk@lotuscentre.ac.in>

Dear Sir,

Greetings from Lotus Business School !!!

Hope you and your loved ones are doing well and keeping safe.

This is in reference to the above-mentioned subject & our subsequent telephonic discussion today. Thank you very much for showing a keen interest in our institute.

**\*LOTUS BUSINESS SCHOOL\*** is a part of an Industrial Group. It is an Institute that has been created with a vision of imparting quality management education and creating world-class leaders. In fact, Lotus encourages students to challenge the very basic concepts of management and leadership. The Lotus core team comprises individuals who are the alumni of IIMs, JBIMS, Symbiosis, etc. and other ex-corporate employees from renowned organizations. **\*LOTUS BUSINESS SCHOOL\*** is an attempt to not only bridge the gap between the theory & practical but also the effort at ensuring the relevance of academics with the practicality of the subject.

As discussed, for our newly admitted MBA students we are arranging one hour webinars (Mostly on Zoom Platform ).We are pleased to inform you that for the Next week that is on Thursday, 27th August2020 ( @ 10.30 AM )we would like to invite you as a Key Guest Speaker for the Webinar.

**The itinerary for the webinar would be**

- ⋮ Short introduction of topic by coordinator -2 to 3 mins.
- ⋮ Welcome of the Speaker by coordinator 2 - 3 mins.
- ⋮ Brief Introduction of the Speaker 2-3 mins.
- ⋮ Speech of the Key Speaker - 40 - 45 mins.
- ⋮ Q&A - 10 mins
- ⋮ Thanks note by Coordinator

Total 60 to 75 mins

**Kindly request you to forward us your professional photograph , brief career profile & topic for the webinar also request you to confirm your suitability for the same to proceed further.**

Looking forward....

Thanks & Regards

**Prof Pushkarni Khade**

Asst. Prof and Placement Coordinator

Lotus Business School

Innovating Business Leadership

Punawale Campus

Pune-411033

Tel No. +91 – 8380037115 www.lotuscentre.ac.in

27<sup>th</sup> August 2020

To,

Mr. Deepak Toshniwal,

CEO –Disha Foods

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



46

Career counseling session on  
Expectations of Food, FMCG and Pharma Industry from Fresh Management  
professionals.

Date: Saturday, 27th August 2020

Time: 11:00am onwards

SR No	Students Name	Attendance
1	SIMRAN NANDKUMAR DESAI	A
2	VISHAL VASANT JANKAR	P
3	SHUBHAM SUNIL CHOUGULE	P
4	PRIYANKA SADASHIV BORCHATE	P
5	YOGESH RANGRAO KARANDE	P
6	SHIVANI PRADEEP DONGARE	P
7	MAYUR DATTATRAYA JADHAV	A
8	POOJA MOHANLAL CHOUDHARY	P
9	SAPANA SHASHIKANT WAGH	P
10	MUGDHA ANAND DEVLEKAR	P
11	ABHISHEK ANANT PIMPALKAR	P
12	SUJATA GULAB JADHAV	P
13	TEJAS SANJAY GHARE	P
14	SUJIT SAKHARAM MOTE	P
15	SHRADDHA DATTATRY NALAWADE	P
16	ASHWINI SAMBHAJI KIRKAR	P
17	JAY NAMDEV SHINDE	A
18	SANJITA PURUSHOTTAM YADAV	A
19	VINIT MADAN MORE	P
20	ZAMDE MAHENDRA DILIPRAO	P
21	VHANMANE SANGRAMSINH MAHADEO	P
22	SAMEER PRATAP WAGH	P
23	CHAITANYA NIVRUTTI MORE	P
24	NEHA LAXMAN SHIRUDE	P
25	PRATIK PRABHAKAR BODKHE	A
26	VIKRAM PRAKASH JADHWAR	P
27	GHANSHYAM NANASAHEB KAMBLE	P
28	SHRIRAME ABHIJEET RAMRAO	P
29	SHOWRAB ASHOK GAVLI	P
30	GANESH NARAYAN OMBALE	A
31	PRAJKTA ARUN BANSODE	A





32	AKASH EKNATH WAGH	P
33	AKSHAY BALKRISHNA NEVASE	P
34	PRIYANKA SHASHIKANT KAPURE	P
35	SWARANJALI SANJAY GHARE	A
36	SNEHAL UTTAM PAWAR	A
37	OMKAR HANUMANT BHAGAT	P
38	SOURABH TUKARAM ZAGADE	P
39	SHUBHAM ANANTRAO AMBHORE	P
40	ASHWIN SUBHASH RATHOD	P
41	RUSHIKESH BABASAHEB DHOKALE	P
42	SNEHA RAMESH DONODE	P
43	PRIYANKA KAILAS MAHAJAN	P
44	AJAY RAMHARI BHOR	A
45	GELE SNEHAL SONYABA	P
46	JUNDALE SHIVKUMAR BHIMRAO	P
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48	RUPALI PRAFULLA MAHANT	P
49	TEJAS DILIP SAWANT	P
50	APARNA VIJAY ALASPURE	P
51	ABHISHEK KESHAV KUDNAR	A
52	AJAY TUKARAM KACHEWAD	P
53	CHAITANYA TANAJI KHARAT	P
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55	ANIKET KAILASH SARYAM	P
56	KIRAN SARJERAO JAGDHANE	P
57	RAHUL SUNIL KARANDE	P
58	SANGMESHVAR KASHINATH PHULARI	A
59	SOLUNKE NAMOSH MADHAVRAO	P
60	SHUBHAM DNYANESHWARRAO KADU	P
61	DHANANJAY YASHWANT POKALE	P
62	SWAPNIL VISHWANATH RAUT	A
63	VAIBHAV KESHAV JADHAV	P
64	SHASHANK HIRALAL KALE	P
65	SITARAM KALIDAS THITE	A
66	RAHUL HARIDAS CHAVAN	P



67	SHUBHAM GURUNATH ZUNJARE	P
68	SHUBHAM SUNIL RAJEGORE	P
69	SHIVANI PRAKASH BODAKE	A
70	KAIWALYA SUNIL KULKARNI	P
71	SANIKA PURUSHOTTAM SHINDE	P
72	KUNAL SUBHASH BHOSALE	P
73	AKSHAY LAXMAN BURASE	A
74	SHITAL KISAN POKALE	P
75	PARDESHI APURVA RAJESH	P
76	ADITYA SHIVAJI THORBOLE	P
77	SUNIDHI SAMPATRAO PATIL	A
78	AKSHAY DHANAJI KAKADE	P
79	ADITI MUKUNDRAO KOTHEKAR	P
80	VISHAL RAMBHAU SHENDGE	P
81	POOJA NITIN BALLAL	P
82	SHAHIR JAYRAM DHAMALE	P
83	RAHUL PRADIPRAO BAMBAL	P
84	SHITAL ASHOK LIGADE	P
85	DIPIKA PRABHAKAR WALSE	A
86	PRACHI SHIVSHANKAR MADYE	P
87	MORE TUSHAR RAVINDRA	P
88	MAYUR ANANDRAO DHAIGUDE	P
89	VINAYA DATTAJI KHAIRE	P
90	ANAGHA SHANKAR THORAT	P
91	SHUBHAM DHANAJI NIMBALKAR	P
92	RUSHIKESH DEVRAM HASE	P
93	JAYANT SACHIN PHASE	A
94	SHARAD RAMNATH KALWANE	P
95	SHUBHAM VIJAY DEORE	P
96	VANASHRI LAXMAN MANNOLKAR	P
97	SUJIT BABURAO SHINDE	P
98	MAHESH AANNAPPA CHAVAN	P
99	MAHESH VAIJINATH PALASKAR	A
100	ROHINI TANAJIRAV KOKATE PATIL	P
101	LAXMIKANT VITTHAL DONODE	A



102	ASHISH WASUDEO MAHAJAN	P
103	MAHESH SANDIPAN SATPUTE	P
104	KOMAL RAJENDRA JAGTAP	P
105	YOGESH SUNIL NARUTE	P
106	OMKAR MACHINDRA GULDAGAD	P
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120	VAIBHAV APPASO KHANDAGALE	P
121	VISHAL VILAS PUDAT	P
122	MEGHA VIJAYSINGH WAGH	P
123	LALIT SHIRISH BEHERE	P

Watch vid. on our youtube link

<https://youtu.be/7F5jwcVOAH0>







Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

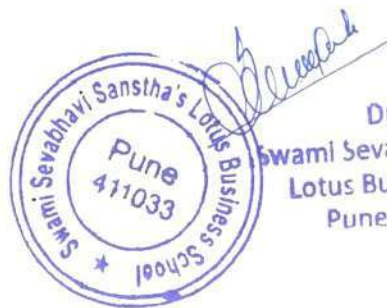
Career counselling session on

"A Journey from Employee to Employer"

Date: Saturday, 12<sup>th</sup> September 2020

11.00 AM Onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	
6	Thanks Letter	✓



Director:  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033

CHECKED AND SUBMITTED  
LBS- IQAC



Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership



Invites you to join the webinar on

## A JOURNEY FROM EMPLOYEE TO EMPLOYER



**Mr. Satish Belhekar**  
MD, Splendid Facility  
Management India Pvt. Ltd.



**JOIN US FOR LIVE INTERACTIVE  
SESSION ON  
SATURDAY, 12th September  
AT 11 AM**



**SESSION IS EXCLUSIVELY  
FOR ENROLLED STUDENTS**



### Contact Details

**Lotus Business School, S.No. 52/53, Jhambe Road, Pune-Mumbai  
Expressway, Punawale, Pune.  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)**

**Date: Saturday, 12<sup>th</sup> September 2020**

**11.00 AM Onwards**



*[Signature]*  
**Director**  
**Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033**

**Activity Title:** "A Journey from Employee to Employer"

**Objectives:**

- To know what qualities required to grow from student to management level.
- To know how to satisfy employer.
- To know aspects of management.

**Session conducted By:** Mr. Satish Belhekar

**Designation:** MD

**Organization:** Splendid Facility Management India Pvt. Ltd

**Guest Profile:** Mr. Satish Belhekar

Executive Director INFINITE XTENSIONS & SERVICES LLP

Pune

Experience SPLENDID FACILITY MANAGEMENT (INDIA)PVT.LTD

Director November 2016 - Present (5 years 9 months)

Pune Area, India

An ISO 9001-2008 Certified Company

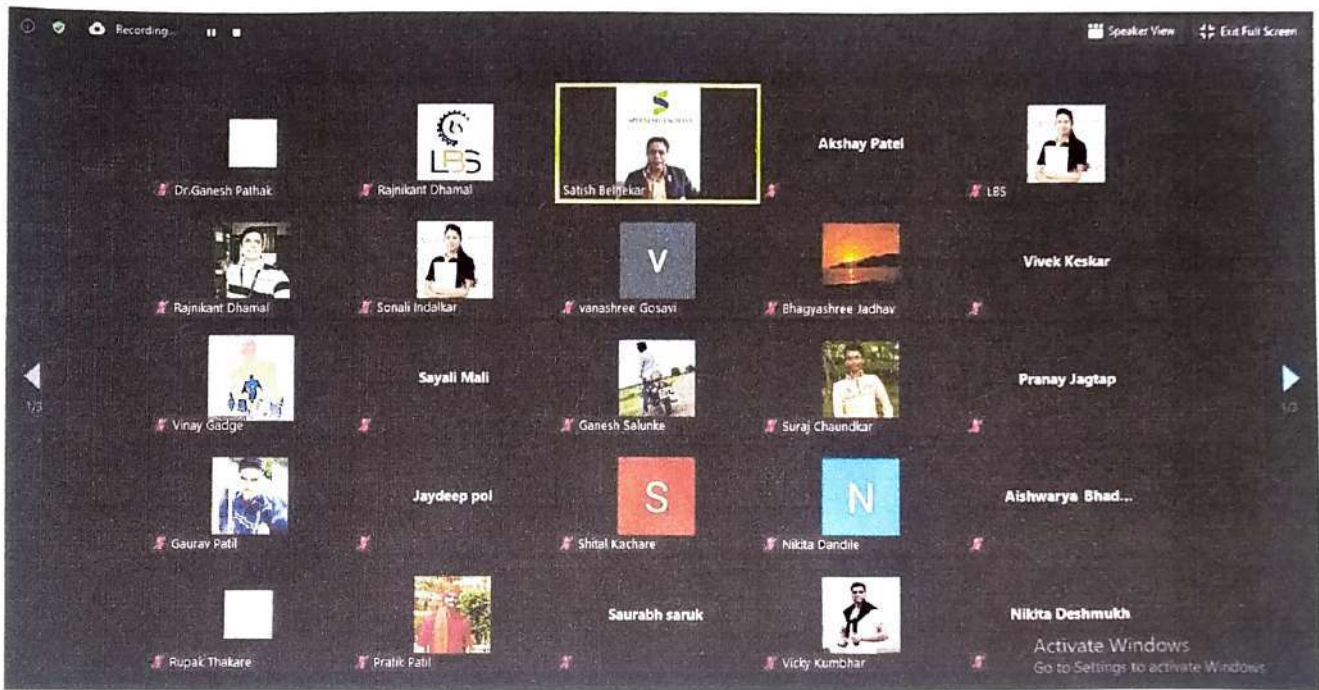
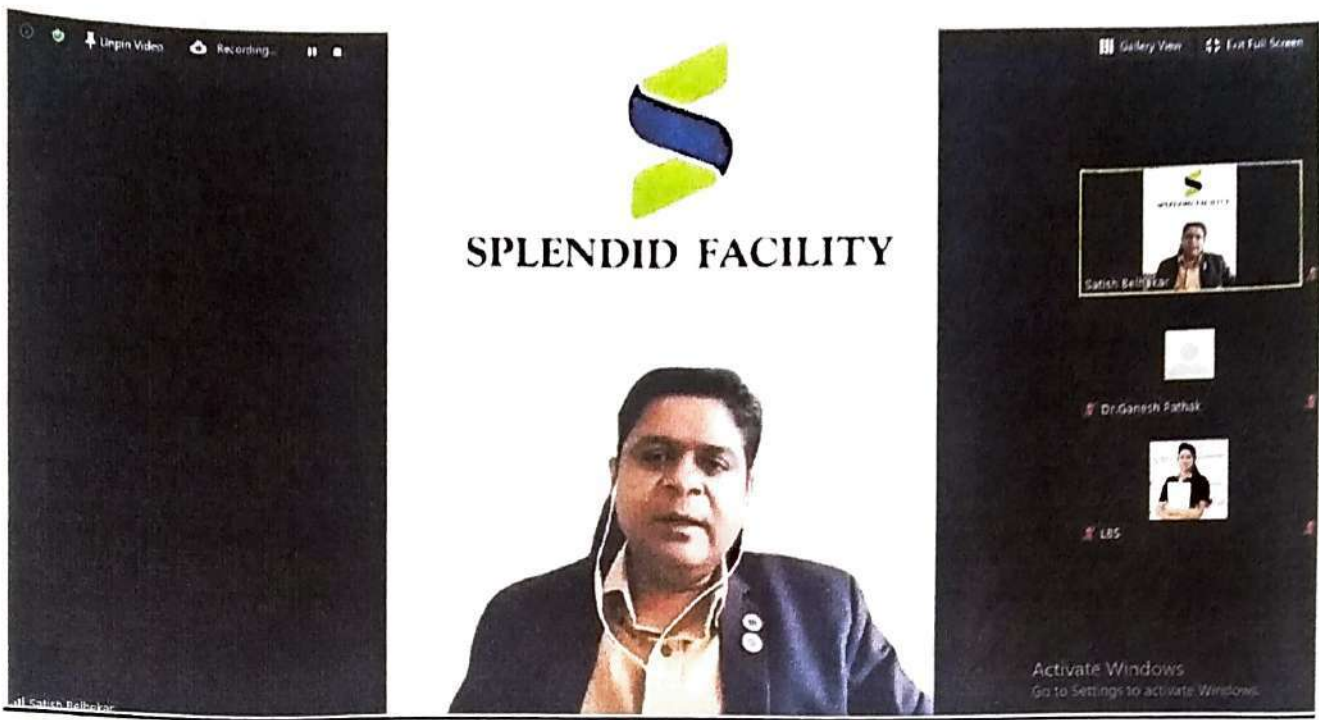
**Target Audience:** Students

**Summary of Session:** On 12th September 2020, LBS has arranged a guest session on "A Journey from Employee to Employer" Mr. Satish Belhekar, MD, Splendid Facility Management India Pvt. Ltd. was invited for delivering the session. Mr. Satish Shared his journey from a Management student to Managing director of a company, he shared his valuable knowledge with students and also appreciated the efforts of LBS towards students improvement as two of our students working as an intern with one of his newly ventured company and they are doing given work very well.





# Photographs:



----- Forwarded message -----

From: **Vivek keskar** <vivekk@lotuscentre.ac.in>

Date: Fri, Sep 11, 2020 at 12:14 PM

Subject: Invitation for tomorrow's Webinar

To: satish belhekar <Satish\_belhekar2006@yahoo.co.in>

Cc: Ganesh Pathak <ganeshp@lotuscentre.ac.in>, Pushkarni Khade <pushkarnik@lotuscentre.ac.in>

Dear Sir,

Greetings !!!

This is in reference with the above mentioned subject and our subsequent discussion yesterday. Thank you very much for accepting our invitation as a key Guest speaker for the schedule webinar.

Details of the webinar are as follows

Date & Time : 12th Sept 2020 , From 11.00 AM to 12.00 noon

Audience : Newly admitted first year MBA students with B.Sc Agri, B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management

Topic : You may focus on your career journey ( My Journey from Employee to Employer ) Where you may focus on how your MBA education helped you in being a successful entrepreneur. Request you to also mention the performance of our shortlisted students in your esteemed organisation.

And also request you to kindly share your Brief career profile , Photograph as soon as possible. We need it for digital creatives.

Looking forward...

Thanks & Regards,

**Mr.Vivek Keskar**

Head-Placement & Corporate Relations

**Lotus Business School**

Punawale Campus,

Pune-411033

Tel No. +91 - 8888851323

[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



Contact

www.linkedin.com/in/satish-belhekar-8a0b6912 (LinkedIn)

Top Skills

- Succession Planning
- Employee Relations
- Team Management

# SATISH BELHEKAR

Executive Director INFINITE XTENSIONS & SERVICES LLP

## Experience

SPLENDID FACILITY MANAGEMENT (INDIA)PVT.LTD

Director  
November 2016 - Present (5 years 9 months)

An ISO 9001-2008 Certified Company

SFM(India)Pvt.Ltd  
Sr. Manager HR  
January 2010 - Present (12 years 7 months)

## Education

Savitribai Phule Pune University





**Career counseling session on  
"A Journey from Employee to Employer"**

**Date: Saturday, 12 th September 2020**

**Time: 11:00am onwards**

SR No	Students Name	Attendance
1	SIMRAN NANDKUMAR DESAI	P
2	VISHAL VASANT JANKAR	P
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10	MUGDHA ANAND DEVLEKAR	P
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12	SUJATA GULAB JADHAV	P
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28	SHRIRAME ABHIJEET RAMRAO	A
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123	LALIT SHIRISH BEHERE	A

To watch video our youtube link

[https://youtu.be/p6FzYWoRadk?list=PLmC1LX-9Eko\\_sCspn9T9DjdFWTHgATLI5](https://youtu.be/p6FzYWoRadk?list=PLmC1LX-9Eko_sCspn9T9DjdFWTHgATLI5)





12<sup>th</sup> September 2020

To,

Mr. Satish Belhekar

MD -Splendid Facility Management India Pvt. Ltd

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

☎+91 20 6529 1082    📧 info@lotuscentre.ac.in    🌐 www.lotuscentre.ac.in





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

Career counselling session on

“Accelerators in your corporate career.”

Date: Saturday, 19<sup>th</sup> September 2020

Time: 11:00am onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	-
6	Thanks Letter	✓



*[Handwritten Signature]*

Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033

*[Handwritten Signature]*

**CHECKED AND SUBMITTED  
LBS- IQAC**



LOTUS BUSINESS SCHOOL



Invites you to join the webinar on

**ACCELERATORS IN YOUR CORPORATE CAREER**



**Ms. Ketaki George**  
Marketing Professional  
in leading Pharmaceutical  
Company

**Expertise in:**

15 years of industry expertise in  
building brands & leading teams in  
the global & domestic market.



**JOIN US FOR LIVE INTERACTIVE  
SESSION ON SATURDAY,  
19TH SEPTEMBER AT 11AM**



**Session is exclusively arranged  
for enrolled students**

**Contact Details**

Lotus Business School, S.No. 52/53, Jhambe Road, Pune-Mumbai  
Expressway, Punawale, Pune.  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)

**Date: Saturday, 19<sup>th</sup> September 2020**

**Time: 11:00am onwards**



**Director  
Swami Sevabnavi Sanstha's  
Lotus Business School  
Pune - 411 033**



## Activity Title: Corporate Etiquette & Business Ethics

### Objective:

To create a professional, mutually respectful atmosphere and improves communication, which helps an office serve as a productive place. People feel better about their jobs when they feel respected, and that translates into better customer relationships as well.

### Session conducted By: Ms.Ketaki George

**Designation:** Marketing leader I Strategist I ADP practitioner I Mentor

**Organization:** Abbott Healthcare Pvt. Ltd

### Guest Profile: Ms.Ketaki George

Summary I am a passionate marketing professional with 15+ years of industry expertise in building portfolios & leading teams. In my current global role, I have led brands across various therapies where I lead global cross functional team to drive brand strategies across geographies. In my GSK India stint, I have spearheaded marketing of two business units managing brands across product lifecycle. I took myriad strategic initiatives, including focus on lifecycle strategies that led to above-market growth of the portfolio. New brands launched under my leadership have received internal and external recognition. Being a certified ADP practitioner & mentor, I establish structure in chaos in every project that I lead. I have shaped future leaders and in my tenure as a leader, 5 team members got promoted into various roles. I am an alumna of GSK talent development programs which enables me to use my leadership abilities to navigate complex situations for decision making with clear focus on output. Specialties handled (domestic business) Acute care , paediatrics , Gastro , Ortho  
Global marketing : Respiratory , Allergy , Urology, Dermatology

### Topics covered by Guest:

#### 1. Patience/Endurance

The foremost quality HR managers look for in a candidate is his/her ability to endure an unpleasant situation. Since turnovers can be expensive for the company, HR prefers to hire a person who has high commitment levels and can stick long



## 2. Trustworthy

This is the most important characteristic to identify in a candidate. A trustworthy employee is sure to have long-term benefits for the organisations and is most likely to stick around with the company for long

## 3. Multi-tasking skills

With growing competition in all the sectors, companies prefer to hire multi-tasking employees. This quality not only becomes plus point for the company but also enhances individual's job profile. Many a times businesses resort to cost cutting and have fewer employees who can multi-task. Hence being a multi-tasker can help you grab that job

## 4. Ambitious

Everyone wants an asset in their kitty and not a liability, hence motivated and self-driven people become the best bet for any organization. Employees who are ambitious in nature work hard and surpass their own excellence at work.

## 5. Team player

Organizations are full of different beings, while some are afraid of competition, others are too relaxed to even bother. Hence a team player's role is much needed as he needs maintain the balance. A person who shows high level of perseverance and gratitude to work makes a good employee to be hired.

## 6. Positive attitude

A positive person brings in winners attitude, hence organizations look out for employees with positive attitude. A person with positive attitude can stand up to failure and competition with confidence so they are more likely to get hired

## Summary of Session:

We have organised the session on Corporate Etiquette & Business Ethics for the students. For that we have invited Ms.Ketaki George as a guest speaker. She has explained how the Corporate Etiquette & Business is more important now than ever. She explained how business etiquette is important because it creates a professional, mutually respectful atmosphere and improves communication, which helps an office serve as a productive place. People feel better about their jobs when they feel respected, and that translates into better customer relationships as well.





Contact

www.linkedin.com/in/ketaki-george-7a15886 (LinkedIn)

Top Skills

- Urology
- Brand Management
- Market Access

Languages

- English
- Marathi
- Hindi

Certifications

- Critical Thinking
- Mind Map 7
- Critical Thinking for Better Judgment and Decision-Making
- Improving Your Judgment for Better Decision-Making
- Management Development Program

Honors-Awards

- Star Award - Singapore
- Star Award - Dubai
- Star Award - Hongkong
- APJEM Presidents Award
- Star Award - Singapore

# Ketaki George

Marketing leader | Strategist | ADP practitioner | Mentor  
Mumbai

## Summary

I am a passionate marketing professional with 15+ years of industry expertise in building portfolios & leading teams.

In my current global role, I have led brands across various therapies where I lead global cross functional team to drive brand strategies across geographies.

In my GSK India stint, I have spearheaded marketing of two business units managing brands across product lifecycle. I took myriad strategic initiatives, including focus on lifecycle strategies that led to above-market growth of the portfolio. New brands launched under my leadership have received internal and external recognition.

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I am an alumna of GSK talent development programs which enables me to use my leadership abilities to navigate complex situations for decision making with clear focus on output.

Specialties handled (domestic business) Acute care , paediatrics , Gastro , Ortho

Global marketing : Respiratory , Allergy , Urology, Dermatology

## Experience

Abbott

Associate Director - Marketing Excellence Digital and Communication  
May 2021 - Present (1 year 2 months)

Mumbai, Maharashtra, India





**GSK**

4 years

**Global Marketing Manager**

August 2020 - May 2021 (10 months)

Mumbai, Maharashtra, India

**Associate Marketing Head , Respiratory COE ,Classic and Established Products**

April 2019 - July 2020 (1 year 4 months)

Mumbai, Maharashtra, India

**Associate Marketing Head - Allergy**

June 2018 - March 2019 (10 months)

Mumbai, Maharashtra, India

Head the global Allergy portfolio - Avamys and Xyzal

**Associate Marketing Head - Dermatology**

April 2018 - May 2018 (2 months)

Mumbai, Maharashtra, India

Responsible for global patented asset Toctino and Dutasteride AGA portfolio. would co create strategy and plans along with key markets . I along with my team member would also be responsible for developing and driving strategies in identified launch markets to increase access

**Senior Marketing Manager - Urology Center of Excellence(CoE)**

June 2017 - March 2018 (10 months)

Mumbai, Maharashtra, India

Drive the Urology portfolio across various geographies (ex US).

The Urology portfolio of GSK consist of brands Duodart and Avodart indicated in the BPH segment.

**GSK Pharmaceuticals India**

9 years 8 months

**Senior Marketing Manager**

April 2017 - May 2017 (2 months)

Mumbai, Maharashtra, India

Manage mass market marketing of GSK's power brands like Calpol Zinetac Zentel Phexin Betnesol Cetzine. Launched new brand Enteroplus and relaunched Neosporin in 2017. Manage a team of 6 brand managers.



My passion for marketing also pushed me to be the chairperson of the Marketing Council of GSK India and drive to make changes in strategic outlook and reduce operational drag of marketers in GSK.

#### Marketing Manager

July 2014 - March 2017 (2 years 9 months)

Responsible for handling marketing function of 2 SBUs. Manage turnover size of 650 cr across specialities with experience of handling high turnover mass brands and build new brands

#### Product Group Manager

April 2012 - June 2014 (2 years 3 months)

Handle 150 cr portfolio , strategise and drive initiatives for the brands. Contribute & drive SBU level initiatives and activities. Ensure Market Share improvement & Rx & Dr base growth for brands.

#### Product Manager

October 2007 - March 2012 (4 years 6 months)

Instrumental in making Calpol from 72 cr to 125 cr in my career in GSK. Launched Calpol T which received GSK APJEM Presidents Award - as a successful launch within 1st year of launch

Handle Gastro portfolio - Parit and manage the key KOLs scientific engagement program. Done webcast with renowned international speaker to to disseminate information on GERD.

Mentored several summer trainees and management trainees.

#### Nicholas Piramal India Ltd

##### Product Manager

February 2006 - October 2007 (1 year 9 months)

Handled the paediatric portfolio along with the Nicholas 4 Kids service line which involved activity planning along with top Paediatric KOLs.

Was associated with Top Paediatricians to conduct first of its kind clinical trial relevant to the category and my brand.

Awarded the Star Award in 2006

#### Nicholas Piramal India Ltd.

##### Management Trainee

June 2005 - February 2006 (9 months)

Mumbai





Inducted as a Management Trainee from my Campus and was based at Surat as a Medical Rep and worked as shadow ABM in Bangalore before joining the Marketing Team

---

## Education

SIES College of Management Studies

Master of Business Administration (M.B.A.), Pharmaceutical Marketing and Management · (2003 - 2005)

University of Mumbai

Bachelor's Degree, B Pharmacy · (1999 - 2003)





*Accelerators in your corporate career*

Ketaki George



**# 1**  
Know yourself  
Be yourself

- Know what you are good at & what you are not
- Be self aware
- Be a better version of yourself



**BE YOURSELF**  
BECAUSE AN ORIGINAL IS WORTH MORE THAN A COPY

*Tips to be successful in your Corporate career*

Ketaki George



**# 5**  
Always do a "VHS" test of a job

- Job should
- VALUE** You add value in the role
- HAPPY** Make you happy at the end of the day
- SKILLS** Add to your skill sets required for your career progression
- Don't run behind designations, look at what the role offers



----- Forwarded message -----

From: **Pushkarni Khade** <pushkarnik@lotuscentre.ac.in>  
 Date: Thursday 17<sup>th</sup> Sep, 2020 at 3:01 PM  
 Subject: Invitation for the Webinar at Lotus Business School, Pune  
 To: <ketaki.george@gmail.com>  
 Cc: Vivek keskar <vivekk@lotuscentre.ac.in>

Dear Ma'am,

Greetings from Lotus Business School !!!

Hope you and your loved ones are doing well and keeping safe.

This is in reference to the above-mentioned subject & our subsequent telephonic discussion Yesterday. Thank you very much for showing a keen interest in our institute.

**\*LOTUS BUSINESS SCHOOL\*** is a part of an Industrial Group. It is an Institute that has been created with a vision of imparting quality management education and creating world-class leaders. In fact, Lotus encourages students to challenge the very basic concepts of management and leadership. The Lotus core team comprises individuals who are the alumni of IIMs, JBIMS, Symbiosis, etc. and other ex-corporate employees from renowned organizations. **\*LOTUS BUSINESS SCHOOL\*** is an attempt to not only bridge the gap between the theory & practical but also the effort at ensuring the relevance of academics with the practicality of the subject.

As discussed, for our newly admitted MBA students we are arranging a one hour webinar ( On Zoom Platform ) on Saturday.  
 We are pleased to inform you that for the Next week that is on Saturday,, 19 th September 2020 (@11.00 AM) we would like to invite you as a Key Guest Speaker for the Webinar.

We are expecting you to deliver the session on Industry expectations from MBA Graduates.

**The Itinerary for the webinar would be**

- ⋮ Short introduction of topic by coordinator -2 to 3 mins.
- ⋮ Welcome of the Speaker by coordinator 2 - 3 mins.
- ⋮ Brief Introduction of the Speaker 2-3 mins.
- ⋮ Speech of the Key Speaker - 40 - 45 mins.
- ⋮ Q&A - 10 mins
- ⋮ Thanks note by Coordinator

Total 60 to 75 mins



**Kindly request you to forward us your professional photograph , brief career profile & topic for the webinar also request you to confirm your suitability for the**

same to proceed further.

Looking forward....

--

Thanks & Regards

**Prof Pushkarni Khade**  
Asst. Prof and Placement Coordinator  
Lotus Business School  
Innovating Business Leadership  
Punawale Campus  
Pune-411033  
Tel No. +91 - 8380037115

[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)

[FB LotusBusinessSchool](#) [Youtube LotusBusinessSchool](#) [Twitter LotusBusinessSchool](#)





19<sup>th</sup> September 2020

To,

Ms. Ketki George,

Marketing leader | Strategist | ADP practitioner | Mentor

Subject:- Letter of Appreciation

Dear Mam,

Thank you very much for delivering an informative session on "Accelerators in your corporate career". The students who attended your session are enjoyed your presentation. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr. Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Career counseling session on  
Accelerators in your corporate career.  
Date: Saturday, 19th September 2020  
Time: 11:00am onwards**

SR No	Students Name	Attendance
1	SIMRAN NANDKUMAR DESAI	A
2	VISHAL VASANT JANKAR	A
3	SHUBHAM SUNIL CHOUGULE	P
4	PRIYANKA SADASHIV BORCHATE	P
5	YOGESH RANGRAO KARANDE	A
6	SHIVANI PRADEEP DONGARE	P
7	MAYUR DATTATRAYA JADHAV	P
8	POOJA MOHANLAL CHOUDHARY	P
9	SAPANA SHASHIKANT WAGH	P
10	MUGDHA ANAND DEVLEKAR	P
11	ABHISHEK ANANT PIMPALKAR	A
12	SUJATA GULAB JADHAV	A
13	TEJAS SANJAY GHARE	P
14	SUJIT SAKHARAM MOTE	P
15	SHRADDHA DATTATRY NALAWADE	P
16	ASHWINI SAMBHAJI KIRKAR	P
17	JAY NAMDEV SHINDE	P
18	SANJITA PURUSHOTTAM YADAV	P
19	VINIT MADAN MORE	P
20	ZAMDE MAHENDRA DILIPRAO	P
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25	PRATIK PRABHAKAR BODKHE	P
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44	AJAY RAMHARI BHOR	P
45	GELE SNEHAL SONYABA	P
46	JUNDALE SHIVKUMAR BHIMRAO	A
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107	GAURAV PRATAP TAMBE	A
108	SHWETA NANDKISHOR BORLE	P
109	RESHMA GUNDAN MAKARAND	P
110	AKSHAY KANTILAL BHUSARI	P
111	SURAJ BALASAHEB KALKHAIR	P
112	MAGAR SAGAR HARIDAS	P
113	CHINCHAMALATPURE ABHIJIT RAJENDRA	P
114	PRAMOD DHARASING RATHOD	P
115	GIRAMKAR SHUBHAM SAMBHAJI	P
116	JAGDALE ADITYA DATTATRAY	A
117	LONDHE CHAITALI KISAN	P
118	ANANDE POONAM RAGHUNATH	P
119	ADARSH RAJESH BHOSALE	P
120	VAIBHAV APPASO KHANDAGALE	P
121	VISHAL VILAS PUDAT	A
122	MEGHA VIJAYSINGH WAGH	P
123	LALIT SHIRISH BEHERE	P

To watch above session our youtube channel link

[https://youtu.be/Y0N9oMYkOew?list=PLmC1LX-9EkO\\_sCspn9T9DjdFWT](https://youtu.be/Y0N9oMYkOew?list=PLmC1LX-9EkO_sCspn9T9DjdFWT)





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

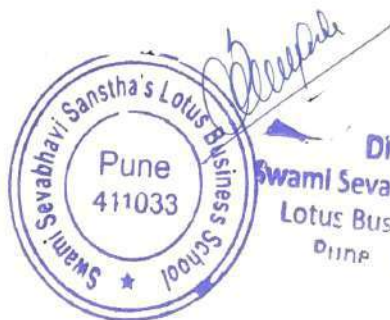
Career counselling session on

The retail industry an emerging organized sector in India.

Date: Saturday, 26<sup>th</sup> September 2020

Time: 02:00pm onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	
6	Thanks Letter	✓



Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune 411033

*Pibak*  
**CHECKED AND SUBMITTED  
 LBS- IQAC**





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Lotus Business School



Invites you to join the webinar on  
**THE RETAIL INDUSTRY**  
**AN EMERGING ORGANIZED SECTOR IN INDIA**



**Mr. Cheerag Goel**  
Founder  
Rajdhani Retail -  
Urban Bazaar



**Expertise in:**

Entrepreneurship & startups  
Marketing & Overall Business  
Management



**JOIN US FOR LIVE INTERACTIVE  
SESSION ON SATURDAY,  
26TH SEPTEMBER AT 2PM**



**Session is exclusively arranged  
for enrolled students**



**Contact Details**

**Lotus Business School, S.No. 52/53, Jhambe Road, Pune-Mumbai  
Expressway, Punawale, Pune.  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)**

**Date: Saturday, 26<sup>th</sup> September 2020**

**Time: 02:00pm onwards**



*Signature*  
Director

**Swami Sevabnavi Sanstha's  
Lotus Business School  
Pune - 411 033**

**Activity Title:** - Career counseling session on the retail industry an emerging organized sector in India.

**Objectives:**

- To understand retail industry.
- To understand your target customer.
- To understand the connections between the customer’s lifestyle and spending characteristics and why he chooses one product over another.

**Session conducted By:** Mr. Cheerag Goel

**Designation:** - Founder Rajdhani retail and Urban Bazaar

**Organization:** - Rajdhani retail and Urban Bazaar

**Guest Profile:-**

Cheerag Goel, a New York University Graduate, founded Urban Bazaar (a supermarket brand) at an early age of 24. Prior to this he had worked with start-ups, both in India and in New York. It was then that the entrepreneurial bug bit him, and he returned back to embark on his own journey. Keeping in mind his business roots, the need of the hour and the gap in demand and supply of the modern trade sector, he launched Urban Bazaar with the value proposition of good quality groceries at affordable rates.

After the success of his first store, the company plans to open more such stores in 2022, by way of fully owned as well as franchisee outlets. As of last week Mr. Cheerag, was featured on the Times group List of Inspiring men and women for 2021 and was felicitated as an Emerging entrepreneur in Modern Trade Retail.

**Target Audience:- All Students.**



## Topic covered by by Mr.Cheerag Goel:-

He guided students about overall objectives of retail marketing.

### Understand Your Customer

It is imperative that you understand your target customer. If you primarily sell children's clothing, you should be targeting females in their 20s and 30s. Your business should take the time to know these women: what reaches them, what makes them tick, what they truly need out of your product. Your understanding of your target customer will allow you to communicate better with them, identify their market potential, customize product offers to them according to various market segments and consider their needs during product changes and updates.

### Make Connections

A primary goal of retail marketing is understanding the connections between the customer's lifestyle and spending characteristics and why he chooses one product over another. Using this knowledge, businesses can develop their products with a competitive advantage. This requires research and time as you delve into questions of brand loyalty, quality of product and pricing.

### Improve Direct Marketing

Businesses must test to ensure that they are sending the appropriate message to the appropriate households. They also must send this message at the appropriate time using the appropriate media. Your communications must be spot-on, selling the benefits of your product or service in such a way that a prospect becomes a paying customer.

### Increase Customer Loyalty

To increase customer loyalty, businesses must develop relationships with customers, continually selling the value of the product in their situation. Never over or under sell; instead, operate with integrity. Matching competitors' prices, developing special rewards for loyal customers -- such as a frequent purchase card with discounts, priority service or personalized offers -- and referral programs are effective avenues to increasing customer loyalty.

### Make the Product Known

If you know your target customers, understand their needs and have developed the perfect product, you have to get the word out. Using your knowledge of your customers, you must communicate using the right channel. Using the example of children's clothing, you should





advertise your business in parenting and family magazines, on channels featuring children's programming and in or near toy and book stores.

The overall objective of retail marketing is creating and developing services and products that meet the specific needs of customers and offering these products at competitive, reasonable prices that will still yield profits. Businesses must realize that, in retail, the customer lies at the center of any organization's marketing efforts, determining the overall success of the product or service. The overall objective of retail marketing is creating and developing services and products that meet the specific needs of customers and offering these products at competitive, reasonable prices that will still yield profits. Businesses must realize that, in retail, the customer lies at the center of any organization's marketing efforts, determining the overall success of the product or service.

Indian retail industry has emerged as one of the most dynamic and fast-paced industries due to the entry of several new players. It accounts for over 10% of the country's gross domestic product (GDP) and around eight% of the employment. India is the world's fifth-largest global destination in the retail space.

India ranked 73 in the United Nations Conference on Trade and Development's Business-to-Consumer (B2C) E-commerce Index 2019. India is the world's fifth-largest global destination in the retail space and ranked 63 in World Bank's Doing Business 2020.

India is the world's fifth-largest global destination in the retail space. In FDI Confidence Index, India ranked 16 (after US, Canada, Germany, United Kingdom, China, Japan, France, Australia, Switzerland, and Italy).





Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033





----- Forwarded message -----

From: **Vivek keskar** <[vivekk@lotuscentre.ac.in](mailto:vivekk@lotuscentre.ac.in)>

Date: Mon, Sep 21, 2020 at 7:14 PM

Subject: Invitation for Webinar schedule on Saturday 26th Sept 2020 ( 2.00 PM to 3.00 PM )

To: <[cheerag@rajdhaniretail.in](mailto:cheerag@rajdhaniretail.in)>

Cc: Ganesh Pathak <[ganeshp@lotuscentre.ac.in](mailto:ganeshp@lotuscentre.ac.in)>, Pranita Arbat <[pranita@lotuscentre.ac.in](mailto:pranita@lotuscentre.ac.in)>, Pushkarni Khade <[pushkarnik@lotuscentre.ac.in](mailto:pushkarnik@lotuscentre.ac.in)>, Satish Warpade <[satishw@lotuscentre.ac.in](mailto:satishw@lotuscentre.ac.in)>

Dear Sir,

Greetings !!!

This is in reference with the above mentioned subject and our subsequent discussion today. It was a pleasure discussing with you about various aspects of MBA education. Thank you very much for accepting our invitation as a key Guest speaker for the scheduled webinar.

Details of the webinar are as follows,

**Date & Time** : 26th Sept 2020 , From 2.00 PM to 3.00 PM

**Audience** : Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharm , B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic** : The Retail Industry: An Emerging Organized Sector in India

**And also request you to kindly share your Brief career profile , Photograph as soon as possible. We need it for digital creatives.**

Looking forward...

Thanks & Regards,

**Mr.Vivek Keskar**

Head-Placement & Corporate Relations

Lotus Business School

Punawale Campus,

Pune-411033

Tel No. +91 - 8888851323

[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)





26<sup>th</sup> September 2020

To,

Mr.Cheerag Goel,

Founder Rajdhani retail and Urban Bazaar

Subject:- Letter of Appreciation

Dear Sir,

Thank you very much for delivering an informative session on “the retail industry an emerging organized sector in India”.

The students who attended your session are enjoyed your presentation. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

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Career counseling session on  
The retail industry an emerging organized sector in India.

Date: Saturday, 26th September 2020

Time: 02:00pm onwards

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109	RESHMA GUNDAN MAKARAND	P
110	AKSHAY KANTILAL BHUSARI	P
111	SURAJ BALASAHEB KALKHAIR	P
112	MAGAR SAGAR HARIDAS	P
113	CHINCHAMALATPURE ABHIJIT RAJENDRA	P
114	PRAMOD DHARASING RATHOD	P
115	GIRAMKAR SHUBHAM SAMBHAJI	P
116	JAGDALE ADITYA DATTATRAY	P
117	LONDHE CHAITALI KISAN	P
118	ANANDE POONAM RAGHUNATH	A
119	ADARSH RAJESH BHOSALE	A
120	VAIBHAV APPASO KHANDAGALE	P
121	VISHAL VILAS PUDAT	P
122	MEGHA VIJAYSINGH WAGH	P
123	LALIT SHIRISH BEHERE	P

Our Youtube channel link for video [https://youtu.be/6Nam62Qp6IA?list=PLmC1LX-9EkO\\_sCspn9T9DjdFWTHi](https://youtu.be/6Nam62Qp6IA?list=PLmC1LX-9EkO_sCspn9T9DjdFWTHi)







Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

Career counselling session on

To aware student what HR wants from a candidate.

Date: Saturday, 3<sup>rd</sup> October 2020

Time: 11:00am onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	
6	Thanks Letter	✓



*[Signature]*  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033

*[Signature]*  
**CHECKED AND SUBMITTED  
 LBS- IQAC**



Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Creating Tomorrow's Leaders



Invites you to join the webinar on

## WHAT HR LIKES TO SEE IN A CANDIDATE?



**Mr. Omkar Kukade**  
Senior HR Manager  
Indicus Software

### Expertise in:

Human Resource- IT Domain  
Recruitment Handling  
Campus Hiring



**JOIN US FOR LIVE INTERACTIVE  
SESSION ON SATURDAY,  
3rd october at 11AM**



Session is exclusively arranged  
for enrolled students


### Contact Details

**Lotus Business School, S.No. 52/53, Jhambe Road, Pune-Mumbai  
Expressway, Punawale, Pune.  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)**

**Date: Saturday, 3<sup>rd</sup> October 2020**

**Time: 11:00am onwards**



  
**Director**  
**Swami Sevabhavi Sanstha's**  
**Lotus Business School**  
**Pune - 411 033**

**Activity Title:** - To aware student what HR wants from a candidate.

**Objectives:**

- To understand HR policy of company.
- To know importance of communication.
- To understand how effective communication is important in corporate life.
- To understand importance of body language in corporate life.

**Session conducted By:** Mr. Omkar Kukade.

**Designation:** - Senior HR Manager

**Organization:** - Indicus Software.

**Brief Work Profile:-**

**Summary**

HR | Photography | Traveller = #Pathik on Instagram | Biker | Art | Aspiring Educato

**Expereience**

Indicus Software Pvt. Ltd.  
Senior Human Resources Manager February 2020

Around 9 years of experience in the HR field, primarily in the IT domain. I have worked with Product Development, Service Oriented and ITes (BPO) as HR on various roles. I have handled recruitment, campus hiring, and as a business partner HR. Currently, working with Indicus Software as Senior HR Manager.





**Contact**

www.linkedin.com/in/omkarkukade(LinkedIn)contineo.world/ (Company)  
www.indicussoftware.com/(Company)

**Top Skills**

Human Resources  
Consulting  
HR Policies

**Languages**

Marathi (Native or Bilingual)  
Hindi (Professional Working)  
Bengali (Elementary)  
English (Full Professional)

**Target Audience:- All Students**

**Topics covered by Mr. Omkar Kukade :-**

6 qualities HR managers look for in a candidate

**1. Patience/Endurance**

The foremost quality HR managers look for in a candidate is his/her ability to endure an unpleasant situation. Since turnovers can be expensive for the company, HR prefers to hire a person who has high commitment levels and can stick long

**2. Trustworthy**

This is the most important characterstic to identify in a candidate. A trustworthy employee is sure to have long-term benefits for the organisations and is most likely to stick around with the company for long

**3. Multi-tasking skills**

With growing competition in all the sectors, companies prefer to hire multi-tasking employees. This quality not only becomes plus point for the company but also enhances individual's job profile. Many a times businesses resort to cost cutting and have fewer employees who can multi-task. Hence being a multi-tasker can help you grab that job



## 4. Ambitious

Everyone wants an asset in their kitty and not a liability, hence motivated and self-driven people become the best bet for any organization. Employees who are ambitious in nature work hard and surpass their own excellence at work.

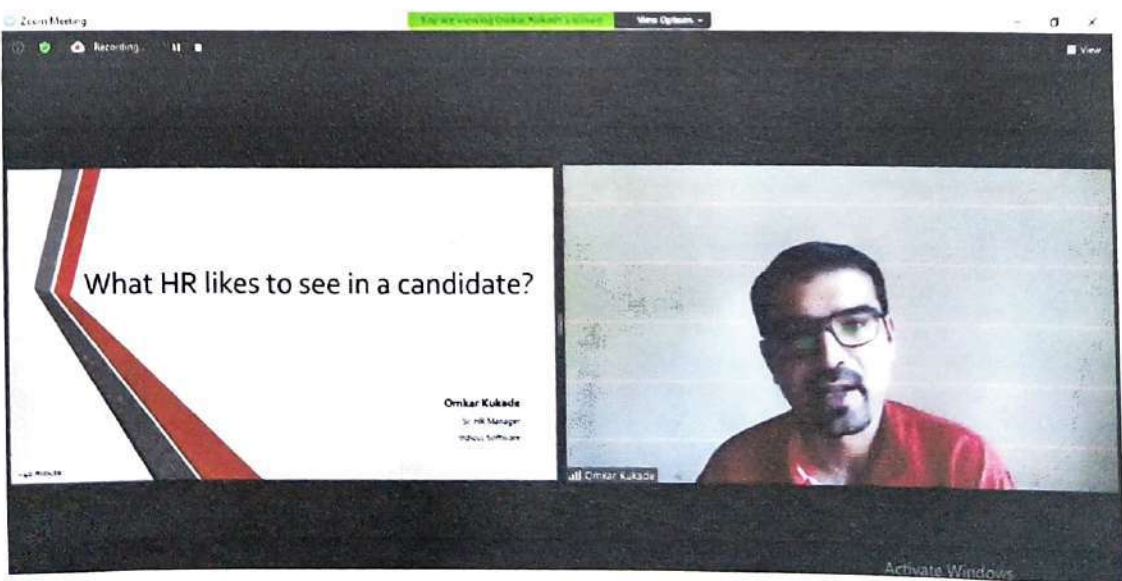
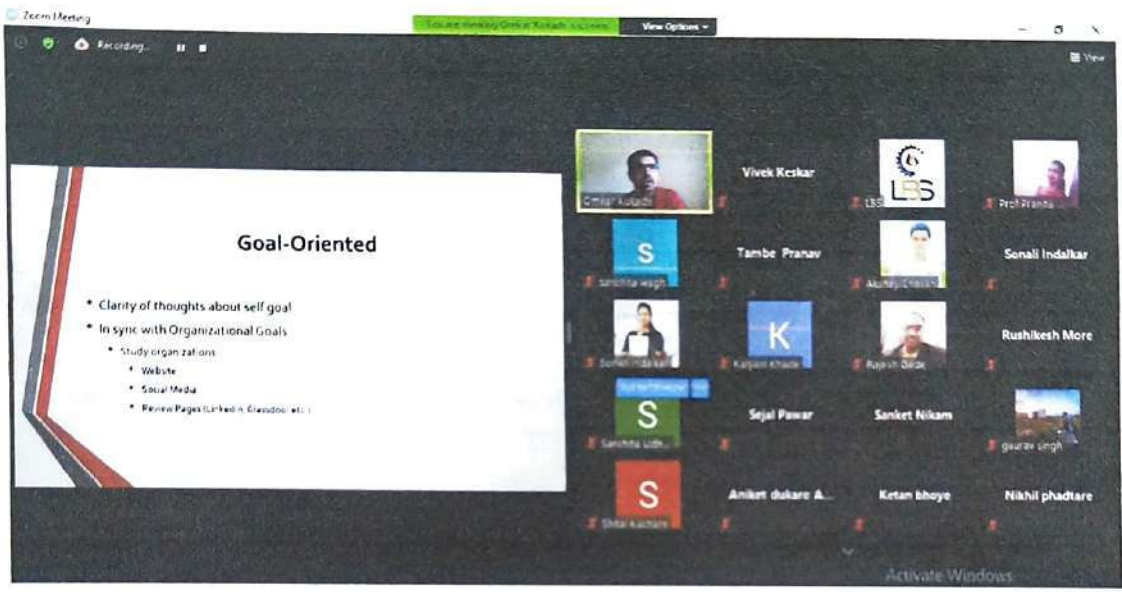
## 5. Team player

Organizations are full of different beings, while some are afraid of competition, others are too relaxed to even bother. Hence a team player's role is much needed as he needs maintain the balance. A person who shows high level of perseverance and gratitude to work makes a good employee to be hired.

## 6. Positive attitude

A positive person brings in winners attitude, hence organizations look out for employees with positive attitude. A person with positive attitude can stand up to failure and competition with confidence so they are more likely to get hired







Thanks a lot Omkar !

Looking forward...

Regards,  
Vivek Keskar

On Fri, Oct 2, 2020 at 6:53 PM Omkar Kukade <[omkar.kukade@gmail.com](mailto:omkar.kukade@gmail.com)> wrote:  
Thank you Sir, I will be logging in at around 10:50  
I will be putting this presentation on my screen.

keeping it sent to you, just in case there is a power or internet connection issue.  
Also, you may like to have a look and suggest any additional points I should cover.

thank you once again!

Best Regards,  
Omkar V. Kukade  
Mobile: +91 9890837422

On Wed, Sep 30, 2020 at 5:37 PM Vivek keskar <[vivekk@lotuscentre.ac.in](mailto:vivekk@lotuscentre.ac.in)> wrote:  
Hi Omkar,

Thanks for the details & accepting our invitation as a key speaker for the upcoming webinar on coming Saturday i.e. 3rd Oct 2020 at 11.00 AM

Looking forward ...

Thanks & Regards,  
Vivek Keskar

On Wed, Sep 30, 2020 at 4:08 PM Omkar Kukade <[omkar.kukade@gmail.com](mailto:omkar.kukade@gmail.com)> wrote:  
Hi Vivek Sir,

Thank you for giving me an opportunity with your institution.

here are the details -

**Profile -**



96

I have around 9 years of experience in the HR field, primarily in the IT domain. I have worked with Product Development, Service Oriented and ITes (BPO) as HR on various roles. I have handled recruitment, campus hiring, and as a business partner HR. Currently, working with Indicus Software as Senior HR Manager.

**Topic of Discussion -**

**What HR likes to see in a candidate?**

Total time - 35 to 40 minute.

Followed up by a Q&A session.

I would really like if students ask questions during the session and make it more of an interactive session than just a broadcast. :)

Photo is attached.

Best Regards,  
Omkar V. Kukade  
Mobile: +91 9890837422

--  
Thanks & Regards,

**Mr. Vivek Keskar**  
Head-Placement & Corporate Relations  
Lotus Business School  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 8888851323  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



3<sup>rd</sup> October 2020

To,

Mr.Omkar Kukade

Senior HR Manager - Indicus Software.

Subject:- Letter of Appreciation

Dear Sir,

Thank you very much for delivering an informative session on “ What HR likes to see in a candiadate”.

The students who attended your session are enjoyed your presentation. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.  
☎ +91 20 6529 1082    📧 info@lotuscentre.ac.in    🌐 www.lotuscentre.ac.in





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Career counseling session on  
What HR wants from a candidate  
Date: Saturday, 3rd October 2020  
Time: 11:00am onwards

SR No	Students Name	Attendance
1	SIMRAN NANDKUMAR DESAI	A
2	VISHAL VASANT JANKAR	A
3	SHUBHAM SUNIL CHOUGULE	P
4	PRIYANKA SADASHIV BORCHATE	P
5	YOGESH RANGRAO KARANDE	P
6	SHIVANI PRADEEP DONGARE	P
7	MAYUR DATTATRAYA JADHAV	P
8	POOJA MOHANLAL CHOUDHARY	A
9	SAPANA SHASHIKANT WAGH	A
10	MUGDHA ANAND DEVLEKAR	A
11	ABHISHEK ANANT PIMPALKAR	P
12	SUJATA GULAB JADHAV	P
13	TEJAS SANJAY GHARE	P
14	SUJIT SAKHARAM MOTE	A
15	SHRADDHA DATTATRY NALAWADE	P
16	ASHWINI SAMBHAJI KIRKAR	P
17	JAY NAMDEV SHINDE	P
18	SANJITA PURUSHOTTAM YADAV	P
19	VINIT MADAN MORE	P
20	ZAMDE MAHENDRA DILIPRAO	P
21	VHANMANE SANGRAMSINH MAHADEO	A
22	SAMEER PRATAP WAGH	P
23	CHAITANYA NIVRUTTI MORE	A
24	NEHA LAXMAN SHIRUDE	P
25	PRATIK PRABHAKAR BODKHE	P
26	VIKRAM PRAKASH JADHWAR	P
27	GHANSHYAM NANASAHEB KAMBLE	P
28	SHRIRAME ABHIJEET RAMRAO	P
29	SHOWRAB ASHOK GAVLI	P
30	GANESH NARAYAN OMBALE	A
31	PRAJKTA ARUN BANSODE	P



32	AKASH ERNATH WAGH	
33	AKSHAY BALKRISHNA NEVASE	P
34	PRIYANKA SHASHIKANT KAPURE	P
35	SWARANJALI SANJAY GHARI	P
36	SNEHAL UTTAM PAWAR	P
37	OMKAR HANUMANT BHAGAT	P
38	SOURABH TUKARAM ZAGADI	P
39	SHUBHAM ANANTRAO AMBHORE	P
40	ASHWIN SUBHASH RATHOD	P
41	RUSHIKESH BABASAHEB DHOKALE	P
42	SNEHA RAMESH DONODE	P
43	PRIYANKA KAILAS MAHAJAN	P
44	AJAY RAMHARI BHOR	P
45	GELE SNEHAL SONYABA	P
46	JUNDALE SHIVKUMAR BHIMRAO	P
47	DIPSHIKA DILIP THUL	P
48	RUPALI PRAFULLA MAHANT	P
49	TEJAS DILIP SAWANT	P
50	APARNA VIJAY ALASPURE	P
51	ABHISHEK KESHAV KUDNAR	P
52	AJAY TUKARAM KACHEWAD	P
53	CHAITANYA TANAJI KHARAT	P
54	SNEHAL DEEPAK BAMBAL	P
55	ANIKET KAILASH SARYAM	P
56	KIRAN SARJERAO JAGDHANE	P
57	RAHUL SUNIL KARANDE	P
58	SANGME SHWAR KASHINATH PHULARI	P
59	SOLUNKE NAMOSH MADHAVRAO	P
60	SHUBHAM DNYANI SHWARRAO KADU	P
61	DHANANJAY YASHWANT POKALE	P
62	SWAPNIL VISHWANATH RAUT	P
63	VAIBHAV KESHAV JADHAV	P
64	SHASHANK HIRALAL KALE	P
65	SITARAM KALIDAS THITE	P
66	RAHUL HARIDAS CHAVAN	P



67	SHUBHAM GURUNATH ZUNJARE	A
68	SHUBHAM SUNIL RAJEGORE	P
69	SHIVANI PRAKASH BODAKE	A
70	KAIWALYA SUNIL KULKARNI	A
71	SANIKA PURUSHOTTAM SHINDE	A
72	KUNAL SUBHASH BHOSALE	P
73	AKSHAY LAXMAN BURASE	A
74	SHITAL KISAN POKALE	P
75	PARDESHI APURVA RAJESH	P
76	ADITYA SHIVAJI THORBOLE	A
77	SUNIDHI SAMPATRAO PATIL	P
78	AKSHAY DHANAJI KAKADE	P
79	ADITI MUKUNDRAO KOTHEKAR	P
80	VISHAL RAMBHAU SHENDGE	P
81	POOJA NITIN BALLAL	P
82	SHAHIR JAYRAM DHAMALE	A
83	RAHUL PRADIPRAO BAMBAL	A
84	SHITAL ASHOK LIGADE	P
85	DIPIKA PRABHAKAR WALSE	P
86	PRACHI SHIVSHANKAR MADYE	P
87	MORE TUSHAR RAVINDRA	A
88	MAYUR ANANDRAO DHAIGUDE	A
89	VINAYA DATTAJI KHAIRE	P
90	ANAGHA SHANKAR THORAT	P
91	SHUBHAM DHANAJI NIMBALKAR	A
92	RUSHIKESH DEVRAM HASE	P
93	JAYANT SACHIN PHASE	P
94	SHARAD RAMNATH KALWANE	P
95	SHUBHAM VIJAY DEORE	P
96	VANASHRI LAXMAN MANNOLKAR	A
97	SUJIT BABURAO SHINDE	P
98	MAHESH AANNAPPA CHAVAN	P
99	MAHESH VAJJINATH PALASKAR	P
100	ROHINI TANAJIRAV KOKATE PATIL	P
101	LAXMIKANT VITTHAL DONODE	P





102	ASHISH WASUDEO MAHAJAN	P
103	MAHESH SANDIPAN SATPUTE	P
104	KOMAL RAJENDRA JAGTAP	P
105	YOGESH SUNIL NARUTE	P
106	OMKAR MACHINDRA GULDAGAD	P
107	GAURAV PRATAP TAMBE	P
108	SHWETA NANDKISHOR BORLE	P
109	RESHMA GUNDAN MAKARAND	P
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111	SURAJ BALASAHEB KALKHAIR	P
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120	VAIBHAV APPASO KHANDAGALE	A
121	VISHAL VILAS PUDAT	P
122	MEGHA VIJAYSINGH WAGH	P
123	LALIT SHIRISH BEHERE	A

[https://youtu.be/oMo01A9YL2M?list=PLmC1LX-9FKO\\_sCspn9T9DjdFWTHgATLI](https://youtu.be/oMo01A9YL2M?list=PLmC1LX-9FKO_sCspn9T9DjdFWTHgATLI)





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

**Career counselling session on**  
**Exciting Journey to academic life to corporate life**

**Date: Saturday, 10<sup>th</sup> October 2020**

**Time: 11:00am onwards**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	✓
6	Thanks Letter	✓



*[Signature]*  
**Director**  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033

**CHECKED AND SUBMITTED**  
**LBS- IQAC**



LOTUS BUSINESS SCHOOL



Invites you to join the webinar on

## EXCITING JOURNEY FROM ACADEMIC LIFE TO CORPORATE LIFE



**Mr. Vikrant Adhav**  
Product Manager  
Millennium Semiconductors  
Pvt Ltd

### Brief work profile:

A goal-oriented professional with skills like strategic planning, market plan execution, account management and boosting of various sales efforts, sales projections, budgets, cost-control systems & standardized procedures designed for stable operation.



JOIN US FOR LIVE INTERACTIVE SESSION ON  
SATURDAY, 10TH OCTOBER AT 11AM

### Contact Details

Lotus Business School, S.No. 52/53, Jhambe Road, Pune-Mumbai  
Expressway, Punawale, Pune.  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)

Date: Saturday, 10<sup>th</sup> October 2020

Time: 11:00am onwards



  
Director  
Swami Sevabnavi Sanstha's  
Lotus Business School  
Pune - 411 033





LOTUS BUSINESS SCHOOL



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## EXCITING JOURNEY FROM ACADEMIC LIFE TO CORPORATE LIFE



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Date: Saturday, 10<sup>th</sup> October 2020

Time: 11:00am onwards



Director  
Swami Sevabnavi Sanstha's  
Lotus Business School  
Pune - 411 033

**Activity Title:** - Career counseling session on Exciting Journey to academic life to corporate life

**Objectives:**

- To understand corporate life.
- To understand basic ethics of corporate life.
- To know what qualities required to become a successful in corporate life.

**Session conducted By:** Mr. Vikrant Adhav

**Designation:** - Product Manager-Millennium Semiconductors Pvt Ltd.

**Organization:** - Millennium Semiconductors Pvt Ltd

**Guest Profile:-**

**Vikrant Ramkrishna Adhav**

**PROFILE SUMMARY:**

- A goal-oriented professional with **nearly 14 years** of experience in **Brand and Product Portfolio Management**
- Worked with Finolex Cables Ltd for 12 years & currently working with Millennium Semiconductors Pvt Ltd
- Expertise in strategic planning, market plan execution, account management and boosting of various sales efforts
- Proficient in sales projections, budgets, cost-control systems & standardized procedures designed for stable operations & bottom-line profits; strategic leader with capabilities in accelerating growth & improving profits
- Skills in determining a business unit's mission & strategic direction; capability to formulate and implement tactical initiatives as well as strategic advices to partners for achieving corporate strategic goals
- Hands-on experience in formulating policies and planning recommendations to the management, deciding or guiding courses of action in operations by staff / employees
- The wealth of expertise entails experience in vendor development, production planning, inventory management and product presentation delivery



- An effective communicator with strong relationship management skills with the capability to relate to people at any level of business and management across the globe; possess excellent analytical and negotiation skills

**KEY SKILLS:**

~ Strategic Planning    ~ Product Management    ~  
 Market Expansion  
 ~ New Product Development                                      ~ Market & Competitor Analysis                                      ~  
 Project Management  
 ~ Process Improvement    ~ Brand Management    ~  
 Team Management

**ACADEMIC DETAILS:**

- M.B.A (Marketing) from Pune University
- MBA (Finance) from Pune University
- M.B.A (Prod. & Mat. Mgmt.) from Pune University
- B.E (Mechanical) from North Maharashtra University

**ACADEMIC ACHIEVEMENTS:**

- Won the following:
  - Distinguished Alumnus Award for 2012-13 by VIM, Pune
  - 6<sup>th</sup> in Pune University in MBA
  - 3<sup>rd</sup> in North Maharashtra University in BE (Mechanical)
  - 2<sup>nd</sup> in College in BE
  - 2<sup>nd</sup> in College in MBA (Mktg.)
  - 1<sup>st</sup> in College in MBA (Production & Materials Mgmt.)

**Target Audience: - All Students.**





## Topic covered by Mr. Vikrant Adhav:-

Some of the following Corporate Skills Necessary in Corporate Life

### 1. Communication Skills

When it comes to excellent corporate skills, communication has to be in the first place. Communication skills in the corporate sector are something other than speaking in any language. It includes holding on language, verbal and non-verbal skills, body language, writing skills, visual communication, public speaking, presentation skills, and so forth. Anger management, ability to understand perceptions, power of acceptance, negotiation skills are also critical corporate skills. Team communication is also an integral part of corporate skills.

### 2. PC and Basic Technical education



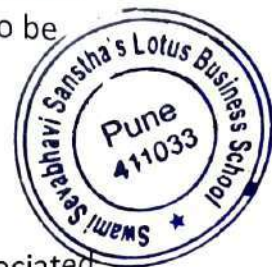
In today's corporate world, PC and basic technical knowledge are one of the most crucial skills. Almost all kinds of jobs and occupations these days require essential competency in PC and IT skills. In case, in your business, PC aptitudes are pertinent to your field, you should always include these skills in your resume.

### 3. Interpersonal Skills

With this organization skill, you will have the capacity to work in groups, connect with other individuals, and oversee different conflicts. It is an essential resource in the work environment. This ability is critical in all your professional life, as when you advance in your career, the inclination to work with others turns out to be more pivotal.

### 4. Project Management Skills

Ability to organize, arrange, and viably actualize different projects and associated tasks is one of the most usual corporate skills in contemporary times. It is understood that project managers have to have these skills, but in today's time,



businesses expect the entirety of their workers to have specific attributes of project management.

### 5. Critical thinking/Problem-Solving Skills

The capacity to utilize critical thinking, experience, data, and accessible assets to determine issues is crucial as one of the essential corporate skills in today's time. Such thinking patterns empower the workforce in solving different types of problems without being perturbed. When your teams or company are in a tight spot, such corporate skills will help them.

Critical problem-solving skills you need to have while honing your corporate skills are-

- Active listening
- Analysis
- Research
- Creativity
- Communication
- Dependability
- Decision making
- Team-building

### 6. Strong Work Ethics

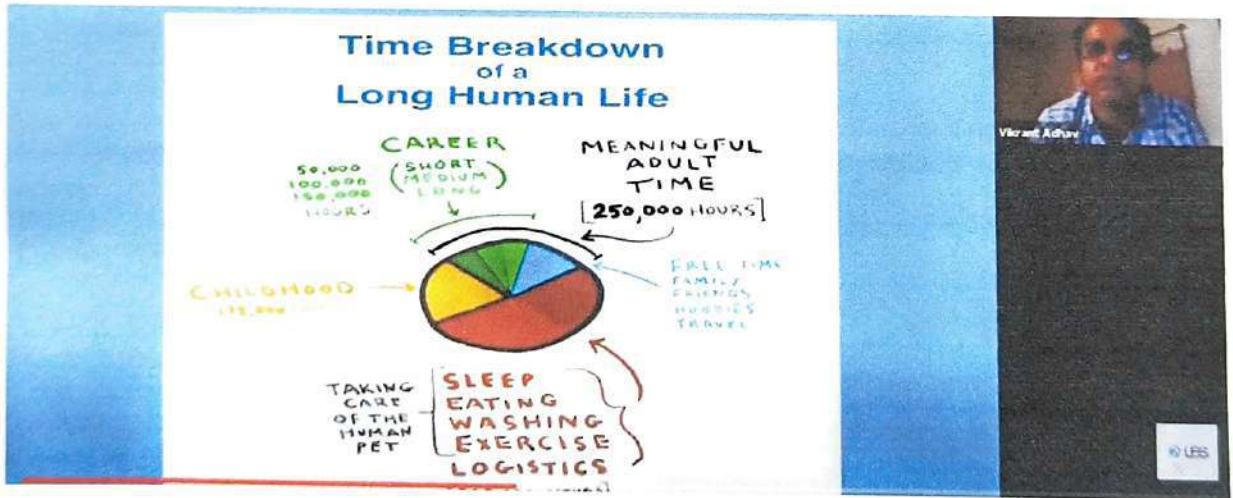
Companies like employees that step up to take responsibility. Employees with strong work ethics are dependable and can carry out the responsibility even for the very first time. Excellent work ethics are critical in empowering a business to be result-oriented

Some of the work ethic skills are-

- Reliability
- Dedication
- Discipline
- Productivity
- Cooperation
- Integrity
- Responsibility
- Professionalism



Photographs:-





----- Forwarded message -----  
 From: **Vivek keskar** <[vivekk@lotuscentre.ac.in](mailto:vivekk@lotuscentre.ac.in)>  
 Date: Wed, Oct 7, 2020 at 2:46 PM  
 Subject: Re: Photograph, Brief Profile, Toipc for Seminar  
 To: Vikrant Adhav <[vikrantadhav@gmail.com](mailto:vikrantadhav@gmail.com)>  
 Cc: Nilofar Sayyad <[nilofars@lotuscentre.ac.in](mailto:nilofars@lotuscentre.ac.in)>, Pushkarni Khade <[pushkarnik@lotuscentre.ac.in](mailto:pushkarnik@lotuscentre.ac.in)>, Ganesh Pathak <[ganeshp@lotuscentre.ac.in](mailto:ganeshp@lotuscentre.ac.in)>

Dear Vikrant,

Thanks a lot for your profile, photograph & topic for the event.

Request you to kindly prepare your PPT for the webinar. It would be not only helpful to you for focusing on the topic but would be equally helpful for students to concentrate on the same.

Our Prof. Nilofar Sayyad would be coordinator for the webinar.

We would most probably forward you link for the webinar a day before. That is on Friday 9th Oct 2020. & request you to login 10 mins before the webinar around 10.45- 10.50 am on 10th Oct 2020.

Looking forward...

Thanks & Regards,  
 Vivek Keskar

On Wed, Oct 7, 2020 at 10:54 AM Vikrant Adhav <[vikrantadhav@gmail.com](mailto:vikrantadhav@gmail.com)> wrote:  
 Dear Sir,

Thanks for giving me an opportunity to interact with your esteemed organization bright students.

As discussed, please find attached details.

Thanks & regards  
 Vikrant R Adhav

Thanks & Regards,

**Mr.Vivek Keskar**  
 Head-Placement & Corporate Relations  
 Lotus Business School



Punawale Campus,  
Pune-411033  
Tel No. +91 - 8888851323  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)

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10<sup>th</sup> October 2020

To,

Mr. Vikrant Adhav

Product Manager-Millennium Semiconductors Pvt Ltd

Subject: - Letter of Appreciation

Dear Sir,

Thank you very much for delivering an informative session on "Exciting Journey to academic life to corporate life".

The students who attended your session are enjoyed your presentation. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr. Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

☎ +91 20 6529 1082    📧 info@lotuscentre.ac.in    🌐 www.lotuscentre.ac.in





Career counseling session on  
Exciting Journey to academic life to corporate life

Date: Saturday, 10th October 2020

Time: 11:00am onwards

SR No	Students Name	Attendance
1	SIMRAN NANDKUMAR DESAI	A
2	VISHAL VASANT JANKAR	P
3	SHUBHAM SUNIL CHOUGULE	P
4	PRIYANKA SADASHIV BORCHATE	P
5	YOGESH RANGRAO KARANDE	P
6	SHIVANI PRADEEP DONGARE	P
7	MAYUR DATTATRAYA JADHAV	P
8	POOJA MOHANLAL CHOUDHARY	P
9	SAPANA SHASHIKANT WAGH	P
10	MUGDHA ANAND DEVLEKAR	P
11	ABHISHEK ANANT PIMPALKAR	A
12	SUJATA GULAB JADHAV	P
13	TEJAS SANJAY GHARE	P
14	SUJIT SAKHARAM MOTE	P
15	SHRADDHA DATTATRY NALAWADE	A
16	ASHWINI SAMBHAJI KIRKAR	P
17	JAY NAMDEV SHINDE	P
18	SANJITA PURUSHOTTAM YADAV	P
19	VINIT MADAN MORE	P
20	ZAMDE MAHENDRA DILIPRAO	P
21	VHANMANE SANGRAMSINH MAHADEO	P
22	SAMEER PRATAP WAGH	P
23	CHAITANYA NIVRUTTI MORE	P
24	NEHA LAXMAN SHIRUDE	P
25	PRATIK PRABHAKAR BODKHE	P
26	VIKRAM PRAKASH JADHWAR	P
27	GHANSHYAM NANASAHEB KAMBLE	P
28	SHRIRAME ABHIJEET RAMRAO	P
29	SHOWRAB ASHOK GAVLI	P
30	GANESH NARAYAN OMBALE	P
31	PRAJKTA ARUN BANSODE	P



32	AKASH EKNATH WAGH	A
33	AKSHAY BALKRISHNA NEVASE	P
34	PRIYANKA SHASHIKANT KAPURE	P
35	SWARANJALI SANJAY GHARE	P
36	SNEHAL UTTAM PAWAR	P
37	OMKAR HANUMANT BHAGAT	P
38	SOURABH TUKARAM ZAGADE	P
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65	SITARAM KALIDAS THITE	A
66	RAHUL HARIDAS CHAVAN	P



67	SHUBHAM GURUNATH ZUNJARE	P
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123	LALIT SHIRISH BEHERE	A

For YouTube channel link: [https://youtu.be/yRH5HCZyk6o?list=PLmC1LX-9EkO\\_sCspn9T9DjdFW1](https://youtu.be/yRH5HCZyk6o?list=PLmC1LX-9EkO_sCspn9T9DjdFW1)





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

**Career counselling session on**

**"Expectations of corporate from Fresh Management Graduates "**

**Date: Saturday, 17<sup>th</sup> October 2020**

**Time: 02:00pm onwards**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	
6	Thanks Letter	✓



*[Signature]*  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033

**CHECKED AND SUBMITTED  
 LBS- IQAC**



LOTUS BUSINESS SCHOOL



Invites you to join the webinar on

## EXPECTATIONS OF CORPORATE FROM MBA GRADUATES



**Mr. Dinesh Desai**

Marketing and Sales- Trainer  
Worked with  
Allenburys- Division of Glaxo  
Jain Irrigation System

**Expertise In:**

Sales and Marketing training



**JOIN US FOR LIVE INTERACTIVE  
SESSION ON**

**Saturday, 17th October at 2PM**



**Session is exclusively arranged  
for enrolled students**

### Contact Details

Lotus Business School, S.No. 52/53, Jhambe Road, Pune-Mumbai  
Expressway, Punawale, Pune.  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)

**Date: Saturday, 17<sup>th</sup> October 2020**

**Time: 02:00pm onwards**



Director  
Swami Sevabhai Sanstha's  
Lotus Business School  
Pune - 411 033



**Activity Title:** - Career counselling session on "Expectations of corporate from Fresh Management Graduates "

**Objectives:**

- To understand corporate industry.
- To understand expectations of corporate industry from management students.
- To understand the various aspects of corporate industry.

**Session conducted By:** Mr. Dinesh Desai

**Designation:** - Marketing and Sales Trainer

**Organization:** - Allenburys- Division of Glaxo Jain Irrigation System.

**Guest Profile:-**

Name : Dinesh Desai,

Educational Qualification : B.Sc, 1978.

Work experience : 42 + years in mark marketing and salesmanship at various levels.

At present independent as a trainer in ..

- \* Marketing and salesmanship,
- \* Public relations,
- \* Sales Administration.

Very happy to inform you that, my model marketing and salesmanship is well accepted and well proven in corporate, and it is most effective and result oriented.

- In 1978,. Very next day of my exams I went to Mumbai and started working as a sales representative in small company - Bombay Plastics.
- In 1979 I joined Min Laboratories as a MR.
- In 1980 to 1982 worked with Something Corporation as a MR.
- from 1982 to 1986, I was working with Allenburys, ( a division of Glaxo Laboratories, Mumbai ) .
- From 1986 to 2002, self employed, and was running my own business of screen printing and advertising at Jalgaon.
- In 2002 I joined Jain Irrigation Systems Ltd, as other states coordinator for drip marketing.



- From 2007 I was given a responsibility of PRO, ( one special point to be noted that as a requirement of my post as a PRO, I can welcome our guest in 15 different languages, which includes - Hebrew, French, Turkish, English, and Indian languages like Tamil, Telugu, Punjabi, Hindi, Gujrathi, Kokni, and local languaged spoken in North maharashtra.).
  - In 2016 again I was given a very responsible job as an Administrator in our international School, Anubhuti School,
  - in 2017, I was PRO in our Kantai Netralaya,
  - in 2019, I retired, now working independent.
- Thanks and regards,

**Target Audience:** All students

**Topics cover by Guest:-**

**What do corporate expect from MBA graduates?**

- Be it any company, the primary things that a recruiter looks forward in interviewee are-
- Leadership skills- ...
- Interpersonal skills- ...
- Adaptability- ...
- Analytical mindset- ...
- Time management skills-

**5 Qualities fresher should process**

1. Flexibility. Today's world is such that the global business scene has a direct influence on the local market. ...
2. Communication Skills. ...
3. Honesty and Integrity. ...
4. Punctuality and Determination. ...
5. Loyalty.





## Expectations of an employer from management trainee:

- Positive approach.
- Dependability.
- Frequent learning or knowledge seeking enthusiasm.
- Initiative.
- Assistance behavior.

## Photographs:





----- Forwarded message -----

From: **Vivek keskar** <vivekk@lotuscentre.ac.in>  
Date: Tue, Oct 13, 2020 at 3:46 PM  
Subject: Invitation for Webinar Scheduled on Saturday 17th Oct 2020  
To: <dineshdesai6183@gmail.com>  
Cc: Ganesh Pathak <ganeshp@lotuscentre.ac.in>, Pushkarni Khade <pushkarnik@lotuscentre.ac.in>

Dear Sir,

Greetings !!!

This is in reference with the above mentioned subject and our subsequent discussion today. It was a pleasure discussing with you about various aspects of MBA education. Thank you very much for accepting our invitation as a key Guest speaker for the scheduled webinar.

Details of the webinar are as follows,

**Date & Time** : Saturday 17th Oct 2020, From 3.00 PM to 4.00 PM

**Audience** : Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management.( Approx 60 to 70 Students )

**Topic** : Corporate Expectations from Fresh Management Graduates.

**Medium of Communication** : English

**And also request you to kindly share your Brief career profile , Photograph as soon as possible. We need it for digital creatives.**

Looking forward...

Thanks & Regards,  
**Mr.Vivek Keskar**  
Head-Placement & Corporate Relations

**Lotus Business School**

Punawale Campus,

Pune-411033



Tel No. +91 - 8888851323  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)

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Print this if it is absolutely required.

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17th October 2020

To,

Mr. Dinesh Desai

Marketing and Sales Trainer

Subject:- Letter of Appreciation

Dear Sir,

Thank you very much for delivering an informative session on "Corporate Expectations from Fresh Management Graduates". The students who attended your session are enjoyed your presentation. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth. We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

☎ +91 20 6529 1082    ✉ info@lotuscentre.ac.in    🌐 www.lotuscentre.ac.in





**Career counseling session on**  
**To know the expectations from MBA Graduates from corporate.**

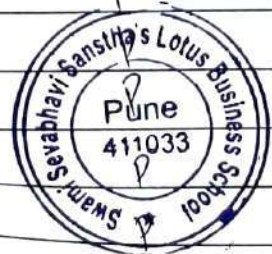
**Date: Saturday, 17th October 2020**

**Time: 02:00pm onwards**

SR No	Students Name	Attendance
1	SIMRAN NANDKUMAR DESAI	P
2	VISHAL VASANT JANKAR	P
3	SHUBHAM SUNIL CHOUGULE	P
4	PRIYANKA SADASHIV BORCHATE	P
5	YOGESH RANGRAO KARANDE	P
6	SHIVANI PRADEEP DONGARE	P
7	MAYUR DATTATRAYA JADHAV	P
8	POOJA MOHANLAL CHOUDHARY	P
9	SAPANA SHASHIKANT WAGH	A
10	MUGDHA ANAND DEVLEKAR	P
11	ABHISHEK ANANT PIMPALKAR	P
12	SUJATA GULAB JADHAV	P
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TO watch video our youtube link

[https://youtu.be/MPt1O3vluho?list=PLmC1LX-9EkO\\_sCspn9T9DjdFWTHgATLl5](https://youtu.be/MPt1O3vluho?list=PLmC1LX-9EkO_sCspn9T9DjdFWTHgATLl5)





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

Career counselling session on

"A Brief overview of Pharma OTC Marketing"

Date: Saturday, 28<sup>th</sup> November 2020

Time: 11:00am onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
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6	Thanks Letter	✓



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 Pune - 411 033

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Invites you to join the webinar on

# A BRIEF OVERVIEW OF PHARMA OTC MARKETING



### EXPERTISE IN:

- Marketing Strategy
- Business Development
- Market Research
- Competitive Analysis

**Mr. Mathew Lawrence**  
Senior Product Manager  
Ajanta Pharma Ltd



**JOIN US FOR LIVE INTERACTIVE  
SESSION ON Saturday,  
28th November at 11 AM**



**Session is exclusively arranged  
for enrolled students**

### Contact Details

**Lotus Business School, S.No. 52/53, Jhambe Road,  
Pune-Mumbai Expressway, Punawale, Pune.**

**Date: Saturday, 28<sup>th</sup> November 2020**

**Time: 11:00am onwards**



*[Signature]*  
**Director**

**Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033**



**Activity Title:** - Career counselling session on "A Brief overview of Pharma OTC Marketing"

**Objectives:**

- To understand what is OTC in pharmacy.
- To understand marketing strategy of pharmacy.
- To understand global OTC market.

**Session conducted By:** Mr. Mathew Lawrence.

**Designation:** - Senior Project Manager

**Organization:** - Ajanta Pharma Ltd.

**Guest Profile:-**

Accomplished marketing professional with 11+ years of experience in Marketing & Business Development; driving marketing strategies and capitalizing on opportunities that have led to significant growth. Ability to deliver results that position organizations for immediate and long-term growth, skilled presenter, and confident team leader with recognized strength in forming tough, sustainable executive-level relationships. Possess advanced problem solving and communication skills. Understands both macro picture of market issues and minute details necessary for successful business solutions. Open for marketing consultation and guidance for start-ups, SME, with regards to marketing & promotion strategy, Go-to-market strategy

**Target Audience:** All students



Topics cover by Guest:-

1. Pharmacy Sector

- Product classification
- Difference between Rx and OTC

2. Approaching the OTC Launch

- Direct Launch
- PLC stage Launch

3. Frame work of Launch

- ATDA model

4. Marketing communication

- ABC model

5. Marketing strategy

- Push & Pull strategy



Photographs:



<b>01</b>	<b>Pharma Sector</b>	<ul style="list-style-type: none"> <li>➤ Product Classification</li> <li>➤ Difference between Rx &amp; OTC</li> </ul>
<b>02</b>	<b>Approaching the OTC launch</b>	<ul style="list-style-type: none"> <li>➤ Direct Launch</li> <li>➤ PLC stage launch</li> </ul>
<b>03</b>	<b>Frame work of launch</b>	<ul style="list-style-type: none"> <li>➤ ATDA model</li> </ul>
<b>04</b>	<b>Marketing Communication</b>	<ul style="list-style-type: none"> <li>➤ abc model</li> </ul>
<b>05</b>	<b>Marketing Strategy</b>	<ul style="list-style-type: none"> <li>➤ Push &amp; Pull Strategy</li> </ul>



# Differentiation Between OTC & Rx



- Target audience are doctors
- R.T.B will be focused on scientific communication
- Have more time to connect with your TA
- Limited coverage of geography
- Works in controlled regulations
- Limited marketing and promotional activities
- Quality plays a critical role
- Patient are not aware about product

- Target audience are either customers / consumers
- R.T.B will be focused on claim based or emotional based
- Have limited time to connect customers
- Has huge scope to cover large geography
- Has less regulations compared to Rx
- Expensive marketing and promotional activities
- Price plays a critical role
- Patient are aware about product and its feature

# Approaching OTC launch



**Direct launch** - Introducing a product, with minimal expense, by exposing the product to the target audience.  
 Eg. Start-up Energy & immunity boosters, etc.



**PLC Stage (Product Life Cycle)** - Scaling the product from Rx maturity stage to growth phase, by scaling the product to masses through wide promotions.  
 Eg. OTC Nasal spray





Contact

www.linkedin.com/in/mathew-lawrence-phd-8827281a (LinkedIn)

Top Skills

- Sales
- Marketing
- Sales Operations

Languages

- English
- Hindi
- Marathi
- Malayalam

Publications

**A STUDY ON YOUTH'S GREEN BUYING BEHAVIOR WITH SPECIAL REFERENCE TO DOMBIVLI, MUMBAI**  
 A study of green behaviour on Indian youth

# Mathew Lawrence, PhD

Marketing Professional with experience in consumer business (FMCG/FMCH/Pharma OTC/OTX)

Kalyan Dombivli

## Summary

Accomplished marketing professional with 11+ years of experience in Marketing & Business Development; driving marketing strategies and capitalizing on opportunities that have led to significant growth Ability to deliver results that position organizations for immediate and long-term growth, skilled presenter, and confident team leader with recognized strength in forming tough, sustainable executive-level relationships. Possess advanced problem solving and communication skills. Understands both macro picture of market issues and minute details necessary for successful business solutions

Open for marketing consultation and guidance for start-ups, SME, with regards to marketing & promotion strategy, Go-to-market strategy.

## Experience

Ajanta Pharma Ltd (International Division)  
 Senior Product Manager (OTC portfolio)  
 August 2019 - October 2021 (2 years 3 months)  
 Mumbai Area, India

- Responsible to drive OTC product in Russian CIS countries
- Designing trade marketing activities
- Designing and executing all marketing campaigns - ATL & BTL plans
- Supporting sales staffs with all marketing collaterals

Amore Health Essentials Pvt Ltd  
 Brand Manager (FMCH Division)  
 October 2017 - July 2019 (1 year 10 months)  
 Mumbai Area, India

Prepared and executed Annual Marketing plan of all 3 verticals of the company.





Designed and executed trade schemes for GT, MT and consumer offers to generate sales across channels.

Developed different types of marketing material to boost brand visibility and sales promotions.

Developed structured advertising campaign to increase brand recognition

Conceptualized, designed and developed theme based product packaging for OTC and pharma business

Revamped the brand architecture of the OTC division, designed a new company and brand logo

Devised a new business model under Amore as 'Bachat Chemist' to generate revenue through generic pharmacy channel

Spearheaded the idea of launching international premium products like mesh nebuliser, facemask sheets and personal care to be sold through channels like modern trade pharmacy, online & other channels.

Assisting in new product development with regards to consumer research, packaging research, communication research

Supported in other divisional and team projects which was required as per business need.

#### Cipla

Product Manager (OTX portfolio)

April 2016 - October 2017 (1 year 7 months)

Mumbai Area, India

Achieve brand objectives in alignment with companies mission.

Designing and formulating long term and short term marketing strategies for the brand.

Timely input development & implementation of annual marketing plan with allotted budget.

Regular interaction and market visit with field force for better understanding.

GSK Consumer Healthcare India (Erstwhile Novartis OTC Division)

Assistant Brand Manager (OTC Portfolio)

November 2012 - March 2016 (3 years 5 months)

Mumbai

Development of brand plans and provide input and support to category manager for brand plan development

Lead development and execution of marketing inputs viz. (samples, inputs and POS ATL/BTL plans)





Lead process of brand reminders for portfolio by ideating, meeting suppliers under company guidance from and sample/input/POS master plan creation in accordance with budgets

Lead promo purchase plan creation for briefing Indirect purchase

Analyze and collate data across various sources and assist category managers in transforming data into information & insights

Analyze data from sources like TIMS, IMS Sales, IMS Rx, and brand track to mine information for the portfolio

Provide brand KPI updates for the portfolio

Coordinate with various external agencies, advertising, media, medical marketing, research agencies and suppliers for executing plans/projects

Provide advt & promo spend tracking support to marketing team as well as alignment with finance team

Assist category managers on development of developing brand review and cycle meeting decks

Updating monthly / cycle meeting decks with latest data and any other analysis required for the decks

Co-ordination with internal customers for driving all the projects on the brand

#### Kalrashukla Classes Pvt Ltd

##### Brand Manager

January 2012 - November 2012 (11 months)

Mumbai

Responsible for Brand Management at local levels (BTL) in accordance with the central marketing guidelines

Conducting Open house (internal) at respective branches for parents

Conduct market research to determine requirements for existing and future advertising methods

Organize and implement parent relation activities: parent satisfaction surveys, special events (seminars) within my region of operation. Consistently conducting activities in schools and colleges

Plan & implement innovative ways to improve sales & market presence through web-based marketing

Conducted secondary research to track competitors' & perform competitive analysis

Planned & implemented new strategies for business development, marketing & promotional strategies

Provide training and mentor new joiners for business development & sales

Requirement analysis & conceptualization of course modules





Active interaction with parents and students to improve the business regularly and handled the request of the clients

Effective planning and coordination of work with the team

Learn about the latest trends and the growing competition in the market

**Mexus Education Pvt Ltd**

**Territory Business Manager**

July 2010 - January 2012 (1 year 7 months)

Gave presentations to school authority people regarding company and its products

Get the designing done of hoardings to be put outside school areas

Coordinated with third party agencies for promotional activities and conducted events in schools

Updated the company literature brochures

Handled and executed event called "Eduvate" for Mumbai and Goa region

Promoting company in school open houses

Consistently coming with marketing and promotion activities in association with schools

Trained, developed & mentored cross-functional teams by setting higher expectations and initiating individual member accountability

Drove business growth through identification & penetration of new market segments for attainment of targets with a view to optimize revenue

Build and strengthened relationships with students, parents and Educational Institution professionals

Performed and monitored different promotional activities to increase sales

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## Education

Rashtrasant Tukadoji Maharaj Nagpur University, Nagpur

Doctor of Philosophy - PhD, Business Administration and Management, General · (May 2013 - February 2017)

Vishwakarma Group of Management Institutes

Masters in Business Administration (MBA), Marketing · (2007 - 2009)

St. Andrew's College of Arts Commerce and Science

Bachelors in Management Studies (B.M.S), Marketing · (2003 - 2006)

Keraleeya Samajam Dombivlis Model College



Higher Secondary Certificate - Maharashtra State  
Board, Commerce - (2001 - 2003)





----- Forwarded message -----

From: **Vivek keskar** <vivekk@lotuscentre.ac.in>  
Date: Wed, Nov 25, 2020 at 5:00 PM  
Subject: Invitation for On line webinar at Lotus Business School, Pune  
To: <mathew4u83@yahoo.com>  
Cc: Ganesh Pathak <ganeshp@lotuscentre.ac.in>, Pushkarni Khade <pushkarnik@lotuscentre.ac.in>

Dear Mathew Lawrence ,

Greetings from Lotus Business School !!!

Hope you and your loved ones are doing well and keeping safe.

This is in reference to the above-mentioned subject & our subsequent telephonic discussion today. It was a pleasure discussing with you various aspects of the MBA freshers. Thank you very much for showing a keen interest in our institute.

**\*LOTUS BUSINESS SCHOOL\*** is a part of a Industrial Group. It is an Institute that has been created with a vision of imparting quality management education and creating world-class leaders. In fact, Lotus encourages students to challenge the very basic concepts of management and leadership. The Lotus core team comprises of individuals who are the alumni of IIMs, JBIMS, Symbiosis, etc. and other ex-corporate employees from renowned organizations. **\*LOTUS BUSINESS SCHOOL\*** is an attempt to not only bridge the gap between the theory & practical but also the effort at ensuring the relevance of academics with the practicality of the subject.

As discussed, for our newly admitted MBA First Year ( With B.Sc Agri / B.Tech Food Technology / B.Pharm / B.Sc / B.Com / B.A. etc background ) students we are arranging one hour webinars ( Mostly on Zoom Platform ) on every Saturday. The objective of such a webinar is to guide and motivate students by adding value to their knowledge and help them to better prepare them for future challenges.

We are pleased to inform you that for the current week that is on Saturday, 28th Nov 2020 ( @ 11.00 AM )we would like to invite you as a Key Guest Speaker for the Webinar.

**The itinerary for the webinar would be**

- Short introduction of topic by coordinator -2 to 3 mins.
- Welcome of the Speaker by coordinator 2 - 3 mins.
- Brief Introduction of the Speaker 2-3 mins.
- Speech of the Key Speaker - 40 - 45 mins.





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- Q&A - 10 mins
- Thanks note by Coordinator

Total 60 to 75 mins

Topic for the webinar can be decided as per your interest & expertise suitable for the students.

**Kindly request you to forward us your professional photograph , brief career profile & topic for the webinar also request you to confirm your suitability for the same to proceed further.**

Looking forward....

Thanks & Regards,  
**Mr.Vivek Keskar**  
Head-Placement & Corporate Relations  
**Lotus Business School**  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 8888851323  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)

Print this if it is absolutely required.



Career counseling session on  
A Brief overview of Pharma OTC Marketing"  
Date: Saturday, 28th November 2020  
Time: 11:00am onwards

SR No	Students Name	Attendance
1	SIMRAN NANDKUMAR DESAI	P
2	VISHAL VASANT JANKAR	P
3	SHUBHAM SUNIL CHOUGULE	P
4	PRIYANKA SADASHIV BORCHATE	A
5	YOGESH RANGRAO KARANDE	P
6	SHIVANI PRADEEP DONGARE	P
7	MAYUR DATTATRAYA JADHAV	P
8	POOJA MOHANLAL CHOUDHARY	P
9	SAPANA SHASHIKANT WAGH	P
10	MUGDHA ANAND DEVLEKAR	P
11	ABHISHEK ANANT PIMPALKAR	P
12	SUJATA GULAB JADHAV	A
13	TEJAS SANJAY GHARE	P
14	SUJIT SAKHARAM MOTE	P
15	SHRADDHA DATTATRY NALAWADE	P
16	ASHWINI SAMBHAJI KIRKAR	A
17	JAY NAMDEV SHINDE	P
18	SANJITA PURUSHOTTAM YADAV	P
19	VINIT MADAN MORE	P
20	ZAMDE MAHENDRA DILIPRAO	P
21	VHANMANE SANGRAMSINH MAHADEO	P
22	SAMEER PRATAP WAGH	P
23	CHAITANYA NIVRUTTI MORE	A
24	NEHA LAXMAN SHIRUDE	P
25	PRATIK PRABHAKAR BODKHE	P
26	VIKRAM PRAKASH JADHWAR	P
27	GHANSHYAM NANASAHEB KAMBLE	P
28	SHRIRAME ABHIJEET RAMRAO	A
29	SHOWRAB ASHOK GAVLI	P
30	GANESH NARAYAN OMBALE	P



31	PRAJKTA ARUN BANSODE	A
32	AKASH EKNATH WAGH	P
33	AKSHAY BALKRISHNA NEVASE	P
34	PRIYANKA SHASHIKANT KAPURE	P
35	SWARANJALI SANJAY GHARE	P
36	SNEHAL UTTAM PAWAR	P
37	OMKAR HANUMANT BHAGAT	P
38	SOURABH TUKARAM ZAGADE	P
39	SHUBHAM ANANTRAO AMBHORE	A
40	ASHWIN SUBHASH RATHOD	P
41	RUSHIKESH BABASAHEB DHOKALE	P
42	SNEHA RAMESH DONODE	P
43	PRIYANKA KAILAS MAHAJAN	P
44	AJAY RAMHARI BHOR	A
45	GELE SNEHAL SONYABA	P
46	JUNDALE SHIVKUMAR BHIMRAO	P
47	DIPSHIKA DILIP THUL	P
48	RUPALI PRAFULLA MAHANT	P
49	TEJAS DILIP SAWANT	P
50	APARNA VIJAY ALASPURE	P
51	ABHISHEK KESHAV KUDNAR	P
52	AJAY TUKARAM KACHEWAD	A
53	CHAITANYA TANAJI KHARAT	P
54	SNEHAL DEEPAK BAMBAL	P
55	ANIKET KAILASH SARYAM	P
56	KIRAN SARJERAO JAGDHANE	P
57	RAHUL SUNIL KARANDE	P
58	SANGMESHVAR KASHINATH PHULARI	P
59	SOLUNKE NAMOSH MADHAVRAO	P
60	SHUBHAM DNYANESHWARRAO KADU	P
61	DHANANJAY YASHWANT POKALE	P
62	SWAPNIL VISHWANATH RAUT	P
63	VAIBHAV KESHAV JADHAV	P
64	SHASHANK HIRALAL KALE	P
65	SITARAM KALIDAS THITE	P





.66	RAHUL HARIDAS CHAVAN	P
67	SHUBHAM GURUNATH ZUNJARE	P
68	SHUBHAM SUNIL RAJEGORE	P
69	SHIVANI PRAKASH BODAKE	P
70	KAIWALYA SUNIL KULKARNI	P
71	SANIKA PURUSHOTTAM SHINDE	A
72	KUNAL SUBHASH BHOSALE	P
73	AKSHAY LAXMAN BURASE	P
74	SHITAL KISAN POKALE	P
75	PARDESHI APURVA RAJESH	P
76	ADITYA SHIVAJI THORBOLE	P
77	SUNIDHI SAMPATRAO PATIL	P
78	AKSHAY DHANAJI KAKADE	P
79	ADITI MUKUNDRAO KOTHEKAR	P
80	VISHAL RAMBHAU SHENDGE	P
81	POOJA NITIN BALLAL	P
82	SHAHIR JAYRAM DHAMALE	A
83	RAHUL PRADIPRAO BAMBAL	P
84	SHITAL ASHOK LIGADE	P
85	DIPIKA PRABHAKAR WALSE	P
86	PRACHI SHIVSHANKAR MADYE	A
87	MORE TUSHAR RAVINDRA	P
88	MAYUR ANANDRAO DHAIGUDE	P
89	VINAYA DATTAJI KHAIRE	P
90	ANAGHA SHANKAR THORAT	P
91	SHUBHAM DHANAJI NIMBALKAR	P
92	RUSHIKESH DEVRAM HASE	A
93	JAYANT SACHIN PHASE	P
94	SHARAD RAMNATH KALWANE	P
95	SHUBHAM VIJAY DEORE	P
96	VANASHRI LAXMAN MANNOLKAR	P
97	SUJIT BABURAO SHINDE	P
98	MAHESH AANNAPPA CHAVAN	P
99	MAHESH VAIJINATH PALASKAR	P
100	ROHINI TANAJIRAV KOKATE PATIL	P



101	LAXMIKANT VITTHAL DONODE	A
102	ASHISH WASUDEO MAHAJAN	P
103	MAHESH SANDIPAN SATPUTE	P
104	KOMAL RAJENDRA JAGTAP	P
105	YOGESH SUNIL NARUTE	P
106	OMKAR MACHINDRA GULDAGAD	P
107	GAURAV PRATAP TAMBE	P
108	SHWETA NANDKISHOR BORLE	P
109	RESHMA GUNDAN MAKARAND	A
110	AKSHAY KANTILAL BHUSARI	P
111	SURAJ BALASAHEB KALKHAIR	P
112	MAGAR SAGAR HARIDAS	A
113	CHINCHAMALATPURE ABHIJIT RAJENDRA	P
114	PRAMOD DHARASING RATHOD	P
115	GIRAMKAR SHUBHAM SAMBHAJI	P
116	JAGDALE ADITYA DATTATRAY	P
117	LONDHE CHAITALI KISAN	A
118	ANANDE POONAM RAGHUNATH	P
119	ADARSH RAJESH BHOSALE	A
120	VAIBHAV APPASO KHANDAGALE	P
121	VISHAL VILAS PUDAT	P
122	MEGHA VIJAYSINGH WAGH	P
123	LALIT SHIRISH BEHERE	P

[https://youtu.be/ykPby60r0aA?list=PLmC1LX-9EkO\\_sCspn9T9DjdFWTHg](https://youtu.be/ykPby60r0aA?list=PLmC1LX-9EkO_sCspn9T9DjdFWTHg)





28<sup>th</sup> November 2020

To,

Mr. Mathew Lawrence

Senior Project Manager

Ajanta Pharma Ltd.

Subject:- Letter of Appreciation

Dear Sir,

Thank you very much for delivering an informative session on "A brief overview of OTC Marketing". The students who attended your session are enjoyed your presentation. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth. We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

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Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

**Quantitative aptitude session by**

**Prof.Sunil Prajapati**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	NA
3	Guest Profile	NA
4	Attendance Sheet	✓
5	Payment Invoice	NA
6	Thanks Letter	NA

*[Signature]*  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033

*[Signature]*  
**CHECKED AND SUBMITTED**  
**LBS- IQAC**





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Quantitative Aptitude Session by**  
**Prof.Sunil Prajapati**  
**Batch 2019-20**



  
Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033

**Activity Title: Quantitative Aptitude Session**

**Objectives:**

- To enhance student’s aptitude skills to become budding manager.
- To increase ability of an individual to solve numerical and mathematical calculation and it's important because a person with quantitative aptitude will be in a better position to analyze and make sense of the data given.
- To understand and acknowledge the abilities of a learner.

**Session conducted By: Prof.Sunil Prajapati**

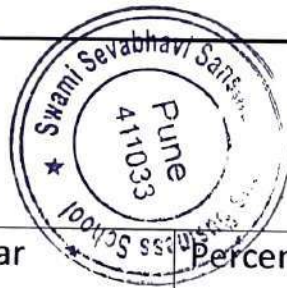
**Designation: Assistant Professor**

**Profile:-**

**Summary**

Total 17.6 years of Competitive work experience in educational organization and Software Company.

**Professional Qualification**



Course	Institute	Board/University	Year	Percentage
Master in Personal Management	Lotus Institute of Business Studies	Savitribai Phule Pune University	2016	72.20 %
Master of Computer Application	Institute of Technology and Management Gwalior (M.P.)	R.G.P.V. Bhopal(M.P.) Univ. of Technology of M.P.	2004	70.73 %



**Target Audience: Students**

**Topic Covered:**

- 1 Number Series
- 2 Percentages
- 3 Quadratic Equations
- 4 Profit and Loss
- 5 Simple and Compound Interest

**Test Conducted for all students.**

**Name of the Student:-**

**Date:-**

1) 2, 12, 36, 80, 150, ?

- A. 250
- B. 252
- C. 200
- D. 270

2) 6, 14, 36, 98, ?

- A. 276
- B. 275
- C. 220
- D. 274

3) 5, 16, 49, 104, ?

- A. 171
- B. 191
- C. 181
- D. 161

4) 8, 7, 11, 12, 14, 17, 17, 22, ?

- A. 27
- B. 20
- C. 24
- D. 22



4) 8, 7, 11, 12, 14, 17, 17, 22, ?

- A. 27
- B. 20
- C. 24
- D. 22

5) 2, 6, 12, 20, 30, 42, 56, ?

- A. 61
- B. 64
- C. 70
- D. 72

6) 4, -8, 16, -32, 64, ?

- A. 128
- B. -128
- C. 192
- D. -192

7) 7, 26, 63, 124, 215, 342, ?

- A. 481
- B. 511
- C. 391
- B. 421

8) 3, 12, 27, 48, 75, 108, ?

- A. 147
- B. 183
- C. 162
- D. 192

9) 20, 19, 17, ?, 10, 5

- A. 14
- B. 15
- C. 13
- D. 11

10) 1, 6, 13, 22, 33, ?

- A. 44
- B. 45
- C. 46
- D. 47

11) 24, 60, 120, 210, ?

- A. 300
- B. 420



- C. 336
- D. 400

12) 3, 6, 18, 72, ?

- A. 144
- B. 360
- C. 288
- D. 216

13) 3, 7, 6, 5, 9, 3, 12, 1, 15, ?

- A. 18
- B. 13
- C. -1
- D. 3

14) 192, 021, 222, 324, 252, 627, 2\_, 9\_?

- A. 280, 930
- B. 282, 930
- C. 248, 920
- D. 250, 940

15) 2, 4, 12, 48, 240, ?

- A. 960
- B. 1440
- C. 1080
- D. 1920

16. 2, 3, 5, 6, ?, 9, ?, 12

- (A) 9, 11
- (B) 11, 8
- (C) 8, 11
- (D) 8, 10

17. 563, 647, 479, 815, (...)

- (A) 672
- (B) 386

- (C) 279
- (D) 143

18. 4, 10 (..), 82, 244, 730

- (A) 24
- (B) 28
- (C) 77
- (D) 218





19. 3, 4, 7, 7, 13, 13, 21, 22, 31, 34, (..)

(A) 42

(B) 43

(C) 51

(D) 52

20. If 30% of A is added to 40% of B, the answer is 80% of B. What percentage of A is B?

a) 30%

b) 40%

c) 70%

d) 75%

21 A man spends 59% of his income and saves the rest. What percentage of his expenditure does he save?

a) 72.57 percent

b) 83.19 percent

c) 89.09 percent

d) 69.49 percent

22 A grain dealer cheats to the extent of 10% while buying as well as selling by using false weights. His total profit percentage is :

a) 20%

b) 22.22%

c) 23.23%

d) 25%

23 The costs of daily ticket of local train is Rs 130 and Monthly Pass costs Rs

3091.40. If I buy the Monthly Pass and travel for 29 days in a month than I save (in percentage)?

a) 16 percent

b) 18 percent

c) 15 percent

d) 14 percent

24 The ratio of the number of boys and girls in a school is 2 : 3. If 25% of the boys and 30% of the girls are scholarship holders, the percentage of the school students who are not scholarship holders is

a) 72

b) 36

c) 54

d) 60

25. The percentage increase in the area of a rectangle, if each of its sides is increased by 20% is equal to

a) 32%

b) 34%

c) 42%

d) 44%

26. A man spends 75% of his income. His income increases by 20% and his expenditure also increases by 10%. The percentage of increase in his savings is

a) 40%

b) 30%

c) 50%

d) 25%

27. The marked price of a shirt is Rs 1280. If the shirt is being sold for Rs 900, then what is the discount percentage?

a) 31.31

b) 25.57

c) 29.68

d) 34.36

28. What percent of 120 are 90?

A. 25%

B. 50%

C. 75%

D. 33%

29. If y exceeds x by 20%, then x is less than y by?

A. 16%

B.  $16 \frac{1}{3} \%$

C.  $16 \frac{2}{3} \%$

D.  $16 \frac{3}{5} \%$

30. After decreasing 24% in the price of an article costs Rs.912. Find the actual cost of an article?

A. 1400

B. 1300

C. 1200

D. 1100



31. How much 60% of 50 is greater than 40% of 30?

- A. 18      B. 13      C. 15      D. 20

32. How much is 80% of 40 is greater than  $\frac{4}{5}$  of 25?

- A. 4      B. 6      C. 9      D. 12

33. 40% of a number is more than 20% of 650 by 190. Find the number?

- A. 600
- B. 700
- C. 800
- D. 900

34. 25% of 30% of 45% is equal to?

- A. 0.03375
- B. 0.3375
- C. 3.375
- D. 33.75

35. 60% of a number is added to 120, the result is the same number. Find the number?

- A. 300
- B. 200
- C. 400
- D. 500

36. 85% of a number is added to 24, the result is the same number. Find the number?

- A. 150
- B. 140
- C. 130
- D. 160

37. 40 is subtracted from 60% of a number, the result is 50. Find the number?

- A. 150
- B. 140
- C. 130
- D. 110

38. 96% of the population of a village is 23040. The total population of the village is?

- A. 32256
- B. 24000
- C. 24936
- D. 25640

39. If the price has fallen by 10% what percent of its consumption be: increased so that the expenditure may be the same as before?

- A. 11%
- B. 10%



- C.  $11 \frac{1}{9} \%$
- D.  $9 \frac{1}{11} \%$

40. If y exceeds x by 25%, then x is less than y by?

- A. 16%
- B.  $16 \frac{1}{3} \%$
- C. 20%
- D.  $16 \frac{3}{5} \%$

41. The salary of Mr. X is 30% more than that of Mr. Y. Find what percent of Mr. Y's salary is less than Mr. X's?

- A. 30%
- B.  $25 \frac{1}{13} \%$
- C.  $23 \frac{1}{13} \%$
- D.  $22 \frac{1}{13} \%$

42. In an examination 38% of students fail in English and 61% pass in Hindi and 23% fail in both. Find the actual failure percentage?

- A. 46%
- B. 61%
- C. 54%
- D. 70%

43. Two numbers are respectively 20% and 25% more than a third number. The percentage that is first of the second is?

- A. 80%
- B. 85%
- C. 96%
- D. 125%

44. A sells his goods 50% cheaper than B but 50% dearer than C. The cheapest is?

- A. A
- B. B
- C. C
- D. All Alike



45. The salary of a typist was at first raised by 10% and then the same was reduced by 5%. If he presently draws Rs.1045. What was his original salary?

- A. 900
- B. 950
- C. 1000
- D. 975

46. The tax on a commodity is diminished by 20% and its consumption increased by 15%. The effect on revenue is?

- A. It increases by 8%
- B. It decreases by 8%



- C. No change in revenue
- D. It increases by 10%
- E. None

47. A candidate got 35% of the votes polled and he lost to his rival by 2250 votes. How many votes were cast?

- A. 7500
- B. 5000
- C. 6000
- D. 3500

48. The length of a rectangle is less than twice its breadth by 1 cm. The length of its diagonal is 17 cm. Find its length and breadth

- A. 15 cm, 8 cm
- B. 13 cm, 4 cm
- C. 10 cm, 6 cm
- D. 8 cm, 9 cm

49. The sum of the squares of two consecutive natural numbers is 145. Find those numbers.

- A. 6, 7
- B. 10, 11
- C. 8, 9
- D. 10, 9

50. The sum of the squares of two consecutive even natural numbers is 52. Find those numbers.

- A. 2, 4
- B. 4, 6
- C. 8, 10
- D. 7, 9

51. The length of a rectangle is greater than twice its breadth by 2 cm. The length of its diagonal is 13 cm. Find the length and the breadth of the rectangle.

- A. 12 cm, 5 cm
- B. 5 cm, 3 cm
- C. 6 cm, 15 cm
- D. 9 cm, 7 cm

52. In a right-angled triangle the length of one of the side containing the right angle is greater than twice the length of the other by 4 cm. The area of the triangle is 80 sq. cm. Find the length of the sides containing the right angle.

- A. 3 cm, 4 cm
- B. 7 cm, 8 cm
- C. 20 cm, 8 cm
- D. 13 cm, 15 cm



53. In a rectangular mango-grove, the number of trees lengthways is 5 more than the number of trees breadthways. If the total number of trees is 1,400, find the number of trees lengthways and breadthways.

- A. 35, 40
- B. 45, 40
- C. 30, 25
- D. 40, 35

54. Find the roots of the quadratic equation:  $x^2 + 2x - 15 = 0$ ?

- A. -5, 3
- B. 3, 5
- C. -3, 5
- D. -3, -5
- E. 5, 2

55. Find the roots of the quadratic equation:  $2x^2 + 3x - 9 = 0$ ?

- A. 3, -3/2
- B. 3/2, -3
- C. -3/2, -3
- D. 3/2, 3
- E. 2/3, -3

56. The roots of the equation  $3x^2 - 12x + 10 = 0$  are?

- A. rational and unequal
- B. complex
- C. real and equal
- D. irrational and unequal
- E. rational and equal



57. If the roots of a quadratic equation are 20 and -7, then find the equation?

- A.  $x^2 + 13x - 140 = 0$
- B.  $x^2 - 13x + 140 = 0$
- C.  $x^2 - 13x - 140 = 0$
- D.  $x^2 + 13x + 140 = 0$
- E. None of these

58. The sum and the product of the roots of the quadratic equation  $x^2 + 20x + 3 = 0$  are?

- A. 10, 3
- B. -10, 3
- C. 20, -3
- D. -10, -3
- E. None of these

59. If the roots of the equation  $2x^2 - 5x + b = 0$  are in the ratio of 2:3, then find the value of b?

- A. 3
- B. 4
- C. 5

- D. 6
- E. None of these

60. The sum of the squares of two consecutive positive integers exceeds their product by 91. Find the integers?

- A. 9, 10
- B. 10, 11
- C. 11, 12
- D. 12, 13
- E. None of these

61. One root of the quadratic equation  $x^2 - 12x + a = 0$ , is thrice the other. Find the value of  $a$ ?

- A. 29
- B. -27
- C. 28
- D. 7
- E. None of these

62. The sum of the square of the three consecutive even natural numbers is 1460. Find the numbers?

- A. 18, 20, 22
- B. 20, 22, 24
- C. 22, 24, 26
- D. 24, 26, 28
- E. None of these

63. The sum of the square of the three consecutive even natural numbers is 1460. Find the numbers?

- A. 18, 20, 22
- B. 20, 22, 24
- C. 22, 24, 26
- D. 24, 26, 28
- E. None of these

64. If  $a$  and  $b$  are the roots of the equation  $x^2 - 9x + 20 = 0$ , find the value of  $a^2 + b^2 + ab$ ?

- A. -21
- B. 1
- C. 61
- D. 21
- E. None of these

65. Find the value of  $a/b + b/a$ , if  $a$  and  $b$  are the roots of the quadratic equation  $x^2 + 8x + 4 = 0$ ?

- A. 15
- B. 14
- C. 24
- D. 26
- E. None of these





66. If  $\sqrt{3-2x} + \sqrt{7+2x} = 4$ , then find the possible value of  $x$ ?

- A. -3, 1
- B. 3, -1
- C. 3, -2
- D. 3, 2
- E. None of these

67. Find the quadratic equations whose roots are the reciprocals of the roots of  $2x^2 + 5x + 3 = 0$ ?

- A.  $3x^2 + 5x - 2 = 0$
- B.  $3x^2 + 5x + 2 = 0$
- C.  $3x^2 - 5x + 2 = 0$
- D.  $3x^2 - 5x - 2 = 0$
- E. None of these

68. A man could buy a certain number of notebooks for Rs.300. If each notebook cost is Rs.5 more, he could have bought 10 notebooks less for the same amount. Find the price of each notebook?

- A. 10
- B. 8
- C. 15
- D. 7.50
- E. None of these

69. Find the roots of quadratic equation:  $2x^2 + 5x + 2 = 0$ ?

- A. -2, -1/2
- B. 4, -1
- C. 4, 1
- D. -2, 5/2
- E. None of these

70. Find the roots of quadratic equation:  $x^2 + x - 42 = 0$ ?

- A. -6, 7
- B. -8, 7
- C. 14, -3
- D. -7, 6
- E. 3, -14

71. What fraction is 12 ½ percent?

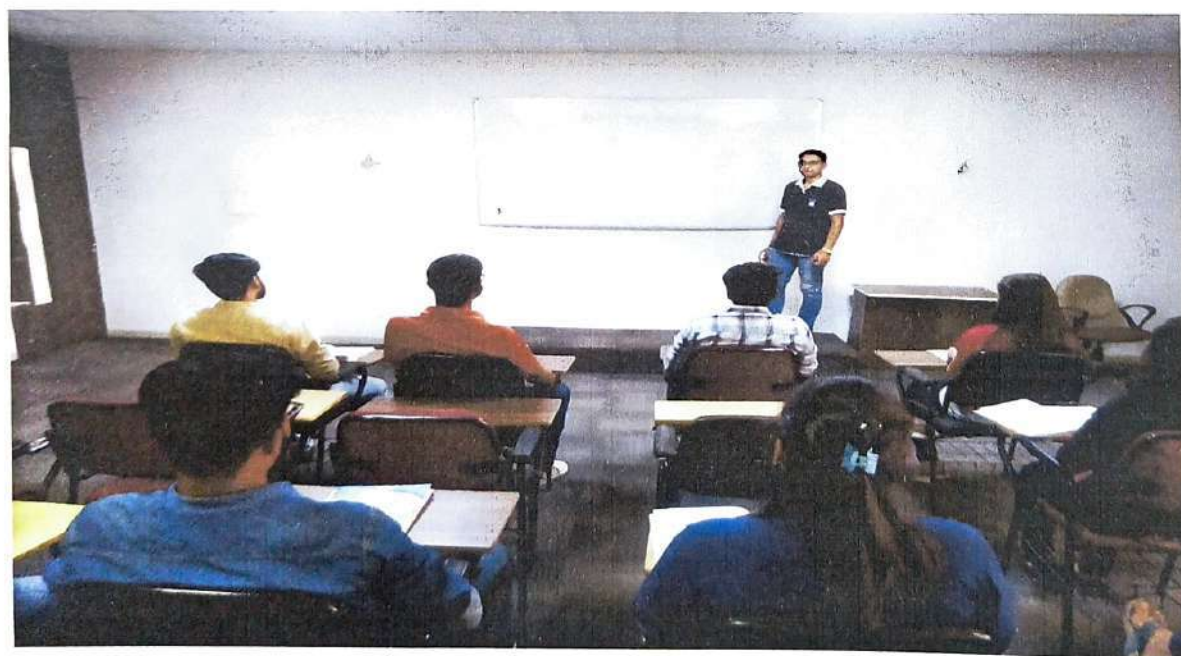
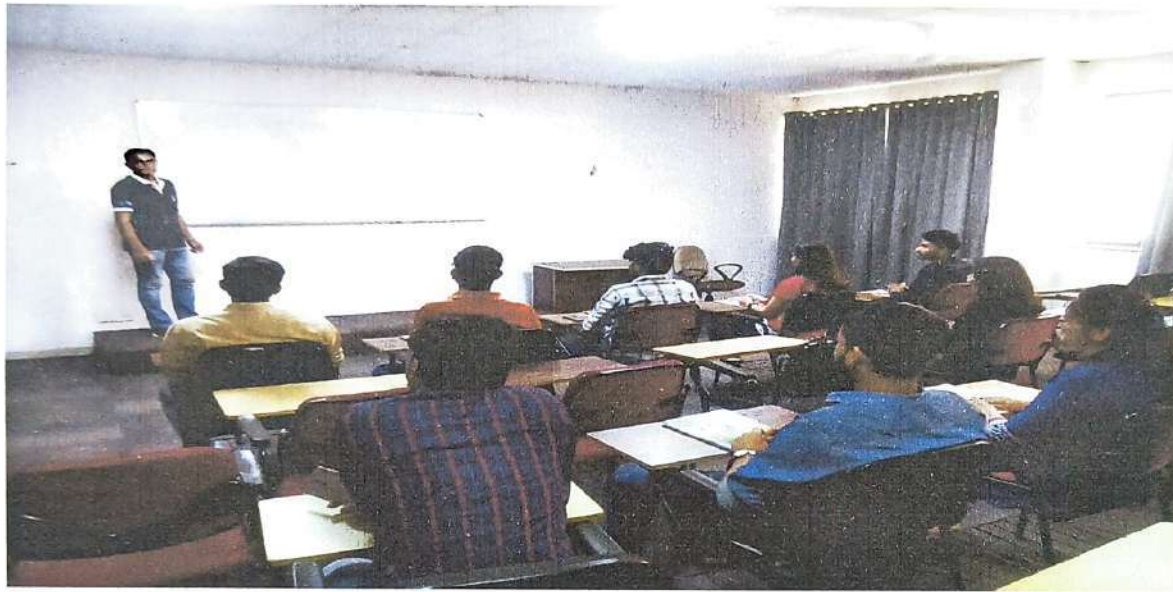
- A. 1/8      B. 1/6      C. ¼      D. 1/5      E. None of these

72. What percentage is equivalent to ⅔?

- A. 38%      B. 37 ½ %      C. 36 ½ %      D. 35 ½ %      E. 34 ½ %

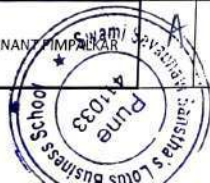


Photographs



**Attendance Sheet for Quantitative Aptitude Session Batch 19-20**

Sr. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date	Session 18 Date	Session 19 Date	Session 20 Date
		20/9	3/10	12/10	15/10	22/10	2/11	12/11	30/11	2/12	8/12	9/12	20/12	22/12	25/12	27/12	28/12	29/12	5/1	6/1	7/1
1	SIMRAN NANDKUMAR DESAI	P	P	P	A	P	P	P	A	P	P	A	A	P	P	P	P	A	A	P	P
2	VISHAL VASANT JANKAR	P	P	P	A	P	A	P	P	P	P	A	A	P	P	P	P	A	P	P	P
	SHUBHAM SUNIL CHOUUGLE	P	P	A	A	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
4	PRIYANKA SADASHIV BORCHATE	P	P	A	A	A	A	P	P	P	P	P	A	P	P	P	P	P	P	P	A
5	YOGESH RANGRAO KARANDE	A	P	A	A	A	A	P	P	P	P	P	A	P	P	P	A	P	P	A	P
6	SHIVANI PRADEEP DONGARE	A	A	P	P	A	P	P	P	P	P	P	A	P	P	P	P	P	A	P	P
7	MAYUR DATTATRAYA JADHAV	P	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	A	P	P
8	POOJA MOHANLAL CHOUHDARY	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	A	P	P	A	P
9	SAPANA SHASHIKANT WAGH	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P	A	P	P	P
10	MUGDHA ANAND DEVLEKAR	P	P	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P	P	P
11	ABHISHEK ANANT JANKAR	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	A	P





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12	SUJATA GULAB JADHAV	22/8	31/8	12/9	13/10	26/10	2/11	30/11	2/12	8/12	15/12	20/12	22/1	25/1	27/3	28/4	7/5	5/6	4/8	7/9	8/10
13	TEJAS SANJAY GHARE	P	P	A	A	A	P	P	P	A	A	P	P	P	P	A	P	P	P	P	P
14	SUJIT SAKHARAM MOTE	P	P	A	P	P	P	P	P	A	P	P	P	P	A	A	P	P	P	A	P
15	SHRADDHA DATTATRY NALAWADE	A	A	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P	P	A
16	ASHWINI SAMBHAJI KIRKAR	P	A	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	A	P
17	JAY NAMDEV SHINDE	A	P	P	A	P	P	P	P	P	P	P	P	P	P	P	A	P	P	A	P
18	SANJITA PURUSHOTTAM YADAV	A	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P
19	VINIT MADAN MORE	P	P	A	A	P	P	P	P	P	P	A	A	A	P	P	P	P	P	A	P
20	ZAMDE MAHENDRA DILIPRAO	P	P	P	A	P	P	P	P	P	A	A	P	P	A	P	P	P	P	A	P
21	VHANMANE SANGRAMSINH MAHADEO	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	A	A	P	A
22	SAMEER PRATAP WAGH	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	A	P	P	P	A
23	CHAITANYA NIVRUTTI MORE	A	P	P	P	P	A	A	P	P	P	P	A	P	P	A	A	P	P	P	A



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24	NEHA LAXMAN SHIRUDE	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	A	A
25	PRATIK PRABHAKAR BODKHE	P	A	A	P	P	P	A	P	P	P	A	P	P	P	P	P	P	A	P	P
26	VIKRAM PRAKASH JADHWAR	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P
27	GHANSHYAM NANASAHEB KAMBLE	A	P	P	P	P	P	A	P	A	P	A	P	P	P	P	P	P	P	P	P
28	SHRIRAME ABHUEET RAMRAO	P	P	P	P	A	P	P	A	P	P	P	P	P	P	P	P	P	P	P	A
29	SHOWRAB ASHOK GAVLI	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	A	A	P	P	A
30	GANESH NARAYAN OMBALE	P	A	P	A	P	P	P	A	A	P	P	P	P	P	P	P	P	A	A	P
31	PRAJKTA ARUN BANSODE	A	P	P	P	A	A	A	P	P	P	P	P	P	P	P	A	A	A	A	P
32	AKASH EKNATH WAGH	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P	A	P
33	AKSHAY BALKRISHNA NEVASE	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	A
34	PRIYANKA SHASHIKANT KAPURE	P	P	P	P	P	A	A	A	P	P				P	P	A	A	P	P	A
35	SWARANJALI SANJAY GHARE	P	P	P	P	P	P	P	P	P	P				P	P	A	A	P	P	A



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		22/5	31/5	12/6	13/6	28/6	2/7	12/7	30/7	2/8	8/8	13/8	20/8	22/8	28/8	27/8	28/8	27/8	5/6	6/8	7/9
36	SNEHAL UTTAM PAWAR	P	P	P	A	P	P	P	P	P	P	A	A	A	P	P	P	P	P	P	P
37	OMKAR HANUMANT BHAGAT	P	P	P	A	P	P	A	P	P	P	A	A	P	P	P	P	P	P	P	P
38	SOURABH TUKARAM ZAGADE	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P	P	P	P	P	A
39	SHUBHAM ANANTRAO AMBHORE	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	A	P	P	P
40	ASHWIN SUBHASH RATHOD	P	A	A	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P	A	P
41	RUSHIKESH BABASAHEB DHOKALE	P	P	P	P	A	P	P	A	A	P	P	P	A	P	P	P	P	A	P	A
42	SNEHA RAMESH DONODE	A	P	A	A	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	A
43	PRIYANKA KAILAS MAHAJAN	A	P	A	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P	P
44	AJAY RAMHARI BHOR	P	P	P	P	P	P	P	P	P	P	P	P	A	A	P	P	P	A	P	P
45	GELE SNEHAL SONYABA	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P	P
46	JUNDALE SHIVKUMAR BHIMRAO	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
47	DIPSHIKA DILIP THUL	P	A	P	A	A	A	A	A	A	A	A	A	P	P	P	P	P	P	P	P

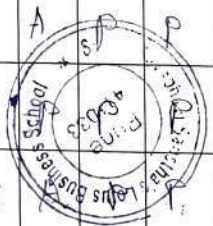




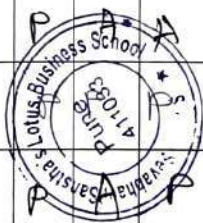
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48	RUPALI PRAFULLA MAHANT	P	P	P	P	P	P	P	P	A	A	P	P	P	P	P	P	P	A	A	A
49	TEJAS DILIP SAWANT	P	P	P	P	P	P	P	A	P	P	X	P	P	P	A	A	P	P	P	P
50	APARNA VIJAY ALASPURE	P	P	P	P	P	P	P	P	P	A	A	P	P	P	P	A	P	P	P	P
51	ABHISHEK KESHAV KUDNAR	P	P	A	P	P	P	P	P	P	P	P	P	P	A	A	P	P	A	P	P
52	AJAY TUKARAM KACHEWAD	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A	A	A	A	P
53	CHAITANYA TANAJI KHARAT	P	P	P	P	P	P	P	P	P	P	P	A	A	P	A	P	P	P	P	X
54	SNEHAL DEEPAK BAMBAL	P	P	P	P	P	P	P	P	A	A	P	P	P	P	A	P	P	P	P	A
55	ANIKET KAILASH SARYAM	P	P	P	P	P	P	P	P	A	A	A	P	P	P	P	P	P	P	P	P
56	KIRAN SARJERAO JAGDHANE	P	P	P	P	P	P	P	P	P	A	A	A	P	P	P	A	P	P	P	P
57	RAHUL SUNIL KARANDE	P	P	P	P	P	P	P	P	A	A	A	A	A	P	P	P	P	P	P	P
58	SANGMESHWAR KASHINATH PHULARI	P	P	P	P	P	P	A	A	A	P				P	P	P	P	P	P	P
59	SOLUNKE NAMOSH MADHAVRAO	P	P	P	P	P	P	P	P	P	A				P	P	P	P	P	A	A



Student Name	Session 1	Session 2	Session 3	Session 4	Session 5	Session 6	Session 7	Session 8	Session 9	Session 10	Session 11	Session 12	Session 13	Session 14	Session 15	Session 16	Session 17	Session 18	Session 19	Session 20	
	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date
60 SHUBHAM DNYANESHWARRAO KADU	22/8	31/9	12/10	15/10	28/10	2/11	30/11	2/12	8/12	9/12	20/1	22/2	24/2	27/3	28/4	7/5	3/6	6/8	7/9	23/11	
61 DHANANJAY YASHWANT POKALE	P	P	P	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P	A	P	
62 SWARNIL VISHWANATH RAUT	P	P	P	P	A	A	A	P	P	A	P	P	P	P	P	P	P	P	P	P	
63 VAIBHAV KESHAV JADHAV	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A	A	A	P
64 SHASHANK HIRALAL KALE	P	P	P	P	P	A	A	A	P	P	P	P	P	P	P	A	P	P	A	P	
65 SITARAM KALIDAS THITE	P	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P	A	P	P	
66 RAHUL HARIDAS CHAVAN	P	P	P	P	P	A	P	P	P	P	P	P	P	A	P	P	A	A	P	P	
67 SHUBHAM GURUNATH ZUNJARE	P	P	P	P	P	A	A	P	A	P	P	P	P	P	A	P	P	P	P	P	
68 SHUBHAM SUNIL RAJEGORE	P	P	P	P	P	P	A	A	P	P	P	A	P	P	P	P	P	A	A	P	
69 SHIVANI PRAKASH BODAKE	P	P	P	A	P	A	P	P	P	P	P	P	P	A	A	P	P	P	P	P	
70 KAIWALYA SUNIL KULKARNI	P	P	P	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P	
71 SANIKA PURUSHOTTAM SHINDE	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	A	P	A	

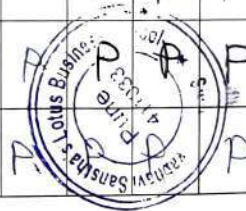


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72	KUNAL SUBHASH BHOSALE	P	P	P	P	P	P	A	P	P	A	P	P	A	P	P	P	P	P	P	P
73	AKSHAY LAXMAN BURASE	P	P	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P
74	SHITAL KISAN POKALE	P	P	P	P	P	A	A	P	P	A	P	P	P	P	A	P	P	P	A	P
75	PARDESHI APURVA RAJESH	P	P	P	P	P	A	P	A	P	P	P	P	P	A	P	P	A	P	P	P
76	ADITYA SHIVAJI THORBOLE	P	P	P	P	P	P	A	P	P	P	A	P	A	P	P	P	P	P	A	P
77	SUNIDHI SAMPATRAO PATIL	P	P	P	P	A	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P
78	AKSHAY DHANAJI KAKADE	P	P	P	P	P	P	A	A	P	P	P	P	P	P	A	P	P	P	P	P
79	ADITI MUKUNDRAO KOTHEKAR	P	P	P	P	P	P	A	P	P	A	P	P	P	P	A	P	P	P	P	P
80	VISHAL RAMBHAU SHENDGE	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A	A	P	P
81	POOJA NITIN BALLAL	P	P	P	P	P	P	P	P	P	P	P	P	P	A	A	P	P	P	P	P
82	SHAHIR JAYRAM DHAMALE	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P	A	P	P	P	P
83	RAHUL PRADIPRAO BAMBAL	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P





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84	SHITAL ASHOK LIGADE	P	P	P	P	P	P	P	A	P	P	A	P	P	P	P	P	A	P	P	P	P	
85	DIPIKA PRABHAKAR WALSE	P	P	P	P	A	P	A	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
86	PRACHI SHIVSHANKAR MADYE	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	A	P	P	P	
87	MORE TUSHAR RAVINDRA	P	P	P	A	A	P	P	P	P	P	P	P	P	P	A	P	P	P	A	P	P	
88	MAYUR ANANDRAO DHAIGUDE	P	P	P	P	A	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P	P	
89	VINAYA DATTAJI KHAIRE	P	P	P	P	P	A	A	P	P	P	P	P	P	P	A	P	P	P	P	P	P	
90	ANAGHA SHANKAR THORAT	P	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	A	P	
91	SHUBHAM DHANAJI NIMBALKAR	P	P	P	P	P	P	P	P	P	A	A	P	P	P	P	P	A	A	P	P	P	
92	RUSHIKESH DEVRAM HASE	P	P	P	P	P	P	P	P	A	P	P	P	P	A	A	P	P	P	P	P	P	
93	JAYANT SACHIN PHASE	P	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P	A	A	P	P	P	
94	SHARAD RAMNATH KALWANE	P	P	P	P	P	A	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P	
95	SHUBHAM VIJAY DEORE	P	P	P	P	P	P	P	P	P	P	A	A	A	P	P	P	P	P	P	P	P	



Sl. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date	Session 18 Date	Session 19 Date	Session 20 Date	
96	VANASHRI LAXMAN MANNOLKAR	22/8	3/9	12/9	15/10	28/10	2/11	9/11	2/12	8/12	13/12	20/12	24/1	23/1	29/1	28/1	7/5	3/6	6/8	7/5	8/10	
97	SUJIT BABURAO SHINDE	P	P	P	P	P	P	P	P	P	P	A	A	A	P	P	P	P	P	P	P	
98	MAHESH AANNAPPA CHAVAN	P	P	P	P	P	P	P	P	P	P	P	A	A	A	P	P	P	A	P	P	
99	MAHESH VAJINATH PALASKAR	P	P	P	P	P	P	H	A	P	P	A	P	P	P	P	P	A	P	P	P	
100	ROHINI TANAJIRAV KOKATE PATIL	P	P	P	P	A	A	P	H	P	P	P	P	P	P	P	P	P	P	P	P	
101	LAXMIKANT VITTHAL DONODE	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P
102	ASHISH WASUDEO MAHAJAN	P	P	P	P	P	P	P	P	A	H	A	P	P	P	P	P	P	A	P	P	P
103	MAHESH SANDIPAN SATPUTE	P	P	P	P	A	P	P	P	P	A	P	P	A	P	P	P	P	P	P	P	P
104	KOMAL RAJENDRA JAGTAP	P	P	P	P	P	P	P	P	P	P	P	A	A	P	P	P	P	A	P	P	P
105	YOGESH SUNIL NARUTE	P	P	P	P	P	A	A	P	P	P	A	P	P	P	P	P	P	P	P	P	P
106	OMKAR MACHINDRA GULDAGAD	P	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P	A	P	P
107	GAURAV PRATAP TAMBE	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	A



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108	SHWETA NANDKISHOR BORLE	P	P	P	P	P	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P
109	RESHMA GUNDAN MAKARAND	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P
110	AKSHAY KANTILAL BHUSARI	P	P	P	A	P	A	P	P	P	P	P	P	P	P	A	A	P	A	P	P
111	SURAJ BALASAHEB KALKHAIR	P	P	P	P	P	P	P	P	P	P	A	A	P	P	P	P	P	A	A	P
112	MAGAR SAGAR HARIDAS	P	P	P	P	P	P	P	P	P	P	P	P	P	A	A	A	P	P	P	P
113	CHINCHAMALATPURE ABHIJIT RAJENDRA	P	P	P	P	P	P	P	P	P	P	A	A	P	P	P	P	P	P	P	A
114	PRAMOD DHARASING RATHOD	P	P	P	A	P	P	A	P	P	P	P	A	P	P	P	P	P	A	P	P
115	GIRAMKAR SHUBHAM SAMBHAJI	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P
116	JAGDALE ADITYA DATTATRAY	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	A	P	P
117	LONDHE CHAITALI KISAN	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
118	ANANDE POONAM RAGHUNATH	P	P	P	P	A	P	P	A	P	P	P	P	P	P	P	P	P	P	P	A
119	ADARSH RAJESH BHOSALE	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	A	A





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120	VAIBHAV APPASO KHANDAGALE	22/8	3/9	12/9	18/10	28/10	2/11	30/11	2/12	8/12	19/12	20/12	22/1	28/1	27/3	2/4	7/5	5/6	6/8	7/5	8/10
121	VISHAL VILAS PUDAT	P	P	P	P	P	A	P	A	A	P	P	P	P	A	P	P	P	P	P	P
122	MEGHA VIJAYSINGH WAGH	P	P	P	P	P	A	A	P	P	P	P	P	P	A	A	P	P	P	P	P
123	LALIT SHIRISH BEHERE	P	P	P	P	A	P	P	A	P	P	P	P	A	P	P	P	<del>P</del>	<del>P</del>	<del>P</del>	A

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Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

**Synnovation 2020**

**Date: 23<sup>rd</sup> January 2020**

**Time: 10:00am onwards**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	-
6	Thanks Letter	✓



*P. Babar*  
**CHECKED AND SUBMITTED**  
**LBS- IQAC**

*P. Babar*  
 Director,  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033

Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Synnovation 2020**

**Uncovering Industry 4.0**



*Cordially invites you to*



**SCHEDULE**

10.00 - 10.30 **Inauguration Ceremony**

10.30 - 2.00 **Discourses & Q/A Session**

**Mr. Abhay Kardeguddi**  
CEO - NIVA Growth Consultants

**Mr. Karan Kabra**  
Co-Founder - Sciflor Analytics  
Co-Founder - Logibricks Technologies

**Mr. Tauseef Khan**  
Cofounder & CEO - Gramophone

**Mr. Shereef Mohammed**  
Project Lead - Farmlink Agri Distribution & Market  
Linkage Pvt. Ltd.

2.00 - 3.00 **Lunch**



**Registration Link:**  
<https://forms.gle/NCR4Sp9E4ealPWZA>

**Date** : 23rd January 2020  
**Time** : 10 am onwards  
**Venue** : Ankuran, Lotus Business School, Mumbai-Bangalore Bypass Road,  
Near Sai Expressway Petrol Pump, Punawale, Pune - 411033.

**Event Coordinators:**

Dr. Ganesh Pathak - 9730765316  
Associate Professor

Prof. Pranita Arbat - 8087111873  
Assistant Professor



**Date: 23<sup>rd</sup> January 2020**

**10.00 AM Onwards**

  
**Director**  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411033



**Activity Title:** "Synnovation 2020" (Uncovering Industry 4.0)

**Objectives:-**

- To know philosophy that imbibes the culture of innovation among the industry and academia.
- To know industry stalwarts and practicing innovators to raise the bar of the science behind innovative techniques in Agriculture field.

**Session conducted by:** .1.**Mr. Abhay Kardeguddi**

**2. Mr.Karan Kabra**

**3. Mr.Tauseef Khan**

**4. Mr. Shereef Mohammed**

**Target Audience: - All Students**

**Summary of the session:-**

**Synnovation 2020 –A Symposium of Fostering Innovation**

On 23rd January, 2020 Lotus Business School organized Synnovation 2020- A symposium on fostering Innovation. "UNCOVERING INDUSTRY 4.0" was the theme for this year. Mr.Charudutta Bodhankar (Executive Director- Lotus Business School, Pune) has gave Welcome and Introductory speech for the event. The first Key Speaker Mr.Abhay Kardeguddi (CEO- NIVA Growth Consultants) spoke on the concept and Journey of Industry 1.0 to Industry 4.0. Mr.Karan Kabra (Co-Founder: Sciffer Analytics, Co-Founder: Logibricks Technologies) was the second speaker and gave insight on how technology and data play an important role in Industry 4.0. Mr.Tauseef Khan (Co-Founder of Gramophone) gave insight of his Gramophone and how his organization works for our backbone of the country i.e. Farmers. Mr.Shareef Mohammed (Project Lead- Farmlink Agri Distribution and Market Linkage Pvt.Ltd.) discussed his business model and use of technology for people convenience. Dr.Satish Warpade (Director- Lotus Business School, Pune) proposed the vote of thanks for the event. 35 delegates from various Industries and academics attended the event.



## Key Speakers:-

### 1.Mr. Abhay Kardeguddi

(CEO-NIVA Growth Consultants)

#### Profile: -

A Consultant: Have guided about 150 + companies in MSM sector on Strategy, Sales, Marketing, Service, CRM and Entrepreneurship. A Trainer : Conducted 320 + Workshops on Sales, Marketing and CRM for diverse groups in India and Abroad. A teacher: For last 18 years i am teaching at PG level - where i believe in taking my consultancy and training learning into classroom. ( Like training n Consultancy - my teaching has also given me many 'Happy moments' ! ) An Author: Wrote 3 books on CRM for SCDL - Symbiosis Centre for distance learning. Presently, writing article series on ' Marketing mistakes Organisations make' for Sampada magazine of MCCIA. Currently, writing BPC- Business Post Corona Series on LinkedIn. An Entrepreneur: 17 years into a meaningful business of "Eco-friendly" products - karwak eco matters.

#### Photographs:-





From: **Vivek keskar** <[vivekk@lotuscentre.ac.in](mailto:vivekk@lotuscentre.ac.in)>  
 Date: Thu, Jan 9, 2020 at 11:57 AM  
 Subject: Invitation for Synnovation 2020, at Lotus Business School ,Pune  
 To: <[abhay@nivagrowth.com](mailto:abhay@nivagrowth.com)>  
 Cc: Satish Warpade <[satishw@lotuscentre.ac.in](mailto:satishw@lotuscentre.ac.in)>, Devang Joshi  
 <[devangi@lotuscentre.ac.in](mailto:devangi@lotuscentre.ac.in)>, Pushkarni Khade <[pushkarnik@lotuscentre.ac.in](mailto:pushkarnik@lotuscentre.ac.in)>

Dear Sir ,

Greetings from Lotus Business School!!!

### **From the Desk of Director,**

As per telephonic discussion with undersigned, Please find a detailed description of the Synnovation 2020, a Symposium on fostering Innovation.

**LOTUS BUSINESS SCHOOL** offers Masters Degree course in Business Administration (MBA) Affiliated to Savitribai Phule Pune University & approved by AICTE. We offer specializations in vital disciplines of Agriculture Business Management, Pharma and Healthcare Management, Business Analyst & General Management.

We at Lotus believe that only an effective amalgamation of the industry and academia will conjure up a paradigm to resolve the academic needs of this ever so progressive nation.

***“Synnovation”:A symposium on fostering innovation  
 On  
 Industry 4.0***

Innovations in the applications of cutting-edge tech are revolutionizing Industry to the extent that it is now known as the Fourth Industrial Revolution. The rise of new digital industrial technology using cyber-physical systems, the internet of things, industrial internet of things known as Industry 4.0, is a transformation that makes it possible to gather and analyze data across machines, enabling faster, more flexible, and more efficient processes.

We plan to build a culture that inculcates, facilitates and nurtures innovation through a series of discourses from eminent personalities representing diverse sectors.

The aforesaid summit will have an august gathering of approximately 60-70 Industry Delegates and Academia .

It gives me immense pleasure to invite you as a **Guest of Honour** for the event. Please mark your calendars for a date with lotus on **23rd January 2020**. Kindly treat this as an official invite. Please note that the participation is purely on Invitation only. Hence, we request you to confirm your presence as soon as possible.

**PARTICULARS: *Synnovation: A symposium on fostering innovation: Industry4 .0***

**Date :** 23rd January 2020.

**Place:** Lotus Business School. Punawale ,Pune.

**Time:** 9:00 am to 2:00 pm.

**Contact Person:** Mr. Devang Joshi. (09545810810)  
 Mr.Vivek Keskar ( 08888851323)





Let the innovations begin!

Thanks and Regards,  
**Prof.Dr. Satish Warpade**  
Director  
Lotus Business School

Happy Innovating!

Thanks & Regards,  
**Mr.Vivek Keskar**  
Head-Placement & Corporate Relations  
Lotus Business School  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 8888851323  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)

[FB\\_LotusBusinessSchool](#) [Youtube\\_LotusBusinessSchool](#) [Twitter\\_LotusBusinessSchool](#)



Contact

www.linkedin.com/in/abhay-kardeguddi-4b02216 (LinkedIn)

Top Skills

- Strategy
- Marketing
- Business Strategy

Languages

- English (Full Professional)
- Marathi (Professional Working)
- Hindi (Professional Working)

Certifications

- B2B Marketing on LinkedIn
- Marketing on LinkedIn
- Leading in Crisis

Publications

- Advanced CRM
- Customer Relationship Management
- CRM for Service Industry

# Abhay Kardeguddi

International Trainer-Consultant in Strategy, Sales, Marketing and CRM

Pune

## Summary

When people ask me - what do you do? The answer is - i am a Consultant, Trainer, Teacher, Author and an Entrepreneur.

A Consultant: Have guided about 150 + companies in MSME sector on Strategy, Sales, Marketing, Service, CRM and Entrepreneurship.

A Trainer : Conducted 320 + Workshops on Sales, Marketing and CRM for diverse groups in India and Abroad.

A teacher: For last 18 years i am teaching at PG level - where i believe in taking my consultancy and training learning into classroom.( Like training n Consultancy - my teaching has also given me many 'Happy moments' !)

An Author: Wrote 3 books on CRM for SCDL - Symbiosis Centre for distance learning. Presently, writing article series on ' Marketing mistakes Organisations make' for Sampada magazine of MCCIA. Currently, writing BPC- Business Post Corona Series on LinkedIn.

An Entrepreneur: 17 years into a meaningful business of "Eco-friendly" products - karwak eco matters.

Hobbies: Reading, Poetry, Table Tennis, Select Films and Web Series and Gardening.

And i am passionate about everything i do .... thoroughly enjoy it!

## Experience

AppRely Technologies  
 Consultant - Apprely Technologies (Monday.com Channel Partner)  
 April 2018 - Present (4 years 4 months)  
 Pune, Maharashtra, India

NIVA Growth Consultants





28 years 4 months

CEO

April 2017 - Present (5 years 4 months)

Pune Area, India

We at NIVA are into Business Consulting & Corporate Training for the past 20+ years. We provide these services with main focus on 'Growth' in areas like Sales, Marketing, Strategy, Service, CRM across various industries

Chief Executive Officer

April 1994 - Present (28 years 4 months)

Pune, Maharashtra, India

Karwak

CEO

April 1994 - Present (28 years 4 months)

Pune

Rajdeep Automation Pvt Ltd

DGM

September 1986 - April 1994 (7 years 8 months)

---

## Education

St. Paul School - Satara

(1971 - 1981)

St. Paul School, Satara





23<sup>rd</sup> January 2020

To,

Mr. Abhay Kardeguddi

(CEO-NIVA Growth Consultants)

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr. Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

+91 20 6529 1082   info@lotuscentre.ac.in   www.lotuscentre.ac.in

## Key Speakers:-

### 2. Mr. Karan Kabra

(Co-founder – Sciffer Analytics, Co-founder Logibricks Technologies)

#### Profile: -

Co-Founder at Logibricks & Reflexion AI (previously Sciffer), with rich experience and a profound passion for all things Tech with a strong focus on Deep Learning & Optimization. Strongly believe that there is no pertinent business problem that a great tech product can't solve, and here to build and provide that great tech product to our clients across industries. Empowering people to create ingenious products with the right processes and forming strong internal and external partnerships in business. Deeply involved in product vision & architecture.

#### Photographs:-





From: **Vivek keskar** <[vivekk@lotuscentre.ac.in](mailto:vivekk@lotuscentre.ac.in)>  
Date: Thu, Jan 9, 2020 at 11:52 AM  
Subject: Invitation for Synnovation 2020, at Lotus Business School , Pune  
To: <[karan.kabra@sciffer.com](mailto:karan.kabra@sciffer.com)>  
Cc: Satish Warpade <[satishw@lotuscentre.ac.in](mailto:satishw@lotuscentre.ac.in)>, Devang Joshi <[devangj@lotuscentre.ac.in](mailto:devangj@lotuscentre.ac.in)>, Pushkarni Khade <[pushkarnik@lotuscentre.ac.in](mailto:pushkarnik@lotuscentre.ac.in)>

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Mr.Vivek Keskar ( 08888851323)





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Director  
Lotus Business School

Happy Innovating!

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Tel No. +91 - 8888851323  
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[FB\\_LotusBusinessSchool](#) [Youtube\\_LotusBusinessSchool](#) [Twitter\\_LotusBusinessSchool](#)



Contact

www.linkedin.com/in/karankabra (LinkedIn)  
www.logibricks.com/ (Company)  
www.sciffer.com/ (Company)

Top Skills

Business Strategy  
Business Analysis  
Business Development

Languages

Hindi  
Marathi  
English

# Karan Kabra

Entrepreneur | B2B SaaS | AI/ML Enthusiast | Passionate About Excel  
Pune

## Summary

Co-Founder at Logibricks & Reflexion AI (previously Sciffer), with rich experience and a profound passion for all things Tech with a strong focus on Deep Learning & Optimization.

Strongly believe that there is no pertinent business problem that a great tech product can't solve, and here to build and provide that great tech product to our clients across industries.

Empowering people to create ingenious products with the right processes and forming strong internal and external partnerships in business.

Deeply involved in product vision & architecture.

## Experience

Logibricks Technologies Pvt. Ltd.  
Co-Founder  
February 2017 - Present (5 years 6 months)  
Pune Area, India



Logibricks is a tech platform for D2C companies and online sellers. It helps them in post-purchase operations such as order management, inventory & warehousing, shipping, payment reconciliation, returns, and also cataloging. Logibricks is integrated into marketplaces, shipping companies and payment gateways to provide a seamless experience to the seller. More info at <https://www.logibricks.com/>

Built a 70-member strong team as of Feb'22. Scaling to 120 people in 3 months. Raised Pre-Series A round of \$1.5M from Shiprocket. Rebuilding the tech stack and launching V2 in Apr'22. Thinking from first principles. Innovating and building things that will disrupt this space.

My responsibilities include technology, product and raising capital. Building a people-first culture.

Sciffer Analytics Pte Ltd  
Co-Founder  
April 2015 - Present (7 years 4 months)  
Singapore

Built Sciffer from scratch to a 100-member strong team comprising of data scientists, computer vision engineers, audio & speech engineers, data collection team, full stack developers, product team, and sales & marketing team.

Two product verticals:

- 1. Content, Break & Ad Scheduling for TV & Radio Broadcasters
- 2. Content Analytics Platform 'reflexion.ai' for Video Collaboration, AI based Video Tagging, and Storyboarding

Awards & Partnerships:

- Amazon AI Award
- Microsoft for Startups
- Nvidia Inception Program
- ML Elevate Winner
- Startup India
- EmergeX Top 11 Startups (Maharashtra Govt)
- Featured in CNBC Young Turks



More details at <https://www.sciffer.com/> and <https://www.reflexion.ai>

RSG Media Systems  
Director Analytics  
April 2014 - April 2015 (1 year 1 month)

Techno-functional role in product development & implementation. Gave direction to the data science and application teams to develop the product Advant having Deal & Ad Optimizer modules.

- Implemented Deal Optimizer in Viacom 18
- Implemented Ad Optimizer in Disney India

Syngenta  
Manager, Business Strategy



May 2012 - March 2014 (1 year 11 months)

Pune Area, India

Sales Strategy, Business Strategy

Worked on a number of Strategic Tech Initiatives such as Corn Inventory Optimization, Field Force Tracking, Farmer Data Capture, Digitization of Training Manuals, Map Based Reporting & Dashboards, Transport Optimization, Sales Incentive Calculator, Vendor Tools, Customer Tools, etc.

Rabobank

Summer Intern

April 2011 - May 2011 (2 months)

Mumbai

Research and Advisory

Developed Excel & PowerPoint Tools to automate the process of research & analysis of companies.

Sciffer Technologies

Founder

August 2008 - June 2010 (1 year 11 months)

Mumbai Area, India



Microsoft Excel Automation, Microsoft Excel Modelling, Advanced Excel Training, VBA Training

Conducted several MS Excel workshops in B-schools and companies. Trained over 7000 people in 2 years.

Evalueserve

Research Associate - Intellectual Property

July 2007 - July 2008 (1 year 1 month)

Gurgaon

Types of Projects undertaken: Patent Landscape Analysis, Competitive Intelligence, Business Profiling, Prior Art Search, Patentability Assessment, Patent Watch, Patent Drafting, and Secondary & Primary Research in the domains of Food Engineering, Food Technology, and Pet Care.

As a member of the team handling these requests, I was actively involved in the use of several patent and non-patent databases such as Micropatent, Delphion, Patent Café, Patent Lens, Patents.com, Scirus, Science Direct, etc.

Created an Excel toolbar 'Patent Gadgets' to automate routine work. Created an improved 'Search Interface' in Excel which was a part of every client deliverable of Landscape Analysis.

---

## Education

Indian Institute of Management, Ahmedabad

Master of Business Administration - MBA · (2010 - 2012)

Institute of Chemical Technology

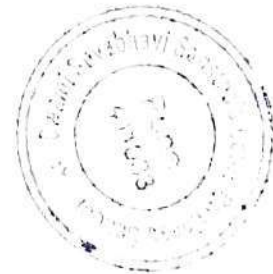
B. Tech · (2003 - 2007)

D. G. Ruparel College

HSC, Science · (2001 - 2003)

IES Bandra

Primary and Middle School · (1991 - 2001)





23<sup>rd</sup> January 2020

To,

Mr. Karan Kabra

(Co-founder – Sciffer Analytics, Co-founder Logibricks Technologies)

Subject:- Letter of Appreciation

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Dr. Satish Warpade

Director

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## Key Speakers:-

### 3. Mr. Tauseef Khan

(Co-founder and CEO-Gramophone)

#### Profile:-

Gramophone.co.in

Cofounder and CEO

April 2016 - Present (6 years 4 months) At Gramophone we strive to create a difference in farming by bringing timely information, technology and right kind of inputs to achieve better yields for farmers. Our endeavour is to bring the best products and knowledge to the farmers. Gramophone is one stop solution for all kinds of inputs for the farmers. Farmers can buy genuine crop protection, crop nutrition, seeds, implements and agri hardware at their doorstep. We believe that technology can remove information asymmetry in the agriculture system. Farmers can access localized package of practice, crop advisory, and weather information coupled with the best products to grow. This will improve the productivity and help farmers sustainably increase the income from agriculture.

#### Photographs:-



From: **Vivek keskar** <[vivekk@lotuscentre.ac.in](mailto:vivekk@lotuscentre.ac.in)>  
 Date: Thu, Jan 9, 2020 at 12:01 PM  
 Subject: Invitation for Synnovation 2020, at Lotus Business School ,Pune  
 To: <[tauseef@gramophone.in](mailto:tauseef@gramophone.in)>  
 Cc: Satish Warpade <[satishw@lotuscentre.ac.in](mailto:satishw@lotuscentre.ac.in)>, Devang Joshi  
 <[devangj@lotuscentre.ac.in](mailto:devangj@lotuscentre.ac.in)>, Pushkarni Khade <[pushkarnik@lotuscentre.ac.in](mailto:pushkarnik@lotuscentre.ac.in)>

Dear Sir ,

Greetings from Lotus Business School!!!

**From the Desk of Director,**

As per telephonic discussion with undersigned, Please find a detailed description of the **Synnovation 2020**, a Symposium on fostering Innovation.

**LOTUS BUSINESS SCHOOL** offers Masters Degree course in Business Administration (MBA) Affiliated to Savitribai Phule Pune University & approved by AICTE. We offer specializations in vital disciplines of Agriculture Business Management, Pharma and Healthcare Management, Business Analyst & General Management.

We at Lotus believe that only an effective amalgamation of the industry and academia will conjure up a paradigm to resolve the academic needs of this ever so progressive nation.

***“Synnovation”:A symposium on fostering innovation  
 On  
 Industry 4.0***

Innovations in the applications of cutting-edge tech are revolutionizing Industry to the extent that it is now known as the Fourth Industrial Revolution. The rise of new digital industrial technology using cyber-physical systems, the internet of things, industrial internet of things known as Industry 4.0, is a transformation that makes it possible to gather and analyze data across machines, enabling faster, more flexible, and more efficient processes.

We plan to build a culture that inculcates, facilitates and nurtures innovation through a series of discourses from eminent personalities representing diverse sectors.

The aforesaid summit will have an august gathering of approximately 60-70 Industry Delegates and Academia .

It gives me immense pleasure to invite you as a **Guest of Honour** for the event. Please mark your calendars for a date with lotus on **23rd January 2020**. Kindly treat this as an official invite. Please note that the participation is purely on Invitation only. Hence, we request you to confirm your presence as soon as possible.

**PARTICULARS: *Synnovation: A symposium on fostering innovation: Industry4 .0***

**Date :** 23rd January 2020.

**Place:** Lotus Business School. Punawale ,Pune.

**Time:** 9:00 am to 2:00 pm.

**Contact Person:** Mr. Devang Joshi. (09545810810)  
 Mr.Vivek Keskar ( 08888851323)



Let the innovations begin!

Thanks and Regards,  
**Prof.Dr. Satish Warpade**  
Director  
Lotus Business School

Happy Innovating!

Thanks & Regards,

**Mr.Vivek Keskar**  
Head-Placement & Corporate Relations  
Lotus Business School  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 8888851323  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)

[FB LotusBusinessSchool](#) [Youtube LotusBusinessSchool](#) [Twitter LotusBusinessSchool](#)





## Contact

[www.linkedin.com/in/tauseef-khan2016](http://www.linkedin.com/in/tauseef-khan2016) (LinkedIn)  
[www.gramophone.in](http://www.gramophone.in) (Company)  
[www.gramophone.in](http://www.gramophone.in) (Company)

## Top Skills

Market Entry  
Market Research  
Benchmarking

## Languages

English (Native or Bilingual)  
Hindi (Native or Bilingual)

# Tauseef Khan

Hiring for Sales, Operations and Technology  
Gurugram

## Experience

Gramophone.co.in  
Cofounder and CEO  
April 2016 - Present (6 years 4 months)

At Gramophone we strive to create a difference in farming by bringing timely information, technology and right kind of inputs to achieve better yields for farmers. Our endeavour is to bring the best products and knowledge to the farmers. Gramophone is one stop solution for all kinds of inputs for the farmers. Farmers can buy genuine crop protection, crop nutrition, seeds, implements and agri hardware at their doorstep.

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CropIn Technology  
Vice President - New Initiatives  
September 2015 - March 2016 (7 months)  
Bengaluru Area, India

Aspada Investments  
Investment Professional  
April 2014 - August 2015 (1 year 5 months)

Indian Institute of Management, Ahmedabad  
Recruitment Secretary  
November 2012 - March 2014 (1 year 5 months)

Omnivore Partners  
Summer Intern  
April 2013 - June 2013 (3 months)

Frost & Sullivan



Research Analyst, Chemicals, Materials & Food  
June 2011 - May 2012 (1 year)

John Deere  
Associate Product Engineer  
July 2009 - February 2011 (1 year 8 months)

McCain Foods  
Internship  
May 2007 - July 2007 (3 months)  
Ahmedabad

---

## Education

IIM Ahmedabad  
· (2012 - 2014)

Indian Institute of Technology, Kharagpur  
Bachelor of Technology, Agricultural and food engineering · (2005 - 2009)

Dr virendra Swarup Education Center  
· (1992 - 2004)





23<sup>rd</sup> January 2020

To,

*Mr. Tauseef Khan*

(Co-founder and CEO-Gramophone)

Subject: - Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr. Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

☎ +91 20 6529 1082    ✉ info@lotuscentre.ac.in    🌐 www.lotuscentre.ac.in





**Key Speakers:-**

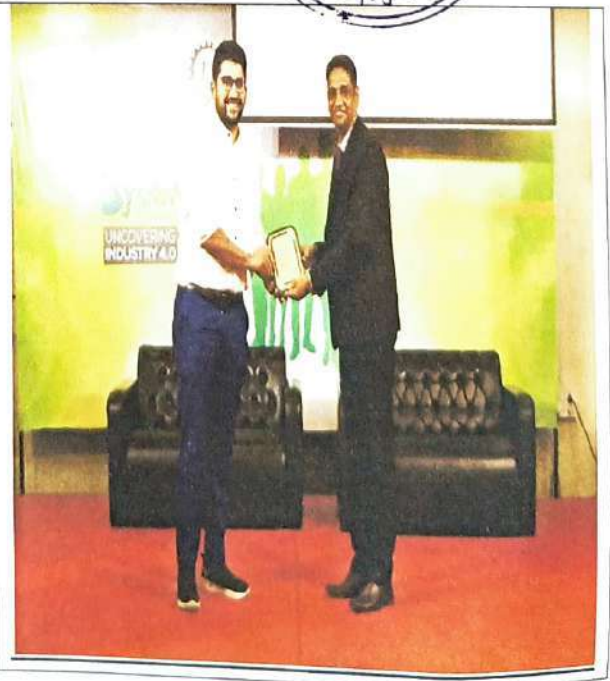
**4. Mr. Shereef Mohammed**

**(Project Lead:-Farmlink Agri Distribution and Market Linkage Pvt Ltd.)**

**Experience**

Logibricks Technologies Private Limited  
Co-Founder September 2020 - Present (1 year 11 months)  
Pune, Maharashtra, India

Logibricks is a SaaS software for companies selling direct to consumers(D2C). The Logibricks platform enables D2C brands to run their operations smoothly. It helps them with below:- Consolidating orders from all marketplaces & showing them on a single platform- Order servicing (packaging, shipment, delivery) through integration with shipping companies- Payment reconciliation, refunds, etc. through integration with payment gateways- Consumer analytics & engagement- Purchase, inventory management & accounting.



394

From: **Vivek keskar** <[vivekk@lotuscentre.ac.in](mailto:vivekk@lotuscentre.ac.in)>  
Date: Thu, Jan 9, 2020 at 11:35 AM  
Subject: Invitation for Synnovation 2020 at Lotus Business School ,Pune  
To: <[shereef.mohammed@farmalink.in](mailto:shereef.mohammed@farmalink.in)>  
Cc: Satish Warpade <[satishw@lotuscentre.ac.in](mailto:satishw@lotuscentre.ac.in)>, Devang Joshi  
<[devangj@lotuscentre.ac.in](mailto:devangj@lotuscentre.ac.in)>, Pushkarni Khade <[pushkarnik@lotuscentre.ac.in](mailto:pushkarnik@lotuscentre.ac.in)>

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**Place:** Lotus Business School. Punawale ,Pune.

**Time:** 9:00 am to 2:00 pm.

**Contact Person:** Mr. Devang Joshi. (09545810810)  
Mr.Vivek Keskar ( 08888851323)

Let the innovations begin!

Thanks and Regards,

**Prof.Dr. Satish Warpade**

Director

**Lotus Business School**

**Happy Innovating!**





Contact

www.linkedin.com/in/shereef-mohammed-673377116 (LinkedIn)

Top Skills

- Teamwork
- English
- International Relations

Languages

- English (Native or Bilingual)
- Hindi (Native or Bilingual)
- Malayalam (Native or Bilingual)

# Shereef Mohammed

Co-Founder at Logibricks Technologies | #ONDC  
Pune

## Summary

figuring out.

## Experience

**Logibricks Technologies Private Limited**  
**Co-Founder**  
 September 2020 - Present (1 year 11 months)  
 Pune, Maharashtra, India

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It helps them with below:

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- Order servicing (packaging, shipment, delivery) through integration with shipping companies
- Payment reconciliation, refunds, etc. through integration with payment gateways
- Consumer analytics & engagement
- Purchase, inventory management & accounting

### Innoterra

**Project Lead**  
 March 2020 - September 2020 (7 months)  
 Mumbai, Maharashtra, India

Pioneering Ventures (PV) is a venture development firm specialized in creating large-scale and low-risk businesses in under-served sectors in India. The PV team of entrepreneurial investors are based in Zurich and Mumbai. Four ventures have been developed over the decade with investments of more than USD 100 Million in association with global partners to share our common vision towards rural prosperity.





**FarmLink****Project Lead**

January 2019 - March 2020 (1 year 3 months)

Mumbai Area, India

Set up the Kirana and Direct to consumer division operations for Farmlink (Incubated by Pioneering Ventures) . Established the business processes, operations and built the entire team.

**Norfishco****Business Project Lead**

November 2017 - December 2018 (1 year 2 months)

Dubai, United Arab Emirates

Started up and set business processes. operations in the middle east for seafood technology adoption and expansion. With focus on all GCC countries.

**Innoterra****Project Associate**

September 2016 - October 2017 (1 year 2 months)

Pioneering Ventures (PV) is a venture development firm specialized in creating large-scale and low-risk businesses in under-served sectors in India. The PV team of entrepreneurial investors are based in Zurich and Mumbai. Four ventures have been developed over the decade with investments of more than USD 100 Million in association with global partners to share our common vision towards rural prosperity.

**Morey's Piers, Beachfront Water Parks & Resorts****Summer Staff**

June 2012 - September 2012 (4 months)

Wildwood, New Jersey, USA

**Education**

SP Jain School of Global Management - Dubai, Mumbai, Singapore & Sydney

Master's degree · (2015 - 2016)

University of Nottingham

Bachelor's degree, Accounting and Finance · (2012 - 2015)

23<sup>rd</sup> January 2020

To,

Mr. Shereef Mohammed

(Project Lead:-Farmlink Agri Distribution and Market Linkage Pvt Ltd.)

Subject: - Letter of Appreciation

Dear Sir,

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Director

Lotus Business School, Punwale, Pune -33



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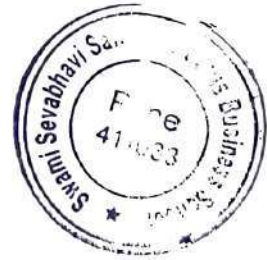
**Synnovation 2020**  
**Date: 23rd January 2020**  
**Time: 10:00am onwards**

SR No	Students Name	Attendance
1	SIMRAN NANDKUMAR DESAI	P
2	VISHAL VASANT JANKAR	P
3	SHUBHAM SUNIL CHOUGULE	P
4	PRIYANKA SADASHIV BORCHATE	P
5	YOGESH RANGRAO KARANDE	P
6	SHIVANI PRADEEP DONGARE	P
7	MAYUR DATTATRAYA JADHAV	P
8	POOJA MOHANLAL CHOUDHARY	P
9	SAPANA SHASHIKANT WAGH	P
10	MUGDHA ANAND DEVLEKAR	P
11	ABHISHEK ANANT PIMPALKAR	P
12	SUJATA GULAB JADHAV	P
13	TEJAS SANJAY GHARE	A
14	SUJIT SAKHARAM MOTE	P
15	SHRADDHA DATTATRY NALAWADE	P
16	ASHWINI SAMBHAJI KIRKAR	P
17	JAY NAMDEV SHINDE	A
18	SANJITA PURUSHOTTAM YADAV	P
19	VINIT MADAN MORE	P
20	ZAMDE MAHENDRA DILIPRAO	A
21	VHANMANE SANGRAMSINH MAHADEO	P
22	SAMEER PRATAP WAGH	P
23	CHAITANYA NIVRUTTI MORE	P
24	NEHA LAXMAN SHIRUDE	P
25	PRATIK PRABHAKAR BODKHE	P
26	VIKRAM PRAKASH JADHWAR	A
27	GHANSHYAM NANASAHEB KAMBLE	P
28	SHRIRAME ABHIJEET RAMRAO	P
29	SHOWRAB ASHOK GAVLI	P
30	GANESH NARAYAN OMBALE	P





31	PRAJKTA ARUN BANSODE	A
32	AKASH EKNATH WAGH	P
33	AKSHAY BALKRISHNA NEVASE	P
34	PRIYANKA SHASHIKANT KAPURE	P
35	SWARANJALI SANJAY GHARE	P
36	SNEHAL UTTAM PAWAR	P
37	OMKAR HANUMANT BHAGAT	A
38	SOURABH TUKARAM ZAGADE	P
39	SHUBHAM ANANTRAO AMBHORE	P
40	ASHWIN SUBHASH RATHOD	P
41	RUSHIKESH BABASAHEB DHOKALE	P
42	SNEHA RAMESH DONODE	P
43	PRIYANKA KAILAS MAHAJAN	P
44	AJAY RAMHARI BHOR	P
45	GELE SNEHAL SONYABA	P
46	JUNDALE SHIVKUMAR BHIMRAO	P
47	DIPSHIKA DILIP THUL	P
48	RUPALI PRAFULLA MAHANT	P
49	TEJAS DILIP SAWANT	P
50	APARNA VIJAY ALASPURE	P
51	ABHISHEK KESHAV KUDNAR	P
52	AJAY TUKARAM KACHEWAD	P
53	CHAITANYA TANAJI KHARAT	A
54	SNEHAL DEEPAK BAMBAL	P
55	ANIKET KAILASH SARYAM	P
56	KIRAN SARJERAO JAGDHANE	P
57	RAHUL SUNIL KARANDE	P
58	SANGMESHWAR KASHINATH PHULARI	A
59	SOLUNKE NAMOSH MADHAVRAO	P
60	SHUBHAM DNYANESHWARRAO KADU	P
61	DHANANJAY YASHWANT POKALE	P
62	SWAPNIL VISHWANATH RAUT	P
63	VAIBHAV KESHAV JADHAV	P
64	SHASHANK HIRALAL KALE	P
65	SITARAM KALIDAS THITE	P



66	RAHUL HARIDAS CHAVAN	P
67	SHUBHAM GURUNATH ZUNJARE	P
68	SHUBHAM SUNIL RAJEGORE	P
69	SHIVANI PRAKASH BODAKE	P
70	KAIWALYA SUNIL KULKARNI	P
71	SANIKA PURUSHOTTAM SHINDE	P
72	KUNAL SUBHASH BHOSALE	P
73	AKSHAY LAXMAN BURASE	P
74	SHITAL KISAN POKALE	P
75	PARDESHI APURVA RAJESH	A
76	ADITYA SHIVAJI THORBOLE	P
77	SUNIDHI SAMPATRAO PATIL	P
78	AKSHAY DHANAJI KAKADE	A
79	ADITI MUKUNDRAO KOTHEKAR	P
80	VISHAL RAMBHAU SHENDGE	P
81	POOJA NITIN BALLAL	P
82	SHAHIR JAYRAM DHAMALE	P
83	RAHUL PRADIPRAO BAMBAL	P
84	SHITAL ASHOK LIGADE	P
85	DIPIKA PRABHAKAR WALSE	P
86	PRACHI SHIVSHANKAR MADYE	P
87	MORE TUSHAR RAVINDRA	P
88	MAYUR ANANDRAO DHAIGUDE	A
89	VINAYA DATTAJI KHAIRE	P
90	ANAGHA SHANKAR THORAT	P
91	SHUBHAM DHANAJI NIMBALKAR	P
92	RUSHIKESH DEVRAM HASE	P
93	JAYANT SACHIN PHASE	A
94	SHARAD RAMNATH KALWANE	P
95	SHUBHAM VIJAY DEORE	P
96	VANASHRI LAXMAN MANNOLKAR	P
97	SUJIT BABURAO SHINDE	P
98	MAHESH AANNAPPA CHAVAN	P
99	MAHESH VAIJINATH PALASKAR	P
100	ROHINI TANAJIRAV KOKATE PATIL	P



101	LAXMIKANT VITTHAL DONODE	P
102	ASHISH WASUDEO MAHAJAN	P
103	MAHESH SANDIPAN SATPUTE	P
104	KOMAL RAJENDRA JAGTAP	P
105	YOGESH SUNIL NARUTE	P
106	OMKAR MACHINDRA GULDAGAD	P
107	GAURAV PRATAP TAMBE	A
108	SHWETA NANDKISHOR BORLE	P
109	RESHMA GUNDAN MAKARAND	P
110	AKSHAY KANTILAL BHUSARI	P
111	SURAJ BALASAHEB KALKHAIR	P
112	MAGAR SAGAR HARIDAS	P
113	CHINCHAMALATPURE ABHIJIT RAJENDRA	A
114	PRAMOD DHARASING RATHOD	P
115	GIRAMKAR SHUBHAM SAMBHAJI	P
116	JAGDALE ADITYA DATTATRAY	P
117	LONDHE CHAITALI KISAN	P
118	ANANDE POONAM RAGHUNATH	P
119	ADARSH RAJESH BHOSALE	P
120	VAIBHAV APPASO KHANDAGALE	P
121	VISHAL VILAS PUDAT	P
122	MEGHA VIJAYSINGH WAGH	P
123	LALIT SHIRISH BEHERE	P







Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership


Career counselling session on  
 B2B (Business to Business) Marketing Strategy for Rural and Agri Business Management

Date: 21<sup>th</sup> September 2018

11.00 AM Onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	✓
6	Thanks Letter	✓



  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033

  
 CHECKED AND SUBMITTED  
 LBS- IQAC



Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Career counselling session on**  
**B2B (Business to Business) Marketing Strategy for Rural and**  
**Agri Business Management**  
**Batch 2018-19**



*[Signature]*  
Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033

**Activity Title:** Career counseling session on B2B (Business to Business) Marketing Strategy for Rural and Agri Business Management.

**Objectives:**

1. To gets insight about B2B selling for Rural and Agri Business Management specialization students.
2. To know various technique to upgrade career in Agri industry after MBA.

**Session conducted By:** Mr.Sagar Desai

**Designation:** General Manager

**Organization:** Olam Food Ingrediants Ltd.

**Guest Profile:** Mr.Sagar Desai



Humble upbringing in a small farming family, constant desire to achieve greater heights in life, and perseverance against several odds define Sagar's personality. His core strength is B2B and Institutional business development in domestic as well as overseas markets. He is currently working with Olam International handling the Cocoa business for India. His responsibilities include building strategic direction for the business, managing P&L and contract book, building B2B business relationships, and leading the operations team. He is leading the Sales and Business Development for more than 20 large key accounts for the entire Olam Food Ingredients portfolio which includes Cocoa, Edible Nuts, Spices and Sugar. His areas of expertise include:- Building long term business relationships/partnerships, - Developing new businesses from scratch- Developing customized products and services to satisfy customer needs,- Managing overseas offices/operations from India, - Managing operations, logistics, warehousing, import/exports logistics etc.

**Target Audience:** All Students

**Summary of Session:** To get insight about B2B selling Lotus Business School had organized session on B2B Selling and Marketing strategies on 27<sup>th</sup> September 2018 for Rural and Agri Business Management specialization students. For this session LBS invited Mr. Sagar Desai, IIM Ahmedabad Alumnus. He discussed about Business to Business marketing concept and explained the sales process from finding the prospective customer to closing the sales with various case studies.



### Photographs





Dear Sagar Sir,

Greetings!!!

Subject- Invitation for Webinar schedule on Friday 21th September 2018 (11:00AM onwards)

This is in reference with the above mentioned subject our college is planning a program under the title of Career counseling session on "B2B (Business to Business) Marketing Strategy for Rural and Agri Business Management." That is scheduled on Friday 21th September 2018. We would like to invite you as a guest speaker. In which you will be given the opportunity to express your views and it will be an honor for us. It was a pleasure discussing with you about various aspects of MBA education. Details of the Session are as follows,

**Date & Time :** 21th September 2018 (11:00AM onwards )

**Audience:** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic :** " "B2B (Business to Business) Marketing Strategy foRural and Agri Business Management."

Looking forward...

Thanks & Regards,  
Mr.Devang Joshi  
Head-Placement & Corporate Relations  
**Lotus Business School**  
Punawale Campus,  
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Tel No. +91 - 95458 10810  
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Contact

www.linkedin.com/in/sagar-desai-74b1878 (LinkedIn)

Top Skills

- Intellectual Property
- Marketing
- Business Strategy

Languages

- Marathi
- Hindi

# Sagar Desai

Sales and Business Development Leader | P&L Owner | IIMA | Key Accounts Management | UDCT Food Tech  
Mumbai

## Summary

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His areas of expertise include:

- Building long term business relationships/partnerships,
- Developing new businesses from scratch
- Developing customized products and services to satisfy customer needs,
- Managing overseas offices/operations from India,
- Managing operations, logistics, warehousing, import/exports logistics etc.

He has worked with Mapro Foods, leading company's International Business and Key Accounts Business. He was responsible for entire operations of International Business viz. Sales, Logistics, Documentation, and Compliance (DGFT, Banking).

With Excel Crop Care, He was responsible for export business in Asia Pacific and Middle East regions. He developed several new customers in Central America and Andean region.





Elected placement secretary for PGP-FABM at IIMA, he was responsible for all placement related activities for 2 batches.

At ITC, He developed price forecasting and procurement models for three spices (8 varieties) using fundamental and technical analysis. His exceptional performance during the summer internship fetched him a Pre-Placement Offer (PPO) from ITC.

At Pangea3, he developed automation tools that increased efficiency by about 10% to 25%. He also designed improvements to the client deliverables which resulted in additional revenue of about 5% to 10% per project delivered.

At Evalueserve, he was a benchmark performer in the IP team of around 250 people with an annual performance rating of 1. He was a consistent academic performer and has presented seven technical review papers at international and national level symposiums across India.

He is very passionate about outdoor sports and has represented several teams in Cricket and Volleyball.

---

## Experience

ofi  
1 year 4 months  
General Manager  
April 2022 - Present (4 months)  
Mumbai, Maharashtra, India

Deputy General Manager  
April 2021 - March 2022 (1 year)  
Mumbai, Maharashtra, India

Olam  
Senior Manager  
October 2017 - March 2021 (3 years 6 months)

Mapro Foods Pvt Ltd  
Head - International and Key Accounts Business





May 2015 - September 2017 (2 years 5 months)

Pune Area, India

Responsible for Sales and Business Development activities in International markets as well as for Key Accounts business in India

Completely responsible for entire operations of International Business viz. Sales, Export Logistics, pre and post-shipment Documentation, and Compliance (DGFT, Banking)

Lead General Trade sales team in India for a period just shy of an year - team of 150 people across India

**Excel Crop Care Ltd**

Deputy General Manager - International Business

April 2011 - May 2015 (4 years 2 months)

Mumbai Area, India

Responsible for exports business in Asia Pacific and Middle east region

Working on business development activities in Central American and Andean region countries

Work mainly includes developing exports business through developing new customers, managing existing customer relationships, travelling to different markets for business

**IIM Ahmedabad**

Secretary - Student Placement Committee for PGP-ABM

May 2009 - March 2011 (1 year 11 months)

Secretary, Student Placement Committee for PGP-ABM

Second Year Student of PGP-ABM

- 1. Responsible for all placement activities of 2 batches for PGP-ABM programme
- 2. Work includes leading a team of 3 people, pitching to firms, coordinating and managing all placement related activities on campus, formulating placement related policies
- 3. Successfully placed first year batch for Summer Internships within 3 days with each student receiving more than 1.25 offers each in diverse roles ranging from Marketing, Business Development, Financial Advisory, SCM, Procurement, Niche Consulting

**ITC Ltd**

Summer Intern, ITC Ltd, ABD-ILTD (Spices Business), Guntur





April 2010 - June 2010 (3 months)

1. Worked on a project titled 'To develop a procurement model for spices incorporating forecasting and risk management techniques'
2. Conducted fundamental and technical analysis of three spices namely Chilli (4 varieties), Turmeric (3 varieties), and Coriander (1 variety); visited spot markets; interviewed market participants; and studied the historical price behaviour for each variety
3. Developed price forecasting and procurement models using time series models that best explain the price behaviour
4. Secured a Pre-Placement Offer (PPO) from ITC for exceptional performance during the summer internship

Pangea3

Senior Specialist - Intellectual Property

June 2007 - May 2009 (2 years)

1. Responsible for IP Research and Analysis projects in Food technology and processing, Dairy technology, Biochemistry, Biotechnology, Microbiology, Pharmaceuticals, and Polymers domains with varying project duration from 10 hours to 500 hours
2. Managed teams with variable team size ranging from 2 to 5 team members on different projects
3. Developed innovations that improved work product quality and resulted in additional revenue of around 5% to 10%
4. Developed automation tools that improved the time efficiency by around 10% to 25% based on the total project execution time
5. Prepared and administered training modules and presentations related to various Intellectual Property aspects to the group
6. Successfully completed a certificate course titled 'General Course on Intellectual Property' administered by WIPO Academy

Evalueserve

Research Associate - Intellectual Property

May 2006 - May 2007 (1 year 1 month)

1. Managed a client relationship that resulted in Full Time Engagement contract and revenues of about 8000 USD per month
2. Secured an annual performance rating of 1 for benchmark performance among 200 employees in Evalueserve's IP division
3. Worked on projects like 'Life Cycle Management of Drugs', 'Have-Need Analysis' and delivered customized solutions





- 4. Worked on development of a new work product named 'Competitive Intelligence Dashboard' which has been a success
- 5. Commended by manager for highest quality work products, consistency, readiness to work on challenging projects, planning, and fine execution

**Hindustan Coca-Cola Beverages Private Limited**  
Trainee

May 2005 - June 2005 (2 months)

- 1. Worked mainly in Quality Assurance department
- 2. Worked on a project related to Bottle Store Room management

**Kellogg India Private Limited**  
Trainee

May 2004 - June 2004 (2 months)

Worked on a project related to study of ash, alcoholic acidity, and moisture meter standardization for RTE Cereal Products and Cereal Flours

---

**Education**

Indian Institute of Management Ahmedabad  
PGP-ABM, Agri-Business Management · (2009 - 2011)

Institute of Chemical Technology (ICT), University of Mumbai  
B. Tech., Food Technology and Engineering · (2002 - 2006)



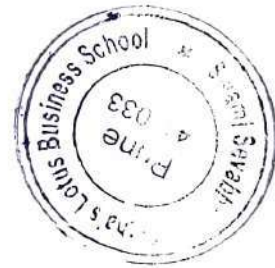
Carrer counselling session on  
B2B (Business to Business) Marketing Strategy for Rural and Agri Business Management  
Date: 27th September 2018  
11.00 AM Onwards

SR No	Students Name	Attendance
1	GUNJAL RUPALI SAHEBRAO	P
2	JANGAM RUSHIKESH SHIVKUMAR	P
3	JAWARE BHAGYASHRI RAVINDRA	P
4	BHAGWAT ASHOK PATIL	P
5	ABHISHEK HARISH PATKI	P
6	ROHIT RANGNATH GHODKE	A
7	SAURABH GANESH KALE	P
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57	MANE AKSHAY SUNIL	P
58	BANDE GAJANAN NAMDEV	A
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63	IMRAN MOHMAD HANIB SHAIKH	P
64	SANDEEP SUNIL KENJALE	P
65	KAPIL ISHWAR SONI	P
66	WAGH SUYOG NANDARAM	P





67	LALGE SMITA GANGADHAR	P
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117	GAHIWADE TEJAS SURYAKANT	A
118	SWAPNIL JAGANNATH DOIFODE	P
119	BHARAT BABURAO GANGALEWAD	P



21<sup>st</sup> September 2018

To,

Mr.Sagar Desai

General Manager

Olam Food Ingrediants Ltd.

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

✓ Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

☎ +91 20 6529 1082    ✉ info@lotuscentre.ac.in    🌐 www.lotuscentre.ac.in







Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

**Career counselling session on**

**B2C (Business to Customer) Marketing Strategy for Rural and Agri Business Management**

**Date: 27<sup>th</sup> September 2018**

**11.00 AM Onwards**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	✓
6	Thanks Letter	✓



*[Signature]*  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033

*[Signature]*  
**CHECKED AND SUBMITTED**  
**LBS- IQAC**




Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Career counselling session on**

**B2C (Business to Customer) Marketing Strategy for Rural and  
Agri Business Management**

**Batch 2018-19**



  
Director  
**Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033**

**Activity Title:** Career counseling session on B2C (Business to Customer) Marketing Strategy for Rural and Agri Business Management.

**Objectives:**

1. To give practical exposure towards sales of various products of the Anandghana Industries
2. To know practical experience of B2C Selling at Pimpri Chinchwad Municipal Corporation area.

**Session conducted By::-** Mr. G.R. Kadam

**Designation:** Director

**Organization:** Anandghana Industries.

**Overview**

The focus of the company has always been value addition to the farmer's produce, which in turn helps the farmers, who earn more profits and improve their standard of living. The company also realized that sometimes the farmers face many problems in the times of low productivity and hence low incomes. To give them a helping hand, ANANDGHANA INDUSTRIES has developed a new technology of dehydration of Fruits, Vegetables, leaves & sprouted grains. The company buys pure raw materials from farmers at good rates, which in turn gives them financial assistance. The new plant is in the Beautiful serene village of the "Nhavare" and It has the latest technology, set of equipment and all parameters of safety, Hygiene and health are followed. The Products are 100% Natural and Pure, residues & bacteria free, No Chemicals or Preservatives or added Colors. The Social initiative of Anandghana Industries' a Rural development, Health for all and Women Empowerment.

**Target Audience:** All Students





**Summary of Session:** Lotus Business School organized interactive session with Mr. G.R. Kadam, Director, Anandghana Industries on 21<sup>st</sup> September 2018. This lecture was organized to give practical exposure towards sales of various products of the Anandghana Industries; during the lecture he discussed the product range and the benefits of the product. He also shared his knowledge and experience with management students. On 22<sup>nd</sup> September 2018 students of Rural and Agri Business Management Specialization got practical experience of B2C Selling at Pimpri Chinchwad Municipal Corporation area.

### Photographs





Dear Sir,

Greetings!!!

Subject- Invitation for Webinar schedule on Thursday 27<sup>th</sup> September 2018 (11:00AM onwards)

This is in reference with the above mentioned subject our college is planning a program under the title of Career counseling session on "B2B (Business to Customer) Marketing Strategy for Rural and Agri Business Management." That is scheduled on Thursday 27<sup>th</sup> September 2018. We would like to invite you as a guest speaker. In which you will be given the opportunity to express your views and it will be an honor for us. It was a pleasure discussing with you about various aspects of MBA education. Details of the Session are as follows,

**Date & Time:** 27<sup>th</sup> September 2018 (11:00AM onwards)

**Audience:** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharm, B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic :** "B2B (Business to Customer) Marketing Strategy for Rural and Agri Business Management."

Looking forward...

Thanks & Regards,  
Mr. Devang Joshi  
Head-Placement & Corporate Relations  
**Lotus Business School**  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 95458 10810  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



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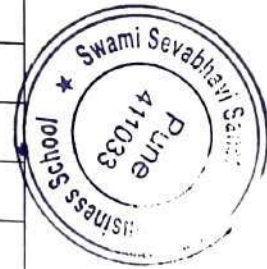
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66	WAGH SUYOG NANDARAM	A
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119	BHARAT BABURAO GANGALEWAD	A







27<sup>st</sup> September 2018

To,

Mr.G.R.Kadam

Director  
Anandghana Industries.

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

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Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

**Career counselling session on**  
**"Six Sutras to Get the Most Out of Your MBA"**

**Date: Saturday, 06<sup>th</sup> October 2018**

**11.00 AM Onwards**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	✓
6	Thanks Letter	✓

  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune 411 032

  
**CHECKED AND SUBMITTED**  
**LBS- IQAC**





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Career counselling session on**  
**Six Sutras to Get the Most Out of Your MBA**  
**Batch 2018-19**



*[Signature]*  
Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033



**Activity Title:** "Six Sutras to Get the Most Out of Your MBA"

**Objectives:**

- To know six sutras to get most out of MBA.
- To know how to utilised MBA education to grow in career.
- To know importance of communication in MBA.

**Session conducted By:** Mr.Soham Wagh

**Designation:** TEDx Speaker

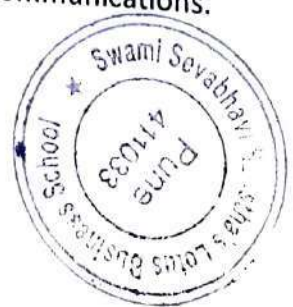
**Guest Profile:** Mr.Soham Wagh

Global Pharma Marketing | GSK | TEDx Speaker | 3x International Speaker  
Mumbai

**Summary**

I am Pharma Marketing professional with 18+ years of experience in global and country level roles. Currently working as the Global Marketing Lead for GSK's Cephalosporin Portfolio, responsible for end to end strategy generation and implementation of key global initiatives across leading countries. GSK is the world's leading player within overall Antibiotics and Oral Cephalosporins. Zinnat (Cefuroxime axetil) achieved No.1 rank globally and in Emerging Markets within Oral Cephalosporins under my leadership. I have done a short international stint in Latin America. Prior to GSK, I have extensively worked in country specific roles in reputed companies like Sanofi, Organon-Schering Plough, Lupin, Cipla and Eli Lilly. I have worked across diverse therapy areas like Anti-infectives, Neurology, Psychiatry, Hormone Replacement Therapy, Cardiology and Diabetes. While working in these therapy areas, I have successfully launched new brands and revived legacy brands as well.

**Summary of Session:** Today we have conducted career counselling session on "Six Sutras to Get the Most Out of Your MBA" for that We have invited Mr.Soham Wagh to conduct the session. Through this session Soham sir has guide the students about how good communication skill is important in MBA education. Industry constantly comes up with new ideas for packaging, marketing, advertising, and communicating their brands. He has also explained how MBA degree is the minimum qualification needed to be a part of this industry for leading the roles in junior management, brand marketing, or finance parts. The sector certainly offers plentiful opportunities to those seeking rewarding and growing job opportunities. In industry, there is a constant need for fresh and exciting ideas relating to product packaging, advertising, marketing, and communications.



### Photographs







Dear Soham Sir,

Greetings!!!

Subject- Invitation for Career counselling session on Saturday, 06<sup>th</sup> October 2018( 11.00 AM Onwards)

This is in reference with the above mentioned subject our college is planning a program under the title of on Career counselling. That is scheduled on 06<sup>th</sup> October 2018. We would like to invite you as a guest speaker. In which you will be given the opportunity to express your views and it will be an honour for us. Details of the Session are as follows,

**Date & Time:** Saturday, 06<sup>th</sup> October 2018(11.00 AM Onwards)

**Audience :** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic:** Six Sutras to Get the Most Out of Your MBA

Looking forward...

Thanks & Regards;  
Mr.Devang Joshi  
Head-Placement & Corporate Relations  
Lotus Business School  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 95458 10810  
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Contact

www.linkedin.com/in/sohamwagh (LinkedIn)

Top Skills

- Digital Marketing
- Advertising
- Product Innovation

Languages

- Marathi
- Hindi
- English

Certifications

- Key Account Management
- Excel Data Visualization: Mastering 20+ Charts and Graphs
- Coaching Employees through Difficult Situations
- Diabetes – the Essential Facts
- Coaching Skills for Leaders and Managers

Honors-Awards

- AAA Award for re-launch of Fortum in Turkey
- AAA Award for leading Inspiration Meetings (Regional CMEs involving Global and Local KOLs) in Emerging Markets Asia Pacific
- Global Employee Recognition - Silver Award
- Speaker and Panelist
- Panelist at Avon Business Conclave 2018

Publications

- Rock Star Resolutions for Product Managers
- Seven Sutras to Kick Start Your Product Management Career

# Soham Wagh

Global Pharma Marketing | GSK | TEDx Speaker | 3x International Speaker  
Mumbai

## Summary

I am Pharma Marketing professional with 18+ years of experience in global and country level roles.

Currently working as the Global Marketing Lead for GSK's Cephalosporin Portfolio, responsible for end to end strategy generation and implementation of key global initiatives across leading countries. GSK is the world's leading player within overall Antibiotics and Oral Cephalosporins.

Zinnat (Cefuroxime axetil) achieved No.1 rank globally and in Emerging Markets within Oral Cephalosporins under my leadership.

I have done a short international stint in Latin America.

Prior to GSK, I have extensively worked in country specific roles in reputed companies like Sanofi, Organon-Schering Plough, Lupin, Cipla and Eli Lilly.

I have worked across diverse therapy areas like Anti-infectives, Neurology, Psychiatry, Hormone Replacement Therapy, Cardiology and Diabetes. While working in these therapy areas, I have successfully launched new brands and revived legacy brands as well.

I have closely worked with Key Opinion Leaders for market shaping initiatives.

I take keen interest in developing young talent by continuously engaging with youngsters to guide and advice them on career development. I have delivered more than 50 guest lectures in B-Schools across India.





## Experience

### GlaxoSmithKline

10 years 7 months

Senior Marketing Manager, Global excl. USA, Classic and Established Products, CoE

April 2014 - Present (8 years 4 months)

Mumbai, Maharashtra, India

#### Key responsibilities

- Lead global marketing for the Cephalosporins portfolio
- Achieve sales, growth and MS objectives
- Develop annual global business plans
- Collaborate with key country colleagues to achieve set objectives
- Portfolio gap analysis and augmentation
- Indication optimization
- Lead internal and external scientific events
- Deploy digital initiatives for promotion
- Best practice sharing amongst countries

### Marketing Manager

January 2012 - March 2014 (2 years 3 months)

Mumbai, Maharashtra, India

#### Key responsibilities

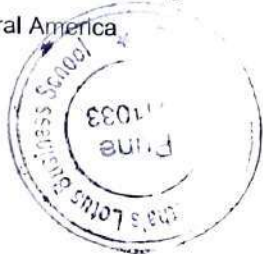
- Manage GBP 200M+ Cephalosporins portfolio across Emerging Markets and Europe
- Achieve sales and MS objectives
- Develop and drive regional Brand Plans
- Collaborate with Local Operating Country colleagues to achieve set objectives
- Portfolio gap analysis and augmentation
- Indication optimization
- Lead internal and external scientific events
- Deploy digital initiatives for promotion
- Key stakeholder networking

### Secondment - Central America and Caribbean

July 2013 - August 2013 (2 months)

San Jose Costa Rica

Led the Business Planning for Branded Generics portfolio launch in Caribbean and Central America





sanofi-aventis

Senior Product Manager

May 2009 - December 2011 (2 years 8 months)

Key responsibilities

- Manage and drive growth of Frisium (Clobazam) and Stilnoct (Zolpidem ER)
- Achieve sales, MS, Rx share/growth, SOV, P&L objectives for assigned portfolio
- Analyze internal/external sources of information for opportunity/issue identification
- Drive brand communication through effective campaigns by engaging external and internal stakeholders
- Engage key opinion leaders for driving brand communication
- Plan and execute internal and external events
- Key stakeholder networking

Organon - Schering Plough India

Product Manager

February 2007 - May 2009 (2 years 4 months)

- Managed Anabolic steroids and Androgens portfolio
- Responsible for sales, MS growth, Rx share, SOV and P&L objectives
- Develop and drive annual brand strategy
- Key Opinion Leader engagement
- Analyze internal/external sources of information for opportunity/issue identification
- Drive brand communication through effective campaigns
- Plan and execute internal and external events

LUPIN LIMITED

Product Manager

February 2005 - February 2007 (2 years 1 month)

- Managed a part of the Metabolic portfolio in a newly launched business unit
- Responsible for sales, MS growth, Rx share and SOV objectives
- Develop and drive annual brand strategy
- Launch of new introductions
- Analyze internal/external sources of information for opportunity/issue identification
- Drive brand communication through effective campaigns
- Plan and execute internal and external events

NPIL





**Brand Manager**

January 2004 - March 2005 (1 year 3 months)

Key responsibilities

- Manage and drive growth of Cholesterol reducing agents, anti-angina and anti-oxidant brands
- Launch of new brands
- Achieve sales, MS, Rx share/growth and SOV objectives for assigned portfolio
- Analyze internal/external sources of information for opportunity/issue identification
- Drive brand communication through effective campaigns
- Key stakeholder networking

**Cipla**

**Product Manager**

March 2003 - January 2004 (11 months)

Key responsibilities

- Launch of new brands
- Achieve sales, MS and Rx share/growth objectives for assigned brands
- Analyze internal/external sources of information for opportunity/issue identification
- Drive brand communication through effective campaigns
- Key stakeholder networking

**Eli Lilly**

**Territory Manager**

July 2002 - March 2003 (9 months)

Key responsibilities

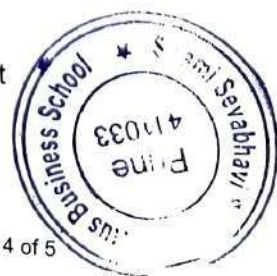
- Responsible for territory sales of Insulin portfolio
- Optimal coverage and frequency for targeted doctors
- In-clinic delivery of key brand messages
- Patient calls for insulin initiation
- Channel management for orders and optimal stocking of products

**Education**

Welingkar Institute of Management

MMM, Marketing · (2005 - 2008)

University of Mumbai



2002, Bachelor of Management Studies · (1999 - 2002)



Career counselling session on  
"Six Sutras to Get the Most Out of Your MBA"

Date: Saturday, 06th October 2018

11.00 AM Onwards

237

SR No	Students Name	Attendance
1	GUNJAL RUPALI SAHEBRAO	A
2	JANGAM RUSHIKESH SHIVKUMAR	P
3	JAWARE BHAGYASHRI RAVINDRA	P
4	BHAGWAT ASHOK PATIL	P
5	ABHISHEK HARISH PATKI	P
6	ROHIT RANGNATH GHODKE	P
7	SAURABH GANESH KALE	P
8	KOMAL VITTHAL SARGAR	A
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17	DHOKARE PRAMOD DHANAJI	P
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19	PATIL SUMIT BHAGWAN	A
20	AKSHAY PRAKASH PAHILWAN	P
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22	SHUBHAM SHANTARAM GETHE	P
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24	CHETAN MARUTI CHAVAN	P
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27	RUSHIKESH NAMDEO SAUBHAGE	P
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32	GAJANAN BHAGWAN DHARE	P
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57	MANE AKSHAY SUNIL	P
58	BANDE GAJANAN NAMDEV	A
59	MANE JAYESH DEEPAK	P
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63	IMRAN MOHMAD HANIB SHAIKH	A
64	SANDEEP SUNIL KENJALE	P
65	KAPIL ISHWAR SONI	P
66	WAGH SUYOG NANDARAM	P



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118	SWAPNIL JAGANNATH DOIFODE	A
119	BHARAT BABURAO GANGALEWAD	P







06<sup>th</sup> October 2018

To,  
Mr.Soham Wagh  
TEDx Speaker

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade  
Director

Lotus Business School, Punwale, Pune -33





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

**Alumni Session: - Ms.Yugandhara Bobade**

**Date: 13<sup>th</sup> October 2018, Saturday**

**11.00 AM Onwards**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	-
6	Thanks Letter	✓

*Bobade*  
**CHECKED AND SUBMITTED  
 LBS- IQAC**



*Yugandhara Bobade*  
**Director**  
**Swami Sevabhavi Sanstha's  
 Lotus Business School**  
**Pune - 411 033**




Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

Alumni session by

Ms. Yugandhara Bobade (Batch 2014-16)

For Batch 2018-19



  
Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033



**Alumni session:** Ms. Yugandhara Bobade

**Organization** : The Flagship store of Shoppers Stop Ltd.

**Designation** : Unit HR Head

**Date of Session:** 13/10/2018 **Day:** Saturday **Time:** 11 am

**Subject:** Alumni interaction

**Profile:**

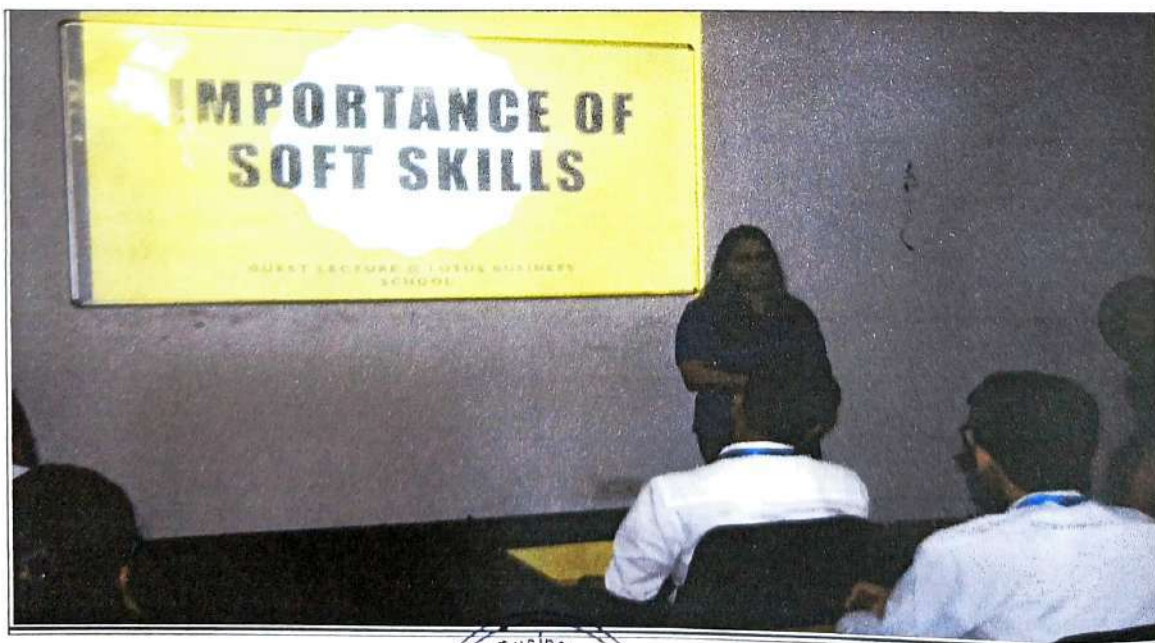
Manager - People and Content Management at TRUST FOR RETAILERS & RETAIL ASSOCIATES OF INDIA (TRRAIN) Mumbai

Career objective is to maintain and enhance human resources productively in an organization, developing strong manpower, identifying talent and deploying professional development programs in order to achieve organizational goals and fulfill employees' needs.

**Main Topic covered:**

We invited Ms. Yugandhara Bobade (Batch 2014-16) as a Guest speaker. Presently associated with Unit HR for the Flagship store of Shoppers Stop Ltd. She focused on Career Progression Program, Personal Grooming, and Diversifying Knowledge. She highlighted what key areas to be considered while creating profiles on professional sites like LinkedIn, [Naukri.com](http://Naukri.com), etc. Motivated the students with the great thought of Walt Disney ***"All our dreams can come true if we have the courage to pursue them."***

**Photograph:-**





Dear Alumni,

Greetings!!!

Subject- Invitation for Webinar schedule on Saturday 13<sup>th</sup> October 2018 (11.00 AM onwards)

This is in reference with the above mentioned subject our college is planning a program under the title of INTERACTION WITH LBS ALUMNI. Session is scheduled on 13<sup>th</sup> October 2018 .We would like to invite you to grace the session. In which you can share your experience. Details of the Session are as follows,

**Date & Time:** 13<sup>th</sup> October 2018 (11.00 AM onwards)

**Audience:** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic:** Experience at LBS and after LBS.

And also request you to kindly share your Brief profile, Photograph as soon as possible. We need it for digital creative.

Looking forward...

Thanks & Regards,  
**Prof.Rajesh Gade**  
Assistant Professor  
**Lotus Business School**  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 9527449257  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



**Lotus Business School**

Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

+91 20 6529 1082    info@lotuscentre.ac.in    www.lotuscentre.ac.in





Contact

www.linkedin.com/in/yugandhara-bobade-74a498a1 (LinkedIn)

Top Skills

PowerPoint  
Team Management  
Management

Languages

English,Hindi (Full Professional)  
Marathi (Native or Bilingual)

Certifications

HR Analytics Conference  
HR as a Business Partner

Honors-Awards

Best Actress  
"Feet On Street"  
Leadership Competition  
Best Unit HR Head  
Most Heart Winning Singing Performance

Publications

ADHERENCE OF TUBERCULOSIS PATIENTS UNDERGOING DOTS PLUS TREATMENT

# Yugandhara Bobade

Manager - People and Content Management at TRUST FOR RETAILERS & RETAIL ASSOCIATES OF INDIA (TRRAIN)  
Mumbai

## Summary

Career objective is to maintain and enhance human resources productively in an organization, developing strong manpower, identifying talent and deploying professional development programs in order to achieve organizational goals and fulfill employees' needs.

## Experience

### TRUST FOR RETAILERS & RETAIL ASSOCIATES OF INDIA (TRRAIN)

Manager - People and Content Management  
July 2022 - Present (1 month)  
Mumbai, Maharashtra, India

The Trust for Retailers and Retail Associates of India, founded by B. S. Nagesh in 2011, is headquartered in Mumbai and partners with various other non-governmental organisation and corporate entities to provide employment opportunities, skill development to the abled and Persons with Disabilities.

### Reliance Retail

Human Resources Business Partner at Reliance Retail  
June 2021 - July 2022 (1 year 2 months)  
Mumbai Metropolitan Region

### Shoppers Stop Ltd.

Unit HR Head at Shoppers Stop Ltd.  
November 2015 - June 2021 (5 years 8 months)  
Mumbai, Maharashtra, India

HR Generalist

### NET HR- NEMPS

Intern as Pharma Recruitment Executive  
May 2015 - July 2015 (3 months)  
Mumbai

Responsible for end to end recruitment for pharmaceutical companies.





Project title - " A Study on Recruitment & Selection Process for Pharmaceutical Companies at Net Employment Services Pvt.Ltd."

## Education

Lotus Business School, Pune

Master of Business Administration (MBA), Human Resources Management/  
Personnel Administration, General · (2014 - 2016)

Govt. college of pharmacy, karad

Bachelor of Pharmacy (B.Pharm.) · (2010 - 2014)



Alumni Session: - Ms.Yugandhara Bobade

Date: 13th October 2018, Saturday

11.00 AM Onwards

SR No	Students Name	Attendance
1	GUNJAL RUPALI SAHEBRAO	P
2	JANGAM RUSHIKESH SHIVKUMAR	P
3	JAWARE BHAGYASHRI RAVINDRA	P
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62	GAJANAN NILKANTHRAO VAIRAGAR	P
63	IMRAN MOHMAD HANIB SHAIKH	P
64	SANDEEP SUNIL KENJALE	A
65	KAPIL ISHWAR SONI	P
66	WAGH SUYOG NANDARAM	A





67	LALGE SMITA GANGADHAR	P
68	PRITAM SHIVAJIRAO KALYANKAR	A
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96	ASHWINI KUMAR SINGH	P
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118	SWAPNIL JAGANNATH DOIFODE	P
119	BHARAT BABURAO GANGALEWAD	P



13<sup>th</sup> October 2018

To,

Yugandhra Bobade

Subject: - Letter of Appreciation

Dear Alumni,

On behalf of the Lotus Business School, I want to thank you for your session. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr. Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

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Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

**Career counselling session on**

**"Career development and job opportunities with MBA"**

**Date: Wednesday, 24<sup>th</sup> October 2018**

**11.00 AM Onwards**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	✓
6	Thanks Letter	✓

*[Signature]*  
 Director:

Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033

*[Signature]*  
**CHECKED AND SUBMITTED**  
**LBS-IQAC**





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Career counseling session on**  
**“Career development and job opportunities with MBA”**  
**Batch 2018-19**

  
Director:  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033.



**Activity Title:** Career counseling session on “Career development and job opportunities with MBA”.

**Objectives:**

- To know job opportunities after MBA.
- To know how to utilized MBA education to grow in career.
- To know importance of communication in MBA

**Session conducted By:** Ms.Sudheera A S

**Designation:** HR Generalist

**Organization:** Farm ERP

**Guest Profile:** Ms.Sudheera A S

Human Resource Professional, offering 7+ years of experience into People Management. As said, Change is inevitable part of life, that helped me while working with Mayuresh Sof tech Private Limited in framing HR policies and changing the work culture towards organizational goals .Along with other HR activities as, conducting Training, Manpower planning, Employee engagement, Administrative work etc.

**Target Audience:** All Students

**Summary of Session:** Lotus Business School has organized a session on “Career development and job opportunities with MBA”. . In this session, we invited Ms.Sudheera A S as a Guest speaker. Presently associated with Farm ERP as HR Generalist. She focused on Career opportunities after MBA, Personal Grooming, and Diversifying Knowledge. She highlighted what key areas to be considered while creating profiles on professional sites like LinkedIn, [Naukri.com](http://Naukri.com), etc. Motivated the students with the great thought of Walt Disney ***“All our dreams can come true if we have the courage to pursue them.”***





### Photographs





Dear Madam,

Greetings from Lotus Business School!!!

Subject: Invitation for the Webinar at Lotus Business School, Pune

Hope you and your loved ones are doing well and keeping safe.

This is in reference to the above-mentioned subject & our subsequent telephonic discussion today. It was a pleasure discussing with you various aspects of the MBA freshers. Thank you very much for showing a keen interest in our institute.

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As discussed, for our newly admitted MBA First Year ( With B.Sc Agri / B.Tech Food Technology / B.Pharm / B.Sc / B.Com / B.A. etc background ) students we are arranging one hour webinars . The objective of such a webinar is to guide and motivate students by adding value to their knowledge and help them to better prepare them for future challenges.

We are pleased to inform you that for the current week that is on Saturday, 24th Oct 2018 (@ 11.00 AM )we would like to invite you as a Key Guest Speaker for the Webinar.

Topic for the webinar: - Career counseling session on "Career development and job opportunities with MBA"

Thanks & Regards,  
Mr.Devang Joshi  
Head-Placement & Corporate Relations  
Lotus Business School  
Punawale Campus,  
Pune-411033  
TelNo.+91-9545810810  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



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📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

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Contact

www.linkedin.com/in/sudheera-a-s-7708087b (LinkedIn)

Top Skills

Team Management  
Microsoft Excel  
Microsoft Office

Languages

English (Full Professional)  
Hindi (Limited Working)  
Marathi (Native or Bilingual)

Honors-Awards

Aagneyum-Conglomerate  
Workplace Wellness

# Sudheera A S

Building FarmERP Team  
Pune

## Summary

Human Resource Professional, offering 7+ years of experience into People Management.

As said, Change is inevitable part of life, that helped me while working with Mayuresh Softech Private Limited in framing HR policies and changing the work culture towards organizational goals. Along with other HR activities as, conducting Training, Manpower planning, Employee engagement, Administrative work etc

Currently working with Shivrai Technologies Private Limited, given broad exposure in HR domain and highlighting skills into Employee Management, Performance Mapping, Vendor management, Employee Grievance redressal etc.

## Experience

Shivrai Technologies Pvt. Ltd.  
6 years 9 months

HR Manager  
August 2018 - Present (4 years)  
Pune Area, India

HR Executive  
November 2015 - July 2018 (2 years 9 months)  
Pune

- 1) Handling end to end IT and Non-IT recruitment, which includes Sourcing candidates from job portals and other social networks, screening resumes and profiles, scheduling interviews, conducting preliminary interview, assisting in technical tests, salary negotiations and providing final offer.
- 2) On boarding of new joined with induction, generating PF account, insurance etc
- 3) Working on Leave management, Attendance management, Time Management System, and Employees Database Management.





- 4) Adherence to HR policies and procedures and implementing them for betterment of the organization
- 5) Managing vendors for day to day administrative operations.
- 6) Employee Grievance handling, to maintain healthy organizational environment.
- 7) Assisting in Annual performance management and appraisals.
- 7) Managing and analyzing employee exit process.

Mayuresh Soft Tech Private Ltd  
 HR Generalist  
 August 2014 - June 2015 (11 months)  
 Pune

- 1) Handled Manpower planning and end to end recruitment, selection and on boarding of the candidates. co-coordinating with various consultancies, agencies, walk-ins, colleges, institutes for hiring required positions.
- 2) Framed HR policies and procedures and implemented them to achieve organizational goals.
- 3) Updated policies on timely basis in order to be aligned with the current market trend.
- 4) Provided training to Marketing department related to Negotiation skills, Sales cycle, Target orientation etc.
- 5) In house soft skill training on email etiquette, power point designing etc.
- 6) Leave management and attendance management adhering towards framed polices.
- 7) Employee engagement by celebrating various festivals and national days.
- 8) Planning and Arranging team outing to build morale of the employees.
- 9) Assisting management in conducting performance appraisals and performance management.



**Education**

HNIMR, Cummins, Pune  
 Master's in Business Administration, Management and HR · (2012 - 2014)

Garware College of commerce  
 Bachelors of Business Administration, Business Administration and Management, General · (2009 - 2012)

Career counselling session on  
 "Career development and job opportunities with MBA"  
 Date: Wednesday, 24th October 2018  
 11.00 AM Onwards

SR No	Students Name	Attendance
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2	JANGAM RUSHIKESH SHIVKUMAR	P
3	JAWARE BHAGYASHRI RAVINDRA	P
4	BHAGWAT ASHOK PATIL	P
5	ABHISHEK HARISH PATKI	P
6	ROHIT RANGNATH GHODKE	A
7	SAURABH GANESH KALE	P
8	KOMAL VITTHAL SARGAR	P
9	SIDDHANT NITIN KHOND	P
10	MORE RAHUL RAJENDRA	P
11	SUMEET ROBERT BHINGARDIVE	P
12	SANKET SUBHASH CHAVAN	P
13	RAHUL RAMCHANDRA DESHPANDE	P
14	JOSHI PRANAV MILIND	P
15	RAMESHWAR KARBHARI NAVPUTE	A
16	ABHISHEK NILKANTH KOTHEKAR	P
17	DHOKARE PRAMOD DHANAJI	P
18	VISHWAJEET SURESHRAO DESHMUKH	P
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24	CHETAN MARUTI CHAVAN	A
25	SANKET DEVIDAS CHAUDHARI	A
26	VIKAS BHANUDAS DETHE	P
27	RUSHIKESH NAMDEO SAUBHAGE	P
28	DNYANDEEP LAXMAN KHATIK	P
29	DIPAK VITTHAL POTE	P
30	SUDARSHAN BHASKAR BHOJANE	P
31	HARSHADA MACHHINDRA MORE	A





32	GAJANAN BHAGWAN DHARE	P
33	TAKALE AKSHAY SUKHADEO	A
34	NEHA PRAMOD GAIKWAD	P
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57	MANE AKSHAY SUNIL	A
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65	KAPIL ISHWAR SONI	P
66	WAGH SUYOG NANDARAM	P





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68	PRITAM SHIVAJIRAO KALYANKAR	P
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91	ABHISHEK MAKANI	P
92	CHOWDAM VENKATA BHANU PRATHAP	P
93	NISHANT PRAVINKUMAR MADANE	P
94	RIDDHI PASWAN	P
95	DEBARATI ROY	A
96	ASHWINI KUMAR SINGH	P
97	SWALIKA SINGH	P
98	SUBRADEPTA DEY	P
99	SUCHIT KUMAR VERMA	P
100	ARUN V J	P
101	BENDKHALE SAURABH SURESH	P



102	SONAL DESHMUKH	P
103	GOYAL SHRISHTI MANOJ	A
104	NIDHI KUMARI	P
105	ARPAN GHOSH	P
106	AVIJIT ROY	P
107	ASHISH KUMAR SINGH	P
108	SHAIKH SHAMOIL AZAD	P
109	ISBELLA NIKHILA JOSE	P
110	SNEHA NATH	P
111	SUDHIR DEBNATH	P
112	GAWANDE AARTI ASHOKRAO	P
113	SUBHAM DOLUI	P
114	GIRIDHARI PATRA	P
115	AROHA MILIND DESHPANDE	P
116	PRANAV SUBHASH PATIL	P
117	GAHIWADE TEJAS SURYAKANT	P
118	SWAPNIL JAGANNATH DOIFODE	R
119	BHARAT BABURAO GANGALEWAD	P



24<sup>th</sup> October 2018

To,

Ms. Sudheera A S

HR Generalist

FarmERP

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

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Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

Career counseling session on  
 Understanding FMCG –The oldest known trade to mankind

Date: Wednesday, 14<sup>th</sup> November 2018

11.00 AM Onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	-
6	Thanks Letter	✓



*[Signature]*  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033


*[Signature]*  
**CHECKED AND SUBMITTED**  
**LBS- IQAC**



Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Career counseling session on**  
**Understanding FMCG –The oldest known trade to mankind**  
**Batch 2018-19**



  
Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033

**Activity Title:** Career counseling session on Understanding FMCG –The oldest known trade to mankind

**Objectives:**

- To know FMCG as a sector.
- To know classification of FMCG industry.
- To know distribution and channels of FMCG
- To know sales intelligence and sales automation in FMCG sector.
- To know current trends and future of FMCG

**Session conducted By:** Mr. Manoj Nayak

**Designation:** National sales Manager

**Organization:** Good Juicery Pvt Ltd.

**Guest Profile:** Mr. Manoj Nayak

FMCG Sales experience in short shelf life Fresh Dairy products, Chocolate and confectionery, frozen and packaged food in India (South Asia). Managed a sizeable team of 75+ to perform and for achieving self-set stretched goals. Successfully drive Green field start of retail and SME targeted business in RoMG through a team of BDMs, BDEs, Retail partners and franchisee network in the logistics space for a start up.

**Target Audience:** All Students

**Summary of Session:** Lotus Business School has organized a Career counseling session on Understanding FMCG –The oldest known trade to mankind. In this session, we invited Mr. Manoj Nayak as a Guest speaker. Through this session Manoj sir has guided the students about how FMCG industry constantly comes up with new ideas for packaging, *marketing*, advertising, and communicating their brands. He has also explained how MBA degree is the minimum qualification needed to be a part of this industry for leading the roles in junior management, brand marketing, or finance parts. The sector certainly offers plentiful opportunities to those seeking rewarding and growing job opportunities. In this industry, there is a constant need for fresh and exciting ideas relating to product packaging, advertising, marketing, and communications.





### Photographs



Contact

www.linkedin.com/in/nayakmanoj  
(LinkedIn)

Top Skills

Team Handling

Driving achievement

Ability to create a win-win for stake holders

Languages

English (Full Professional)

Hindi

Marathi

Konkani (Native or Bilingual)

Certifications

Growing demand (GD1)

Honors-Awards

Seek the Peak

Super Achiever

Dream Dare Deliver

Publications

Marketing Mastermind June 2008  
Issue

# Manoj N.

National Head, Reliance Jio Smart Kirana B2B, B2C & B2B2C |  
FMCG GM Leadership | PAN-I Sales and Distribution Leadership  
| P&L owned roles in GT, MT, HoReCa, B&I | Ex-Nestle |  
Entrepreneur | Guest Speaker |  
Mumbai

## Summary

National Head of Jio Smart Kirana B2B business and B2C consumer business. Apex role. AGM managing New commerce.

Manoj has more than a decade of experience in FMCG and had diversified his career with an opportunity in managing sales with P&L responsibility for Rest of Maharashtra and Goa, India in the ever-growing logistics and supply chain solutions space.

FMCG Sales experience in short shelf life Fresh Dairy products, Chocolate and confectionery, frozen and packaged food in India (South Asia). Managed a sizeable team of 75+ to perform and for achieving self-set stretched goals.

Successfully driven Green field start of retail and SME targeted business in RoMG through a team of BDMs, BDEs, Retail partners and franchisee network in the logistics space for a start-up.

He has handled ascending levels of responsibility in cross functional and multi geographic roles. Dynamic in approaching challenges and ensuring delivery on implementation and execution leg of short and long term strategies. Fact based decision maker and on the feet thinker. Always aims at bringing the best out of each team member to the table through their empowerment. Team player who believes in letting the winning skills be at work at each task. Motivated by new challenges and finding better and effective solutions to existing ones. Dedicated dynamo-powered professional.

Current scope- Responsible for profitable growth of B2B Kirana Business. Delivering top and bottomline targets for the Zone. Gain market share in the B2B e-commerce business.

## Experience





**Reliance Retail**

1 year 8 months

National Head B2B, B2C &amp; KB2C; Jio Smart Kirana, Reliance Retail Ltd.

February 2022 - Present (6 months)

India

Supporting General Trade Kiranas to partner with JioMart and equip them with New Commerce Skill sets to build inclusive growth landscape. New commerce powered last mile Brick-mortar store operations growth in the traditional methods dominated diverse retail markets in India.

**Region Business Leader New Commerce**

December 2020 - February 2022 (1 year 3 months)

India

**RIVIGO**

Cluster Business Manager RoM, Goa

May 2018 - August 2019 (1 year 4 months)

Pune, Maharashtra, India

**Nestlé**

9 years 1 month

Sr. Area Business Manager

June 2016 - April 2018 (1 year 11 months)

Mumbai

Chilled Dairy Area Business Manager

Area Sales Manager, Healthy Drinks and Chilled Dairy

November 2013 - May 2016 (2 years 7 months)

Hyderabad Area, India

Achieving committed sales numbers.

Managing Chilled Dairy and Healthy Drinks business in Hyderabad twin cities.

Managing team and zone performance.

Over achieving targets and laying stepping stones for tomorrow's business.

Decision maker for BTL activities in assigned territory.

Team and distributor development and alignment.

Granularity in planning the execution road map.

Developing ownership in, and delegating accountability for getting results from, the team.





Responsible for business in all channels i.e. GT, OT, OOH HORECA and In-flight. Planning, executing, managing and reconciling budgets for different time horizons.

#### Assisting National Sales Development Manager

April 2013 - October 2013 (7 months)

Gurgaon, India

Formulating RTM strategies and PAN India co-ordination.

Reviewing existing monitoring methods and ensuring their relevance to current scenario.

Cool chain strategy formulation and implementation audits, rural coverage database build-up, Pan-India Distributor development grading, Improved methods of distribution for better focus and improved penetration in terms of both width and depth. Implementation of Cool Chain for temperature sensitive SKUs.

#### UHT and Chilled Dairy Sales Executive

April 2009 - March 2013 (4 years)

Mumbai, Pune

- Managing channel distribution of UHT and chilled dairy products in Pune through CEP model.
- Handling both General Trade and Modern Trade.
- Market monitoring and competition updates,
- Achieve targets and maintain statistics,
- Distributor working in line with the need of the business and the organization's plans,
- Distributor claims,
- Handling team of salesmen,
- Identifying new sustainable and long term business opportunities.
- Fine tuning current processes to optimize utilization of resources.
- Improve rotation of working capital of distributor to gain optimum turnover with limited investment.

## Education

Vishwakarma Institute of Management

MBA, Marketing · (2007 - 2009)

Sinhgad College of Science

B.Sc., Microbiology · (2003 - 2006)



JETS Pune

SSC, SSC (March 2000 - January 2001)





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Subject: Invitation for the Webinar at Lotus Business School, Pune

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Thanks & Regards,  
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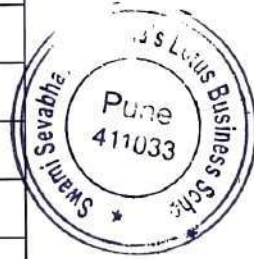


Career counselling session on  
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 Date: Wednesday, 14th November 2018  
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94	RIDDHI PASWAN	P
95	DEBARATI ROY	P
96	ASHWINI KUMAR SINGH	P
97	SWALIKA SINGH	P
98	SUBRADIPTA DEY	A
99	SUCHIT KUMAR VERMA	P
100	ARUN V J	P
101	BENDKHALE SAURABH SURESH	P





102	SONAL DESHMUKH	P
103	GOYAL SHRISHTI MANOJ	P
104	NIDHI KUMARI	P
105	ARPAN GHOSH	P
106	AVIJIT ROY	P
107	ASHISH KUMAR SINGH	P
108	SHAIKH SHAMOIL AZAD	P
109	ISBELLA NIKHILA JOSE	P
110	SNEHA NATH	P
111	SUDHIR DEBNATH	P
112	GAWANDE AARTI ASHOKRAO	P
113	SUBHAM DOLUI	A
114	GIRIDHARI PATRA	A
115	AROHA MILIND DESHPANDE	P
116	PRANAV SUBHASH PATIL	P
117	GAHIWADE TEJAS SURYAKANT	P
118	SWAPNIL JAGANNATH DOIFODE	P
119	BHARAT BABURAO GANGALEWAD	P



14<sup>th</sup> November 2018

To,

Mr. Manoj Nayak

National sales Manager

Good Juicery Pvt Ltd.

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

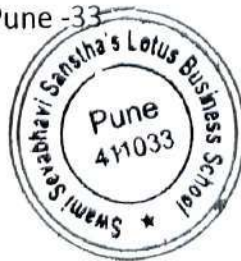
We look forward for the long term association with you.

Thank you again for your contribution.

Dr. Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

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Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

Career counselling session on  
 Digital Marketing-The future of Marketing

Date: Wednesday, 05<sup>th</sup> December 2018

11.00 AM Onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	-
6	Thanks Letter	✓

*[Signature]*  
 Director

Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 032

*[Signature]*  
**CHECKED AND SUBMITTED**  
**LBS- IQAC**







Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Career counseling session on  
Digital Marketing-The future of Marketing  
(Batch 2018-19)**

Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033



**Activity Title:** Career counseling session on Digital Marketing-The future of Marketing

**Objectives:**

- To know about Digital Marketing.
- To know various aspects of marketing.
- To know use of digital marketing.

1

**Session conducted By:** Mr.Chittaranjan Deo

**Designation:** Director

**Organization:** Gravity Business Services.

**Guest Profile:** Mr.Chittaranjan Deo

A Leader in the area of Information Technology and Marketing. Works on Business Development. Have 30 years of experience in above areas in India, UK and the USA. Work with KPIT, Reliance, IBM and TriZetto (Cognizant) to name a few. Currently working as 'IT Head' of an Educational Institute. Conducted more than 50 Training sessions on various topics. Wrote more than 500 blogs and published a few papers. Authored a Book. Consulting Startups and Businesses about IT and Marketing strategies. Specialised in Product Marketing. Conducts mentoring sessions with startups. #Mentoring #Startup #Marketing #OpenToWork #Products #MarketingConsultant #Startupmentor

**Target Audience:** All Students

**Summary of Session:** Lotus Business School has organized a Career counseling session on Digital Marketing-The future of in this session; we invited Mr.Chittaranjan Deo as a Guest speaker. Through this session Deo sir has guide the students about students acquired knowledge about best marketing techniques where people perform different conceptual techniques like Search Engine Optimization, Search Engine Marketing, Email Marketing, Social Media Marketing, Inbound Marketing, Content Marketing, and Web Analytics to reach their branding to a target audience.



Photographs





**Contact**

[www.linkedin.com/in/chittaranjan-deo](http://www.linkedin.com/in/chittaranjan-deo) (LinkedIn)  
[life-and-business.blogspot.in/](http://life-and-business.blogspot.in/)  
 (Blog)

**Top Skills**

Management  
 Software Project Management  
 Digital Marketing

**Languages**

Marathi (Full Professional)  
 Hindi (Full Professional)  
 English (Full Professional)

**Certifications**

Digital Marketing

**Honors-Awards**

Winner for PMI Pune On Target  
 2014 Paper Competition  
 Runner-up for PMI Pune On Target  
 2013 Paper Competition  
 Paper published at ICEMIM 2013,  
 Vellore, India

**Publications**

Deep Stambh Netrutvacha (Light  
 House of Leadership)

# Chittaranjan Deo

IT and Marketing Consultant, Startup Mentor  
 Pune

**Summary**

A Leader in the area of Information Technology and Marketing.  
 Works on Business Development.

Have 30 years of experience in above areas in India, UK and the USA. Worked with KPIT, Reliance, IBM and TriZetto (Cognizant) to name a few. Currently working as 'IT Head' of an Educational Institute.

Conducted more than 50 Training sessions on various topics. Wrote more than 500 blogs and published a few papers. Authored a Book.

Consulting Startups and Businesses about IT and Marketing strategies. Specialised in Product Marketing. Conducts mentoring sessions with startups.

#Mentoring #Startup #Marketing #OpenToWork #Products  
 #MarketingConsultant #Startupmentor

**Experience**

**Confidential**  
 Information Technology Consultant  
 February 2021 - Present (1 year 6 months)  
 Pune, Maharashtra, India

Gravity Business Services  
 Director  
 January 2016 - February 2021 (5 years 2 months)  
 Pune Area, India

Worked as Technology Head  
 Digital Marketing (SMM, SEO, SMO, SEM)  
 During this tenure, I was an active BNI member and was also associated with deAsra Foundation.  
 eCommerce





## Digital Transformation

### Presales

#### Cognizant

G.M. (Software Delivery & BRC)

July 2011 - December 2015 (4 years 6 months)

Pune Area, India

TriZetto Corporation (A Cognizant Company) is working in Healthcare IT space in India & US. In this leadership role I was heading the Software Product Group (SPG) and Business Rules Configuration (BRC) teams in India. SPG team design, develop and support Software Applications, Products & tools required for the BMS Group & work on many performance improvement and automation initiatives. BRC team works on Benefits and Contracts configuration in the Health Claims processing systems. I worked in the capacity of head of Product Development as well as Delivery.

#### IBM Global Business Services

Business Area Manager (Global Software Delivery)

October 2005 - June 2011 (5 years 9 months)

In IBM, BAM is a leadership role related with Global Software Delivery. I performed roles like Project Management, Competency Management, People Management, Customer Relationship Management & was managing a portfolio of complex projects. Worked in US as Client facing manager for a major Healthcare account. I was an active member of IBM Interview panel.

#### KPIT Cummins Infosystems Limited

Software Developer

2003 - 2005 (2 years)

Requirement Analysis, Software Design, Development & Implementation in 'Lotus Notes & Domino'

#### Reliance Industries

MIS (IT) supervisor

1998 - 2000 (2 years)

Manage IT Helpdesk & Lotus Notes Support

#### Worldtech Marketing and Computer Services

Managing Partner

January 1994 - December 1997 (4 years)



Worked on various aspects of this Hardware Startup including Business Development, General Management, Technology upgrade projects for Clients, Worked in the field of IT Hardware, Services, Networking and Computer peripheral devices

---

## Education

Fergusson College

M.Sc., Physics · (1985 - 1989)

Maharashtra Education Society's Abasaheb Garware College of Arts and Science, Pune 04

Advance Diploma in Computers (ADCSSA), Computer Software Engineering · (1989 - 1990)

Vimlabai Garware High School

S.S.C, School · (1973 - 1982)







Dear Sir,

Greetings from Lotus Business School!!!

Subject: Invitation for the Webinar at Lotus Business School, Pune

Hope you and your loved ones are doing well and keeping safe.

This is in reference to the above-mentioned subject & our subsequent telephonic discussion today. It was a pleasure discussing with you various aspects of the MBA freshers. Thank you very much for showing a keen interest in our institute.

**\*LOTUS BUSINESS SCHOOL\*** is a part of an Industrial Group. It is an Institute that has been created with a vision of imparting quality management education and creating world-class leaders. In fact, Lotus encourages students to challenge the very basic concepts of management and leadership. The Lotus core team comprises of individuals who are the alumni of IIMs, JBIMS, Symbiosis, etc. and other ex-corporate employees from renowned organizations. **\*LOTUS BUSINESS SCHOOL\*** is an attempt to not only bridge the gap between the theory & practical but also the effort at ensuring the relevance of academics with the practicality of the subject.

As discussed, for our newly admitted MBA First Year (With B.Sc Agri / B.Tech Food Technology / B.Pharm / B.Sc / B.Com / B.A. etc background) students we are arranging one hour webinar. The objective of such a webinar is to guide and motivate students by adding value to their knowledge and help them to better prepare them for future challenges.

We are pleased to inform you that for the current week that is on Wednesday, 05th Dec 2018 (@ 11.00 AM) We would like to invite you as a Key Guest Speaker for the Webinar.

Topic for the webinar: - Career counseling session on Digital Marketing-The future of marketing

Thanks & Regards,  
Mr.Devang Joshi  
Head-Placement & Corporate Relations  
**Lotus Business School**  
Punawale Campus,  
Pune-411033  
TelNo.+91-9545810810  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



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📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

☎ +91 20 6529 1082    ✉ info@lotuscentre.ac.in    🌐 www.lotuscentre.ac.in



Career counselling session on  
 Digital Marketing-The future of Marketing  
 Date: Wednesday, 05th December 2018  
 11.00 AM Onwards

SR No	Students Name	Attendance
1	GUNJAL RUPALI SAHEBRAO	P
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3	JAWARE BHAGYASHRI RAVINDRA	P
4	BHAGWAT ASHOK PATIL	P
5	ABHISHEK HARISH PATKI	P
6	ROHIT RANGNATH GHODKE	P
7	SAURABH GANESH KALE	P
8	KOMAL VITTHAL SARGAR	P
9	SIDDHANT NITIN KHOND	P
10	MORE RAHUL RAJENDRA	P
11	SUMEET ROBERT BHINGARDIVE	A
12	SANKET SUBHASH CHAVAN	P
13	RAHUL RAMCHANDRA DESHPANDE	P
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15	RAMESHWAR KARBHARI NAVPUTE	P
16	ABHISHEK NILKANTH KOTHEKAR	P
17	DHOKARE PRAMOD DHANAJI	P
18	VISHWAJEET SURESHRAO DESHMUKH	P
19	PATIL SUMIT BHAGWAN	P
20	AKSHAY PRAKASH PAHILWAN	P
21	DHANANJAY SHIVAJI JADHAV	P
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26	VIKAS BHANUDAS DETHE	P
27	RUSHIKESH NAMDEO SAUBHAGE	P
28	DNYANDEEP LAXMAN KHATIK	P
29	DIPAK VITTHAL POTE	A
30	SUDARSHAN BHASKAR BHOJANE	P
31	HARSHADA MACHHINDRA MORE	P





32	GAJANAN BHAGWAN DHARE	P
33	TAKALE AKSHAY SUKHADEO	P
34	NEHA PRAMOD GAIKWAD	P
35	PRIYANKA ROBERT BHINGARDIVE	P
36	VYAVAHARE ROHAN JAYAKUMAR	A
37	AKSHAY ANNASAHEB DATIR	P
38	AKASH DATTATRAYA TUPE	P
39	KIRAN BALU BANDE	P
40	LALU DASHRATH GIRHE	P
41	PRAJAKTA ANAND BANSODE	P
42	SHIKALP SHIVDAS KAMBLE	P
43	SACHIN GANPAT AGALE	P
44	GOVIND JAIGIR GIRI	A
45	SWAYAM VIJAY PAWAR	P
46	PRAVIN ARJUN SHELKE	P
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57	MANE AKSHAY SUNIL	P
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59	MANE JAYESH DEEPAK	P
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61	LAVANGE SANJAY BALASAHEB	P
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65	KAPIL ISHWAR SONI	P
66	WAGH SUYOG NANDARAM	P





67	LALGE SMITA GANGADHAR	P
68	PRITAM SHIVAJIRAO KALYANKAR	P
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79	GOSAVI SURAJ MARUTI	P
80	NIKHIL PRADIP KULKARNI	A
81	NIKHIL VAJINATH CHAVAN	P
82	SALUNKHE AKSHAY JAYWANT	P
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119	BHARAT BABURAO GANGALEWAD	P



201



05<sup>th</sup> December 2018

To,  
Mr.Chittaranjan Deo  
Directorr  
Gravity Business Services.

Subject: - Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

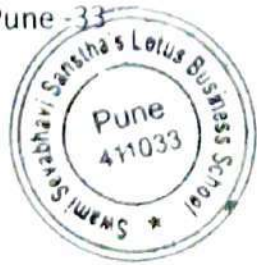
We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune - 33



Lotus Business School

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+91 20 6529 1082 info@lotuscentre.ac.in www.lotuscentre.ac.in







Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

Career Counselling Session on  
 Sales Pitch Evaluation Activity for ABM students

Date: - 5<sup>th</sup> January 2019

11.00 AM Onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	-
6	Thanks Letter	✓



*[Signature]*  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 032

*[Signature]*  
 CHECKED AND SUBMITTED  
 LBS- IQAC



Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Formulating Business Leadership

**Career Counselling Session on  
Sales Pitch Evaluation Activity for ABM students  
Batch 2018-19**

*[Handwritten Signature]*  
Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033



**Activity Title:**

On 05th January 2019 Lotus Business School, Pune had a Business to Business (B2B) and Business to Customer (B2C) sales pitch evaluation activity to understand students understanding, presentation and negotiation skill which are required for the Agri and Food.

**Objectives:-** To understand presentation and negotiation skill required for Agri and Food Industry.

**Corporate evaluation panellists:-** Mr.Bhushan Patil (Head Sales- Axis Bank), Mr. Satish Mane (Sales Head- Deepak Fertilizer, Excel Care Crop, Axis Bank- Agri loan), Mr.Shashank Meshram (Sales Head- Urdhvam) Mr.Raviraj Jamdade (General Manager- Kalash Seeds)

**Target Audinace:**

All agriculture specialization students.



**Mr. Bhushan Patil**  
Head Sales- Axis Bank







**Mr. Shashank Meshram (Sales Head- Urdhvam)**



**Mr. Raviraj Jamdade (General Manager- Kalash Seeds)**





**Mr. Satish Mane (Sales Head- Deepak Fertilizer, Excel Care Crop, Axis Bank- Agri loan)**

**Summary of Session:** Lotus Business School has organized a Career counseling session on Sales Pitch Evaluation Activity for ABM students. For this session, we invited Mr. Bhushan Patil (Head Sales- Axis Bank), Mr. Satish Mane (Sales Head- Deepak Fertilizer, Excel Care Crop, Axis Bank- Agri loan), Mr. Shashank Meshram (Sales Head- Urdhvam) Mr. Raviraj Jamdade (General Manager- Kalash Seeds). Through this session students got practical knowledge about Sales pitch activity.





Dear Sir,

Greetings!!!

Subject- Invitation for Sales Pitch Evaluation Activity for ABM students.

This is in reference with the above mentioned subject our college is planning a program under the title of Career counseling session on "Sales Pitch Evaluation Activity for ABM students". That is scheduled on Saturday 05th January 2019. We would like to invite you as a guest speaker. In which you will be given the opportunity to express your views and it will be an honor for us. It was a pleasure discussing with you about various aspects of MBA education. Details of the Session are as follows,

**Date & Time:** 05th January 2019

**Audience:** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic :** Sales Pitch Evaluation Activity for ABM students".

Looking forward...

Thanks & Regards,  
Mr.Devang Joshi  
Head-Placement & Corporate Relations  
Lotus Business School  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 95458 10810  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



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8	KOMAL VITTHAL SARGAR	NA
9	SIDDHANT NITIN KHOND	NA
10	MORE RAHUL RAJENDRA	NA
11	SUMEET ROBERT BHINGARDIVE	P
12	SANKET SUBHASH CHAVAN	P
13	RAHUL RAMCHANDRA DESHPANDE	P
14	JOSHI PRANAV MILIND	A
15	RAMESHWAR KARBHARI NAVPUTE	P
16	ABHISHEK NILKANTH KOTHEKAR	NA
17	DHOKARE PRAMOD DHANAJI	P
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20	AKSHAY PRAKASH PAHILWAN	P
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22	SHUBHAM SHANTARAM GETHE	P
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28	DNYANDEEP LAXMAN KHATIK	P
29	DIPAK VITTHAL POTE	NA
30	SUDARSHAN BHASKAR BHOJANE	P
31	HARSHADA MACHHINDRA MORE	P



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37	AKSHAY ANNASAHEB DATIR	P
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39	KIRAN BALU BANDE	NA
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41	PRAJAKTA ANAND BANSODE	NA
42	SHIKALP SHIVDAS KAMBLE	NA
43	SACHIN GANPAT AGALE	P
44	GOVIND JAIGIR GIRI	NA
45	SWAYAM VIJAY PAWAR	NA
46	PRAVIN ARJUN SHELKE	P
47	MOHINI RAJU GIRI	NA
48	JAYASHREE KASHINATH BHANGARE	NA
49	PRIYANKA CHANDRAKANT SANDBHOR	NA
50	ASHA SOMA KONDAR	NA
51	TUKARAM NATHU BHANGARE	NA
52	PRAVIN BARSU EKHARE	P
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56	SHESHANK PRADEEP MURKUMBI	P
57	MANE AKSHAY SUNIL	P
58	BANDE GAJANAN NAMDEV	P
59	MANE JAYESH DEEPAK	NA P
60	ONKAR BABANRAO PEDGE	P
61	LAVANGE SANJAY BALASAHEB	P
62	GAJANAN NILKANTHRAO VAIRAGAR	P
63	IMRAN MOHMAD HANIB SHAIKH	NA
64	SANDEEP SUNIL KENJALE	P
65	KAPIL ISHWAR SONI	NA
66	WAGH SUYOG NANDARAM	NA



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78	DHANANJAY RAMESH SOLANKE	P
79	GOSAVI SURAJ MARUTI	NA
80	NIKHIL PRADIP KULKARNI	P/NA
81	NIKHIL VAIJNATH CHAVAN	P
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84	JAGATAP PRATIK VILAS	NA
85	MANGESH BHARAT SATHE	P
86	GEETANJALI PRABHAKAR THOMBARE	<del>P</del>
87	SHUBHAM SABLOK	NA
88	SHAIKH SHAHRUKH SHIRAJ	P
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91	ABHISHEK MAKANI	NA
92	CHOWDAM VENKATA BHANU PRATHAP	P
93	NISHANT PRAVINKUMAR MADANE	P
94	RIDDHI PASWAN	P
95	DEBARATI ROY	NA
96	ASHWINI KUMAR SINGH	P
97	SWALIKA SINGH	NA
98	SUBRADEPTA DEY	P
99	SUCHIT KUMAR VERMA	P
100	ARUN V J	P
101	BENDKHALE SAURABH SURESH	P





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110	SNEHA NATH	P
111	SUDHIR DEBNATH	NA
112	GAWANDE AARTI ASHOKRAO	NA
113	SUBHAM DOLUI	NA
114	GIRIDHARI PATRA	NA
115	AROHA MILIND DESHPANDE	P
116	PRANAV SUBHASH PATIL	NA
117	GAHIWADE TEJAS SURYAKANT	P
118	SWAPNIL JAGANNATH DOIFODE	P
119	BHARAT BABURAO GANGALEWAD	NA





05<sup>th</sup> January 2019

To,

Mr. Shashank Meshram

Sales Head

Urdhvam

Subject: - Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your support for the activity. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr. Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



Lotus Business School

Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

+91 20 6529 1082 info@lotuscentre.ac.in www.lotuscentre.ac.in



05<sup>th</sup> January 2019

To,

Mr. Satish Mane

Sales Head

Deepak Fertilizer, Excel Care Crop, Axis Bank- Agri loan

Subject: - Letter of Appreciation

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05<sup>th</sup> January 2019

To,

Mr. Bhushan Patil

(Head Sales- Axis Bank)

Subject: - Letter of Appreciation

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Director

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05<sup>th</sup> January 2019

To,

Mr.Raviraj Jamdade

General Manager

Kalash Seeds

Subject: - Letter of Appreciation

Dear Sir,

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Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

**Quantitative aptitude session by**

**Prof.Sunil Prajapati**

**Batch (2018-19)**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	NA
3	Guest Profile	NA
4	Attendance Sheet	✓
5	Payment Invoice	NA
6	Thanks Letter	NA



*Sunil Prajapati*  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033

*Pibak*  
 CHECKED AND SUBMITTED  
 LBS- IQAC





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Quantitative Aptitude Session by  
Prof. Sunil Prajapati  
(Batch 2018-19)**

Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033



**Activity Title:** Quantitative Aptitude Session**Objectives:**

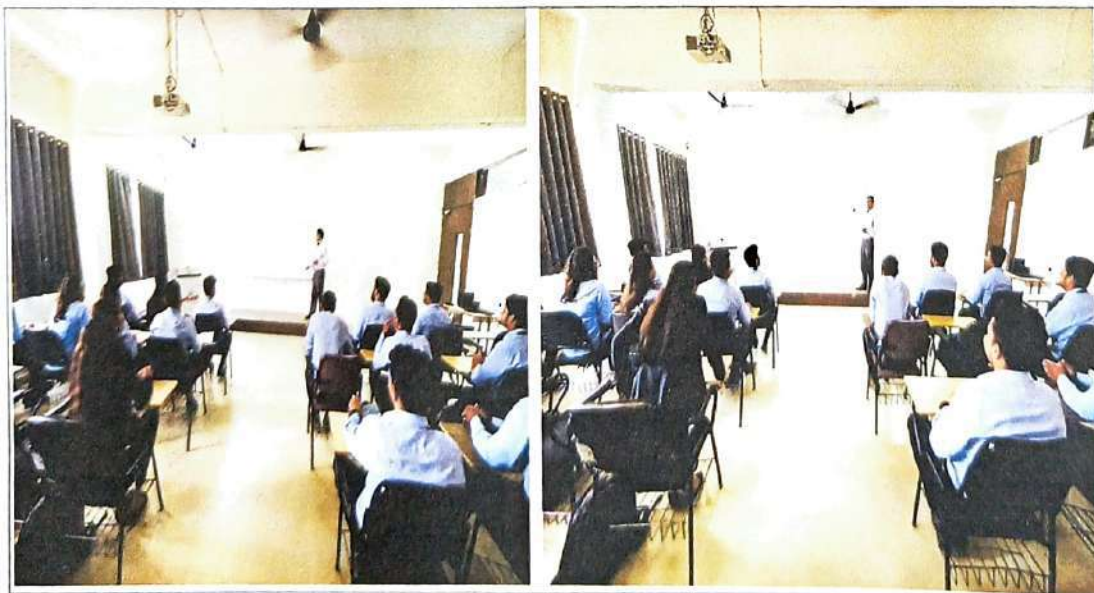
- To enhance student's aptitude skills to become budding manager.
- To increase ability of an individual to solve numerical and mathematical calculation and it's important because a person with quantitative aptitude will be in a better position to analyze and make sense of the data given.

**Target Audience:**

All Second Year students.

**Topic Covered:**

- 1 BODMAS
- 2 Number Series
- 3 Percentages
- 4 Quadratic Equations
- 5 Profit and Loss
- 6 Simple and Compound Interest

**Photographs:-**

Sample Paper:-

# 1. NUMBERS & SIMPLIFICATION

Directions (1-20) : What would come in place of the question mark (?) in the following questions?

1.  $1-251 \times 21 \times -121 = ? = 158.13$   
 A) 250                      B) 400  
 C) 300                      D) 190  
 E) None of these                      SBI - PO - 2009
2. 25.6% of 250 =  $S = 119$   
 A) 225                      B) 305  
 C) 275                      D) 345  
 E) None of these                      SBI - PO - 2009
3.  $36865 - 12973 - 21045 - 44102 = ?$   
 A) 11918                      B) 29281  
 C) 26781                      D) 114845  
 E) None of these                      SBI - PO - 2009
4.  $(15.20)^2 - 105.04 = ? = 6$   
 A) 12                      B) 6.8  
 C) 8.2                      D) 16  
 E) None of these                      SBI - PO - 2009
5.  $0.4 - 1.5 = ?$   
 A) 2                      B) 3  
 C) 1.2                      D) 0.3  
 E) None of these                      NIIT - PO - 2009
6.  $7428 \times \frac{3}{4} - \frac{2}{9} \times ? = 619$   
 A) 0.5                      B) 1.5  
 C) 0.2                      D) 2.4  
 E) None of these                      SBI - PO - 2008
7.  $(560 + 321) \times (720 + 481) = ?$   
 A) 262.5                      B) 255  
 C) 263.5                      D) 271.25  
 E) None of these                      SBI - PO - 2008
8.  $748 \times 7 \times 9 = 861696$   
 A) 127                      B) 132  
 C) 128                      D) 121  
 E) None of these                      NIIT - PO - 2008
9. 3.2% of  $500 \times 2.4\% \text{ of } ? = 288$   
 A) 650                      B) 700  
 C) 620                      D) 750  
 E) None of these                      SBI - PO - 2008
10.  $333 \times 33 \times 3 = ?$   
 A) 3297                      B) 3297  
 C) 3257                      D) 3267  
 E) None of these                      SBI - PO - 2008
11.  $(36)^2 + (97)^2 + 7 = 28,110$   
 A) 53                      B) 73  
 C) 1.6                      D) 128  
 E) None of these                      SBI - PO - 2008
12.  $? \times (28 \times 24) = 14$   
 A) 85184                      B) 14008  
 C) 97816                      D) 11849  
 E) None of these                      SBI - PO - 2008

1 ..... B 2 ..... E 3 ..... C 4 ..... F 5 ..... A 6 ..... A 7 ..... A 8 ..... C 9 ..... D 10 ..... F  
 11 ..... E 12 ..... E

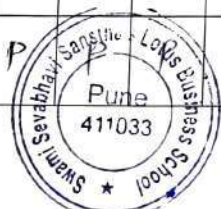


NUMBERS AND SIMPLIFICATION



**Attendance Sheet for Quantitative Aptitude Session Batch 18-19**

Sr. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date	Session 18 Date	Session 19 Date	Session 20 Date
1	GUNJAL RUPALI SAHEBRAO	27/8	24/8	8/9	22/9	25/10	22/10	8/11	15/11	11/11	18/11	15/12	22/12	15/3	29/3	20/4	27/4	25/5	27/7	28/8	30/8
2	JANGAM RUSHIKESH SHIVKUMAR	P	P	P	P	P	P	P	A	A	P	P	A	P	P	P	P	P	P	P	A
3	JAWARE BHAGYASHRI RAVINDRA	P	P	P	P	A	P	A	A	P	P	P	P	A	P	P	P	P	P	P	P
4	BHAGWAT ASHOK PATIL	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	A	P
5	ABHISHEK HARISH PATKI	P	P	P	P	P	P	A	A	A	P	P	P	P	P	P	P	P	P	P	P
6	ROHIT RANGNATH GHODKE	P	P	P	P	P	P	P	P	P	P	A	A	P	P	P	P	P	A	P	P
7	SAURABH GANESH KALE	P	P	P	P	P	P	A	A	P	P	P	P	A	P	P	P	P	P	P	P
8	KOMAL VITTHAL SARGAR	P	P	P	P	P	A	A	P	P	P	P	P	P	P	A	P	P	P	P	P
9	SIDDHANT NITIN KHOND	P	P	A	P	P	A	P	P	P	P	A	P	P	A	P	P	P	A	P	P
10	MORE RAHUL RAJENDRA	P	A	A	A	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	A
11	SUMEET ROBERT BHINGARDIVE	P	P	A	P	P	A	P	P	P	P	P	A	A	P	P	P	P	P	A	P



Sr. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date	Session 18 Date	Session 19 Date	Session 20 Date
12	SANKET SUBHASH CHAVAN	P	A	P	P	P	A	P	P	P	P	P	P	P	A	P	P	P	P	P	P
13	RAHUL RAMCHANDRA DESHPANDE	P	A	P	A	P	P	A	A	P	P	P	P	A	A	P	P	P	P	P	P
14	JOSHI PRANAV MILIND	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
15	RAMESHWAR KARBHARI NAVPUTE	A	A	P	P	P	P	P	P	P	P	P	A	A	P	P	P	A	P	P	P
16	ABHISHEK NILKANTH KOTHEKAR	A	P	P	A	P	P	A	P	P	A	P	P	P	P	P	A	A	A	P	A
17	DHOKARE PRAMOD DHANAJI	P	P	P	A	P	P	P	P	A	P	P	P	A	P	P	P	A	P	P	P
18	VISHWAJEET SURESHRAO DESHMUKH	P	P	P	P	A	P	P	P	P	P	P	A	P	P	A	P	P	P	P	P
19	PATIL SUMIT BHAGWAN	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P	P	P	P	A	A
20	AKSHAY PRAKASH PAHILWAN	P	A	P	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P
21	DHANANJAY SHIVAJI JADHAV	A	P	P	A	A	P	P	P	P	A	A	P	P	A	P	P	A	A	A	P
22	SHUBHAM SHANTARAM GETHE	P	A	P	P	A	A	P	P	P	P	P	P	P	P	A	P	P	P	P	P
23	VINAYAK BHASKAR SABALE	A	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P



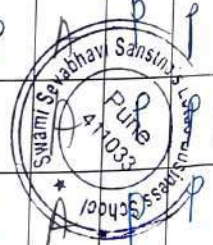
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24	CHETAN MARUTI CHAVAN	P	P	P	P	A	P	P	A	P	P	A	P	P	P	P	P	P	P	A	P
25	SANKET DEVIDAS CHAUDHARI	A	P	P	P	P	P	P	P	A	P	A	P	P	A	P	P	P	P	P	A
26	VIKAS BHANUDAS DETHE	P	P	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P	P	P
27	RUSHIKESH NAMDEO SAUBHAGE	P	P	P	P	A	A	P	P	P	A	A	P	P	P	A	P	P	P	P	A
28	DNYANDEEP LAXMAN KHATIK	A	P	A	A	P	P	P	P	P	P	P	P	A	P	P	P	A	A	P	P
29	DIPAK VITTHAL POTE	P	P	A	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
30	SUDARSHAN BHASKAR BHOJANE	A	P	A	P	P	A	P	A	P	P	P	P	P	P	P	P	A	A	P	A
31	HARSHADA MACHHINDRA MORE	P	P	P	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P
32	GAJANAN BHAGWAN DHARE	P	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P
33	TAKALE AKSHAY SUKHADEO	P	P	A	P	P	P	P	P	P	P	A	P	P	P	A	A	A	P	A	P
34	NEHA PRAMOD GAIKWAD	P	P	P	P	A	P	P	A	P	P	P	A	P	A	P	A	P	P	A	A
35	PRIYANKA ROBERT BHINGARDIVE	P	P	P	A	P	P	A	P	P	P	P	A	A	P	A	A	P	P	A	P



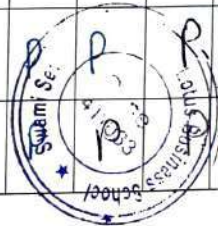


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36	VYAVAHARE ROHAN JAYAKUMAR	P	P	A	P	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P
37	AKSHAY ANNASAHEB DATIR	A	A	T	P	A	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P
38	AKASH DATTATRAYA TUPE	P	P	P	P	A	P	A	A	P	P	P	P	A	A	A	P	P	A	P	P
39	KIRAN BALU BANDE	P	P	P	P	A	P	P	A	P	A	P	A	P	P	P	P	A	P	A	P
40	LALU DASHRATH GIRHE	P	A	P	A	P	P	A	A	P	P	P	P	A	P	A	P	P	P	A	P
41	PRAJAKTA ANAND BANSODE	P	A	P	A	P	A	P	P	P	P	A	P	P	P	P	P	P	A	P	P
42	SHIKALP SHIVDAS KAMBLE	A	P	P	A	P	P	A	P	P	P	P	A	P	P	P	P	P	P	P	A
43	SACHIN GANPAT AGALE	P	P	A	P	A	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
44	GOVIND JAIGIR GIRI	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P	A	A	P
45	SWAYAM VIJAY PAWAR	P	A	A	P	P	A	A	P	P	P	P	A	P	P	A	P	A	P	P	P
46	PRAVIN ARJUN SHELKE	P	P	P	P	P	P	P	P	P	A			P	A	P	A	P	P	A	
47	MOHINI RAJU GIRI	P	P	P	P	P	P	A	P	A	P			A	P	A	P	A	P	A	P

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48	JAYASHREE KASHINATH BHANGARE	P	P	A	P	P	A	P	A	A	P	P	P	P	P	P	A	P	P	P	P
49	PRIYANKA CHANDRAKANT SANDBHOR	P	P	A	P	P	A	P	P	A	P	P	A	P	P	P	A	P	P	P	P
50	ASHA SOMA KONDAR	P	A	A	P	P	A	P	P	A	A	A	P	P	P	P	P	P	P	P	P
51	TUKARAM NATHU BHANGARE	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P
52	PRAVIN BARSU EKHARE	P	P	P	A	P	P	P	A	P	A	P	P	A	A	P	P	A	A	A	P
53	RAMESH KUMAR KADAM	P	P	A	A	P	P	P	A	A	P	A	P	A	P	P	P	P	P	P	P
54	DHIRAJ ASHOKRAO HANDE	P	A	P	A	P	P	P	A	P	A	P	P	A	P	P	P	P	P	P	P
55	SANKET VILAS PAWAR	P	A	P	P	A	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P
56	SHESHANK PRADEEP MURKUMBI	P	P	A	P	A	A	A	P	P	P	P	P	P	P	P	P	P	A	A	P
57	MANE AKSHAY SUNIL	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A	A	P
58	BANDE GAJANAN NAMDEV	P	P	P	P	P	A	P	P	A	P	P	P	P	P	P	P	A	P	P	P
59	MANE JAYESH DEEPAK	A	A	A	P	A	P	P	A	A	A	A	A	A	A	P	A	P	P	P	A

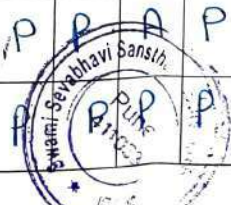


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60	ONKAR BABANRAO PEDGE	P	P	P	P	P	A	A	P	P	P	A	P	P	P	P	P	P	P	A	P
61	LAVANGE SANJAY BALASAHEB	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
62	GAJANAN NILKANTHRAO VAIRAGAR	P	P	A	P	P	P	P	P	P	P	A	P	A	P	P	P	P	P	P	P
63	IMRAN MOHMAD HANIB SHAIKH	A	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	A	P
64	SANDEEP SUNIL KENJALE	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	A
65	KAPIL ISHWAR SONI	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P	A
66	WAGH SUYOG NANDARAM	P	P	P	P	P	P	A	P	P	A	P	P	P	P	P	P	P	A	P	P
67	LALGE SMITA GANGADHAR	A	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P
68	PRITAM SHIVAJIRAO KALYANKAR	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P
69	KIRAN RAMRAO DUDHATE	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P
70	ABHINAV DATTATRAY KUMBHAR	P	A	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
71	PAMESHWAR CHHABURAO SALUNKE	P	P	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P	P	P	P

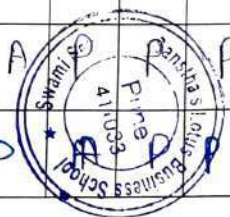




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72	RAJESH ANANDRAO MORE	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	A	P	P	P	P
73	SNEHAL SATISHRAO PAWAR	P	P	P	P	P	P	P	P	P	P	A	P	P	A	P	P	P	P	P	P
74	NAMDEV LIMBAJI PATOLE	P	P	P	A	P	P	P	A	P	P	P	P	A	P	P	P	A	P	P	A
75	MAROTRAO RAVSAHEB KADAM	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P
76	SUYASH CHOPADE	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P	P	A	P	P
77	MHASKE DHANANJAY KESHAV	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	A	P	P	P	A
78	DHANANJAY RAMESH SOLANKE	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	A	P	P	P	A
79	GOSAVI SURAJ MARUTI	P	A	A	A	A	P	P	P	P	A	A	P	A	P	P	A	P	P	P	P
80	NIKHIL PRADIP KULKARNI	P	P	P	P	P	P	A	P	A	P	P	P	A	A	P	A	P	P	P	A
81	NIKHIL VAJUNATH CHAVAN	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P	A	P	P	P	A
82	SALUNKHE AKSHAY JAYWANT	P	P	P	P	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P
83	GAYGOPAL GANESH SADGURU	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P	A	P	A



Sr. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date	Session 18 Date	Session 19 Date	Session 20 Date
84	JAGATAP PRATIK VILAS	P	A	P	P	A	P	P	P	P	A	P	P	A	P	A	P	A	P	P	P
85	MANGESH BHARAT SATHE	P	P	A	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	A	P
86	GEETANJALI PRABHAKAR THOMBARE	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	A	P	A	P
87	SHUBHAM SABLOK	P	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P
88	SHAIKH SHAHRUKH SHIRAJ	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P	A	P	P	P
89	PAIGUDE NIKHIL ASHOK	P	P	P	P	P	A	A	P	P	P	A	P	P	P	A	P	P	P	P	P
90	TAMIL KAVIYA J	P	P	P	A	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	A
91	ABHISHEK MAKANI	P	P	P	A	P	P	P	A	P	P	P	A	P	P	P	P	P	A	P	P
92	CHOWDAM VENKATA BHANU PRATHAP	P	P	P	P	P	A	P	P	A	P	P	A	P	P	A	P	P	P	P	A
93	NISHANT PRAVINKUMAR MADANE	P	P	P	P	P	P	P	A	P	P	P	P	A	P	P	P	A	P	P	P
94	RIDDHI PASWAN	P	P	P	P	P	P	A	P	P	A	P	P	A	P	P	P	P	P	P	A
	DEBARATI ROY	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P



Sl. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date	Session 18 Date	Session 19 Date	Session 20 Date
96	ASHWINI KUMAR SINGH	P	P	P	P	P	A	P	P	A	P	P	P	P	A	P	A	P	P	P	P
97	SWALIKA SINGH	P	A	P	A	P	P	A	P	P	A	P	P	P	P	P	A	P	P	P	P
98	SUBRAJYOTA DEY	P	P	P	P	P	A	P	P	P	P	P	P	P	P	A	P	P	P	A	P
99	SUCHIT KUMAR VERMA	P	P	P	P	P	P	P	P	A	P	P	P	A	P	P	P	A	P	P	P
100	ARUN V J	P	A	P	A	P	P	P	P	P	P	P	P	P	P	A	P	P	P	A	P
101	BENDKHALE SAURABH SURESH	P	P	A	P	P	P	P	P	A	P	P	P	P	A	P	P	P	A	P	P
102	SONAL DESHMUKH	P	P	P	A	P	P	A	P	P	P	A	P	P	P	P	P	A	P	P	P
103	GOYAL SHRISHTI MANOJ	P	P	P	P	P	A	P	A	A	P	P	P	P	P	P	A	P	P	P	P
104	NIDHI KUMARI	P	P	P	A	P	P	P	P	A	P	P	A	P	P	P	P	A	P	P	P
105	ARPAN GHOSH	P	P	A	P	P	P	A	P	P	P	P	A	P	A	P	P	P	P	P	A
106	AVIJIT ROY	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	A	P
107	ASHISH KUMAR SINGH	A	P	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P	P	P	P





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108	SHAIKH SHAMOIL AZAD	P	A	P	P	P	P	A	P	P	P	P	A	P	P	P	P	P	P	P	P	P
109	ISBELLA NIKHILA JOSE	P	P	P	A	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P
110	SNEHA NATH	P	A	P	P	P	A	P	P	P	P	P	P	P	A	P	P	P	P	P	P	A
111	SUDHIR DEBNATH	P	A	P	P	P	A	P	A	P	A	P	P	P	P	P	P	A	P	P	P	P
112	GAWANDE AARTI ASHOKRAO	A	P	P		P	A	P	P	A	P	P	P	P	P	P	A	P	P	A	P	
113	SUBHAM DOLUI	P	A	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P	A	P	
114	GIRIDHARI PATRA	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	A	P	P	P	
115	AROHA MILIND DESHPANDE	P	P	A	P	P	A	P	P	P	A	P	A	P	P	P	P	P	P	P	P	
116	PRANAV SUBHASH PATIL	P	P	P	P	P	P	A	P	P	A	P	P	A	P	P	P	P	P	P	P	
117	GAHIWADE TEJAS SURYAKANT	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P	A	P	P	P	P	
118	SWAPNIL JAGANNATH DOIFODE	P	P	P	P	P	A	P	A	P	P	P	A	P	P					P	P	
119	BHARAT BABURAO GANGALEWAD	P	P	P	P	A	P	P	P	P	P	A	P	P	P					P	P	





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Synnovation 20219**

**Date: 17<sup>th</sup> March 2019**

**Time: 10:00am onwards**

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	-
6	Thanks Letter	✓



*[Signature]*  
Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033

*[Signature]*  
**CHECKED AND SUBMITTED**  
**LBS- IQAC**



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# LOTUS BUSINESS SCHOOL



## Today's Innovation's Drive Tomorrow's Logistics



KEY SPEAKER

**Dr. Marcin Paweska**  
Rector (President) - IULT Poland  
(International University of Logistics and Transport)

17th March 2019 | 10:00am onwards

### FOR REGISTRATIONS

Rajesh Nadar - +91 7720093729 | Pushkarni Khade - +91 8380037115 Register online: [www.lotuscentre.ac.in/event](http://www.lotuscentre.ac.in/event)

#### Venue

**LOTUS BUSINESS SCHOOL, Pune.**  
S.No. 52/53, Jhambe Road, Pune Mumbai Expressway, Punawale, Pune 411 033.

## Synnovation 2019

### Today's Innovation's Drive Tomorrow's Logistics



### Today's Innovations Drive Tomorrow's Logistics

#### SCHEDULE

10:00 - 10:30 AM Inauguration Ceremony

10:30 - 01:30 PM Discourses & Q/A Session

#### Dr. Marcin Paweska

President CILT Poland (Chartered Institute of Logistics and Transport UK/ Poland).  
An Acclaimed Professional in the field of Transportation and Logistics. He has lent his Credentials to companies like Cisco, Microsoft, Bosch, and Samsung.

#### Mr. Dilip Thosar

IIT Kharagpur, IIM Ahmedabad 30years. Startup, E commerce, Sales/Marketing, IT delivery, Entrepreneurship, Human Resource Management, Academics, Leadership Coaching.

#### Mr. Aniruddha Anil Gupte

Founder and CEO Padrones  
Creators of innovative technology and business models to disrupt shipping and logistics worldwide.

01:30 - 02:30 PM Lunch

Register Online: [www.lotuscentre.ac.in/event](http://www.lotuscentre.ac.in/event)



[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



*[Signature]*  
Director

Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033



**Activity Title:** "Synnovation 2019" (Today's Innovation's Drive Tomorrow's Logistics)

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**Objectives:-**

- To know philosophy that imbibes the culture of innovation among the industry and academia.
- To know industry stalwarts and practicing innovators to raise the bar of the science behind innovation.

**Session conducted by: .**

1. Mr. Marcin Paweska

2. *Mr..Dilip Thosar*

3. *Mr. Aniruddha Anil Gupte*

Target Audience: All Students

**Summary of the session:-**

Synnovation 2019 (Today's Innovation's Drive Tomorrow's Logistics)

On 17<sup>th</sup> March, 2019 Lotus Business School organized Synnovation 2019 (Today's Innovation's Drive Tomorrow's Logistics) was the theme for this year. Mr.Charudutta Bodhankar (Executive Director- Lotus Business School, Pune) has gave Welcome and Introductory speech for the event. The first Key Speaker Mr. Marcin Paweska President CILT Poland(Charted Institute of Logistics and Transport UK/Poland) spoke on the concept. *Mr..Dilip Thosar* was the second speaker and gave insight on how technology play an important role in logistics.. *Mr. Aniruddha Anil Gupte*. Founder and CEO Padrones).gave brief about his work.Dr.Satish Warpade (Director- Lotus Business School, Pune) proposed the vote of thanks for the event. 22 delegates from various Industries and academics attended the event.



Key Speakers:-

1. Marcin Paweska

President CILT Poland(Chartered Institute of Logistics and Transport UK/Poland) .

Profile: An Acclaimed Professional in the field of Transportaion and Logistics. He has lent his Credentilas to companies like Cisco,Microsoft ,Bosch,and Samsung.

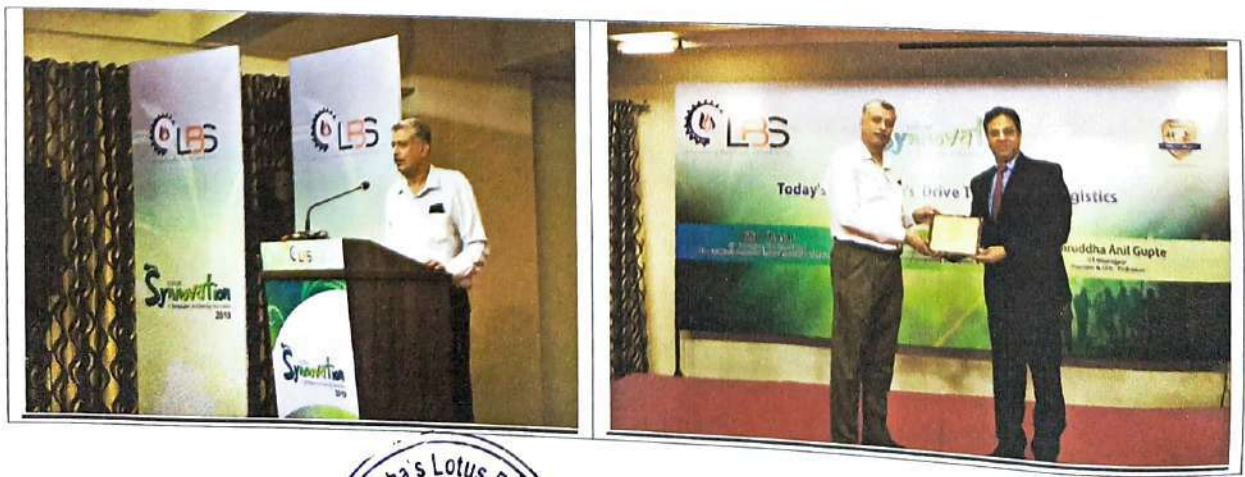
Photographs:-



Key Speakers:-

2. Dilip Thosar

Photographs:-





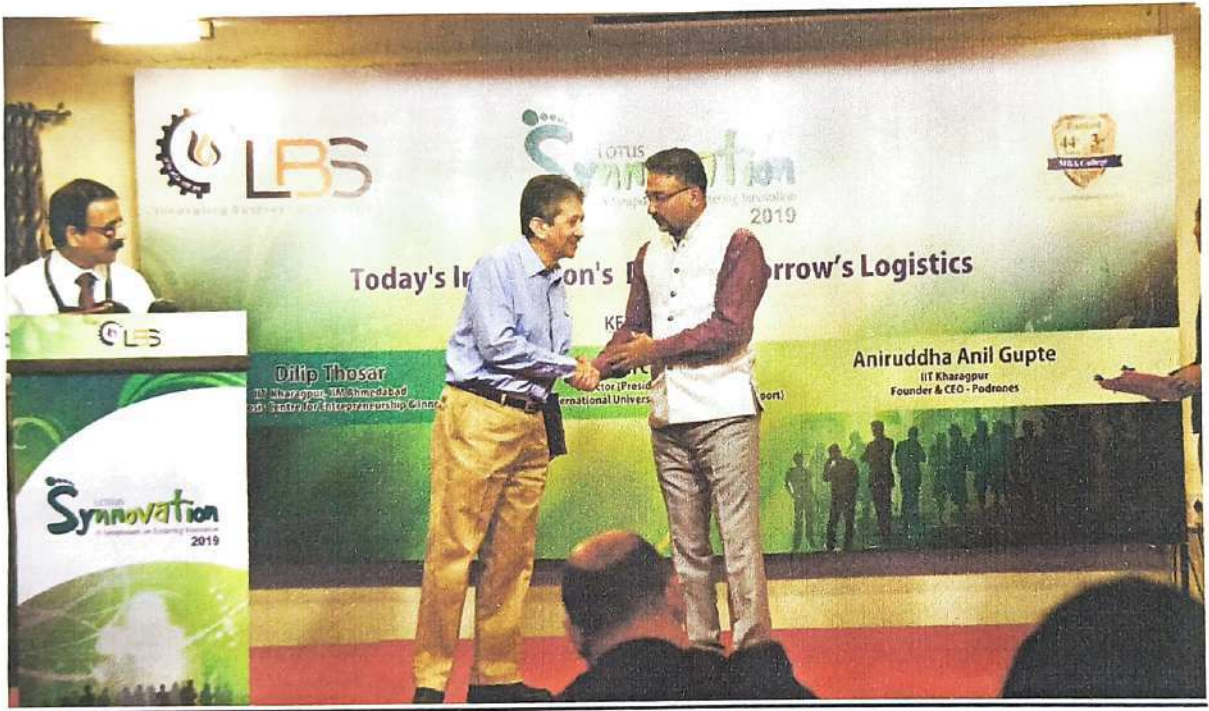
Key Speakers:-

3. Aniruddha Anil Gupte

(Founder and CEO Padrones).

Profile: Creators of innovative technology and business models to disrupt shipping and logistics worldwide.

Photograph:-







Dear Sir,  
Greetings from Lotus Business School!!!  
From the Desk of Director,  
As per telephonic discussion with undersigned, Please find a detailed description of the Synnovation 2019, a Symposium on fostering Innovation.

LOTUS BUSINESS SCHOOL offers Masters Degree course in Business Administration (MBA) Affiliated to Savitribai Phule Pune University & approved by AICTE. We offer specializations in vital disciplines of Agriculture Business Management, Pharma and Healthcare Management, Business Analyst & General Management. We at Lotus believe that only an effective amalgamation of the industry and academia will conjure up a paradigm to resolve the academic needs of this ever so progressive nation.

**Synnovation 2019**

**Today's Innovation's Drive Tomorrow's Logistics**

We plan to build a culture that inculcates, facilitates and nurtures innovation through a series of discourses from eminent personalities representing diverse sectors. The aforesaid summit will have an august gathering of approximately 60-70 Industry Delegates and Academia .

It gives me immense pleasure to invite you as a **Guest of Honour** for the event. Please mark your calendars for a date with lotus on. Kindly treat this as an official invite. Please note that the participation is purely on Invitation only. Hence,  
We request you to confirm your presence as soon as possible.

**PARTICULARS: Synnovation 2019 Today's Innovation's Drive Tomorrow's Logistics**

**Date: 17 th March 2019.**

**Place: Lotus Business School. Punawale ,Pune.**

**Time: 10:00am onwards**

**Contact Person: Mr. Devang Joshi. (09545810810)  
Ms.Pushkarni Khade (8380037115)**

Thanks & Regards,

**Prof.Dr. Satish Warpade**  
Director  
Lotus Business School  
Happy Innovating!  
Thanks & Regards,  
**Mr.Vivek Keskar**  
Head-Placement & Corporate Relations  
Lotus Business School  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 8888851323



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

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Contact

www.linkedin.com/in/  
marcinpaweska (LinkedIn)  
www.cl-consulting.com.pl  
(Company)

Top Skills

Project Management  
Management Consulting  
Change Management

# Marcin Paweska (Ph.D)

Rector at Międzynarodowa Wyższa Szkoła Logistyki i Transportu  
Wroclaw Metropolitan Area

## Experience

Międzynarodowa Wyższa Szkoła Logistyki i Transportu  
12 years 6 months

Rector  
September 2017 - Present (4 years 11 months)  
Wroclaw, Lower Silesian District, Poland

Chancellor  
April 2016 - September 2017 (1 year 6 months)  
Wroclaw, Lower Silesian District, Poland

International University of Logistics & Transport is a private University entered into the registry of Ministry of Education under number 67.

Vice Chancellor  
February 2010 - March 2016 (6 years 2 months)  
Wroclaw Area, Poland

International University of Logistics & Transport is a private University entered into the registry of Ministry of Education under number 67.

CILT(UK)-Polska  
CEO  
October 2012 - Present (9 years 10 months)

The Chartered Institute of Logistics and Transport - is the pre-eminent independent professional body for individuals associated with logistics, supply chains and all transport throughout their careers. With over 33,000 members working in over 100 countries worldwide, CILT holds unparalleled professional international recognition. CILT Poland is a Polish branch of this organization.

CL Consulting i Logistyka Ltd.  
CEO  
October 2009 - March 2016 (6 years 6 months)

CL Consulting i Logistyka Ltd. has been carrying out advisory support in the area of logistics and strategy for sixteen years. We also offer open and closed training courses as well as vocational courses.





**BRG**

2 years 7 months

Project Manager

January 2008 - October 2009 (1 year 10 months)

Senior Analyst

April 2007 - December 2007 (9 months)

Canalys

Research Analyst

October 2005 - March 2007 (1 year 6 months)

**AKZO NOBEL, A/S DECO**

Intern

September 2005 - December 2005 (4 months)

Buck Consultants

Intern

January 2005 - May 2005 (5 months)

Erasmus University

Assistant in Department of Innovation Management

January 2003 - June 2004 (1 year 6 months)

**C\_MARKET**

Intern

February 2004 - April 2004 (3 months)

**Education**

Zilina University

PhD, Risk Management · (2006 - 2010)

Erasmus University Rotterdam

Master, Master of Business Administration · (2004 - 2005)

Wroclaw University of Economics and Business

Master, Economics · (1999 - 2005)

Erasmus University Rotterdam





Bachelor, Business Administration · (2002 - 2004)

Uniwersytet Ekonomiczny we Wrocławiu (daw. Akademia  
Ekonomiczna im. Oskara Langego we Wrocławiu)



Contact

www.linkedin.com/in/agupte  
(LinkedIn)  
blog.gupte.net (Other)  
www.podrones.com (Other)  
www.teewhee.com (Other)

Top Skills

Entrepreneurship  
Start-ups  
Telecommunications

Languages

English  
Hindi  
Marathi  
Spanish  
French  
Bengali

Honors-Awards

Winner - Economic Times Power of Ideas Competition  
Winner - DST-Lockheed Martin India Innovation Growth Program  
Category Winner - Wipro-Wharton Global Innovation Challenge

Publications

Online Network for Environmental Information

Patents

Encryption method and apparatus for use in digital distribution system  
Enhanced media method and apparatus for use in digital distribution system  
System and Method to enable delivery and pickup of packages using Pods and Unmanned Vehicles  
Messaging System and Method for use in Digital Distribution Systems

# Aniruddha ("Anil") Gupte

Founder & CEO at Podrones  
Pune

## Summary

Growing companies is my key strength, having started or helped several companies to bring ideas to market. As an entrepreneur, I pivoted my two year old startup at the rate of 35% per quarter for twenty consecutive quarters (including very challenging business conditions from 2000-2002).

My primary experience has been in starting and running businesses in various technical fields. These areas include Computer Aided Design, Computer Networking and the Internet. I have a deep knowledge of LAN and WAN installation, management and applications. I have also spent key portions of my career managing the development and delivery of software applications.

I have a deep understanding of technology, especially Internet and Video related technologies. I have received eight patents (more pending) in the area of cross-platform video distribution - including Internet of course, but also Cable TV, Satellite, Disk Media etc. And another patent in Drone-based delivery. I am an innovator who has won several international innovation awards, and a seasoned professional who knows how to deliver.

I have been a full-time and part-time teacher at various colleges, including University of Wisconsin-Milwaukee and Bharati Vidyapeeth (India). Have created and launched several degree and diploma programs in areas as diverse as Computer Aided Design, Animation and Business Management for these institutions.

Specialties: I have experience in Networking and Telecommunications ranging from Bulletin Boards in the 1980s to LAN, WAN and Internet. However, my key area of expertise and passion is Video Delivery over the Internet - in this area I have received six patents. I have also managed and executed several software projects for companies ranging from "Mom & Pop" type businesses to Fortune 100 companies.





System and method to enable  
delivery and pick up of packages  
using bots and unmanned vehicles

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## Experience

Podrones

Founder & CEO

March 2016 - Present (6 years 5 months)

Pune Area, India

We use innovative technology and business models to disrupt shipping and logistics worldwide. A graduated business model starts with a single product but will grow to take significant market share away from companies. We have 5-Star partnerships in place including a listed company that will build our product in exchange for equity.

More importantly, I'm looking for co-founders! People with a passion to change the world, but with the smarts to be able to do so. Contact me if interested...

### Innovation & Entrepreneurship Consulting

Coach, Advisor & Mentor

January 2015 - Present (7 years 7 months)

Anywhere

For several years I have been coaching and helping Entrepreneurs to learn from my mistakes and my learning. This is pro bono work and no compensation is expected. If you read my profile, you will see I am qualified to give advice on both Innovation and Entrepreneurship. Several entrepreneurs have found my help useful.

I focus on Lean Startup principles, based on which I have also formulated something I call "Very Lean Startup" which you can read about on my blog <http://blog.gupte.net>

I welcome any entrepreneurs who need my help or advice.

k.e.e.n. inc.

Owner

March 1998 - Present (24 years 5 months)

Launched iCinema - one of the earliest streaming video sites on the Internet and the first to stream a full-length feature film.





Kept company profitable through the first 6 years of its existence, including traumatic times between 2000 and 2002. From 1999-2004 grew the company 680%.

Changed direction of company from a content provider to a service provider in order to "stay in the game".

Oversaw all aspects of a startup company including, creating products and product lines, sourcing, hiring, marketing and sales.

Clients have included Cumulus Media, Wisconsin Department of Transportation (DOT), Family Video, Kaiser Group and many other small and medium size companies.

**DesiPlex Inc.**

CTO

April 2015 - September 2015 (6 months)

DesiPlex is a startup focused on bringing unique entertainment to the worldwide Indian Diaspora. I am responsible for the creation of the technical infrastructure to make this happen. My primary task is to put together a streaming platform capable of streaming thousands of High Definition movies across the world. I am also responsible for the internal infrastructure to support and enable the employees and activities of the company.

**Layer 3 Media, Inc.**

Founder

September 2011 - March 2015 (3 years 7 months)

Pune India

After winning the Economic Times Power of Ideas Competition, the DST-Lockheed Martin India Innovation Growth Program, the Wipro-Wharton Global Innovation Challenge and being named to the Red Herring 100 Global Technology startups, it was time to create a product - and we did!

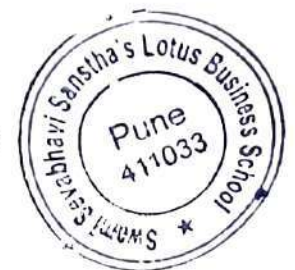
The L3 platform helps content-owners copy-protect, virally distribute and monetize their content. It has been launched and has customers who love it!

Take a look at [www.layer3media.com](http://www.layer3media.com)

**Amplify Mindware**

CTO & Director - Technical Studies

December 2008 - August 2011 (2 years 9 months)



and Telecom Management. This includes improving pedagogy by instituting better teaching processes and strengthening faculty, but also involves teaching some courses. In this role I am also responsible for supporting Corporate Training by creating, conducting and teaching short courses for Executive Development Programs. Finally, I am spearheading Amplify's upcoming venture into Distance Learning. Consulting activities and Research in technical areas is another area I am pursuing by creating Centers of Excellence in multiple areas.

As Chief Technology Officer, I am responsible for the smooth functioning of all areas of technology within the enterprise. This includes technology to support administrative as well as academic functions. In these roles I aim to make Amplify an exemplar of the best practices of using and teaching Information Technology – both areas synergistically strengthening each other.

University of Wisconsin-Milwaukee

Visiting Faculty

May 1984 - June 1998 (14 years 2 months)

Established the premier Computer Aided Design Training Center in South-East Wisconsin. Created and Conducted training Seminars for Industry in various technologies including Computer Aided Design, Software Programming and Internet (and Pre-Internet Telecommunication) Technologies. Also taught other seminar leaders and teachers.

2020 Giza, Waterstone Group

Various Technology positions

September 1993 - March 1998 (4 years 7 months)

Various technology positions including Software development, New Product ideation, Technology Management, Database Management, Facility Management Software Development

CADD Services, Inc.

President

June 1988 - August 1993 (5 years 3 months)

Page 4 of 5



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The L3 platform helps content-owners copy-protect, virally distribute and monetize their content. It has been launched and has customers who love it! Take a look at [www.layer3media.com](http://www.layer3media.com)

**Amplify Mindware**

**CTO & Director - Technical Studies**

December 2008 - August 2011 (2 years 9 months)





Complete Management and Technical responsibility for Computer Aided Design Services firm. Position involved P&L responsibility, sales, management plus some of the hands-on technical work. Clients included Rexnord, Linkbelt, Omega, W.H. Brady, Dalumns Corp., Seats Inc. and many other large and small businesses.

Education

Indian Institute of Technology, Kharagpur

Daly College  
High School, Science

Stanford University Online Course

University of Wisconsin-Milwaukee  
Doctor of Philosophy (Ph.D.) (Incomplete), Environment Behavior Studies



ATLIS&t=1



17<sup>th</sup> March 2019

To,

Mr. Marcin Paweska

President CILT Poland

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



Lotus Business School

Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

+91 20 6529 1082   info@lotuscentre.ac.in   www.lotuscentre.ac.in



17<sup>th</sup> March 2019

To,  
Mr. Dilip Thosar

Subject: - Letter of Appreciation

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Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



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17<sup>th</sup> March 2019

To,

Mr. Aniruddha Anil Gupte

(Founder and CEO Padrones)

Subject:- Letter of Appreciation

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Director

Lotus Business School, Punwale, Pune -33



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Synnovation 20219

Date: 17th March 2019

Time: 10:00am onwards

SR No	Students Name	Attendance
1	GUNJAL RUPALI SAHEBRAO	P
2	JANGAM RUSHIKESH SHIVKUMAR	P
3	JAWARE BHAGYASHRI RAVINDRA	A
4	BHAGWAT ASHOK PATIL	A
5	ABHISHEK HARISH PATKI	P
6	ROHIT RANGNATH GHODKE	P
7	SAURABH GANESH KALE	P
8	KOMAL VITTHAL SARGAR	P
9	SIDDHANT NITIN KHOND	P
10	MORE RAHUL RAJENDRA	P
11	SUMEET ROBERT BHINGARDIVE	P
12	SANKET SUBHASH CHAVAN	A
13	RAHUL RAMCHANDRA DESHPANDE	P
14	JOSHI PRANAV MILIND	P
15	RAMESHWAR KARBHARI NAVPUTE	P
16	ABHISHEK NILKANTH KOTHEKAR	P
17	DHOKARE PRAMOD DHANAJI	P
18	VISHWAJEET SURESHRAO DESHMUKH	P
19	PATIL SUMIT BHAGWAN	P
20	AKSHAY PRAKASH PAHILWAN	A
21	DHANANJAY SHIVAJI JADHAV	P
22	SHUBHAM SHANTARAM GETHE	A
23	VINAYAK BHASKAR SABALE	P
24	CHETAN MARUTI CHAVAN	P
25	SANKET DEVIDAS CHAUDHARI	A
26	VIKAS BHANUDAS DETHE	P
27	RUSHIKESH NAMDEO SAUBHAGE	P
28	DNYANDEEP LAXMAN KHATIK	P
29	DIPAK VITTHAL POTE	P
30	SUDARSHAN BHASKAR BHOJANE	A
31	HARSHADA MACHHINDRA MORE	P



32	GAJANAN BHAGWAN DHARE	P
33	TAKALE AKSHAY SUKHADEO	P
34	NEHA PRAMOD GAIKWAD	P
35	PRIYANKA ROBERT BHINGARDIVE	P
36	VYAVAHARE ROHAN JAYAKUMAR	P
37	AKSHAY ANNASAHEB DATIR	P
38	AKASH DATTATRAYA TUPE	P
39	KIRAN BALU BANDE	P
40	LALU DASHRATH GIRHE	P
41	PRAJAKTA ANAND BANSODE	P
42	SHIKALP SHIVDAS KAMBLE	P
43	SACHIN GANPAT AGALE	P
44	GOVIND JAIGIR GIRI	P
45	SWAYAM VIJAY PAWAR	P
46	PRAVIN ARJUN SHELKE	P
47	MOHINI RAJU GIRI	A
48	JAYASHREE KASHINATH BHANGARE	P
49	PRIYANKA CHANDRAKANT SANDBHOR	P
50	ASHA SOMA KONDAR	P
51	TUKARAM NATHU BHANGARE	P
52	PRAVIN BARSU EKHARE	P
53	RAMESH KUMAR KADAM	P
54	DHIRAJ ASHOKRAO HANDE	P
55	SANKET VILAS PAWAR	P
56	SHESHANK PRADEEP MURKUMBI	P
57	MANE AKSHAY SUNIL	P
58	BANDE GAJANAN NAMDEV	P
59	MANE JAYESH DEEPAK	P
60	ONKAR BABANRAO PEDGE	P
61	LAVANGE SANJAY BALASAHEB	P
62	GAJANAN NILKANTHRAO VAIRAGAR	P
63	IMRAN MOHMAD HANIB SHAIKH	P
64	SANDEEP SUNIL KENJALE	P
65	KAPIL ISHWAR SONI	P
66	WAGH SUYOG NANDARAM	P





67	LALGE SMITA GANGADHAR	P
68	PRITAM SHIVAJIRAO KALYANKAR	P
69	KIRAN RAMRAO DUDHATE	P
70	ABHINAV DATTATRAY KUMBHAR	P
71	RAMESHWAR CHHABURAO SALUNKE	P
72	RAJESH ANANDRAO MORE	P
73	SNEHAL SATISHRAO PAWAR	P
74	NAMDEV LIMBAJI PATOLE	A
75	MAROTRAO RAVSAHEB KADAM	P
76	SUYASH CHOPADE	P
77	MHASKE DHANANJAY KESHAV	P
78	DHANANJAY RAMESH SOLANKE	P
79	GOSAVI SURAJ MARUTI	P
80	NIKHIL PRADIP KULKARNI	P
81	NIKHIL VAIJNATH CHAVAN	P
82	SALUNKHE AKSHAY JAYWANT	P
83	GAYGOPAL GANESH SADGURU	P
84	JAGATAP PRATIK VILAS	P
85	MANGESH BHARAT SATHE	P
86	GEETANJALI PRABHAKAR THOMBARE	P
87	SHUBHAM SABLOK	P
88	SHAIKH SHAHRUKH SHIRAJ	P
89	PAIGUDE NIKHIL ASHOK	P
90	TAMIL KAVIYA J	P
91	ABHISHEK MAKANI	P
92	CHOWDAM VENKATA BHANU PRATHAP	P
93	NISHANT PRAVINKUMAR MADANE	P
94	RIDDHI PASWAN	P
95	DEBARATI ROY	P
96	ASHWINI KUMAR SINGH	P
97	SWALIKA SINGH	P
98	SUBRAIPTA DEY	P
99	SUCHIT KUMAR VERMA	P
100	ARUN V J	P
101	BENDKHALE SAURABH SURESH	P



102	SONAL DESHMUKH	P
103	GOYAL SHRISHTI MANOJ	A
104	NIDHI KUMARI	P
105	ARPAN GHOSH	P
106	AVIJIT ROY	P
107	ASHISH KUMAR SINGH	P
108	SHAIKH SHAMOIL AZAD	P
109	ISBELLA NIKHILA JOSE	P
110	SNEHA NATH	P
111	SUDHIR DEBNATH	P
112	GAWANDE AARTI ASHOKRAO	P
113	SUBHAM DOLUI	P
114	GIRIDHARI PATRA	P
115	AROHA MILIND DESHPANDE	P
116	PRANAV SUBHASH PATIL	P
117	GAHIWADE TEJAS SURYAKANT	P
118	SWAPNIL JAGANNATH DOIFODE	P
119	BHARAT BABURAO GANGALEWAD	P





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

Career counselling session on  
From theory to practice  
Date: 16<sup>th</sup> September 2017  
11.00 AM Onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	-
6	Thanks Letter	✓



*[Signature]*  
**CHECKED AND SUBMITTED  
LBS- IQAC**

*[Signature]*  
**Director**  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033



**Activity Title:** Career counseling session on From Theory to Practice

**Objectives:**

- To know how to use theory into practical practice.
- To know various aspects of MBA education.
- To increase practical approach in curriculum.

**Session conducted By:** Mr.Niranjan Mujumdar

**Designation:** Dy.Vice President

**Organization:** SBI Funds Management Pvt.Ltd.

**Guest Profile:** Mr.Niranjan Mujumda

- Vice president and Regional Head ROMG at SBI Funds Managemnet PVT.Ltd.  
Over 25 years rich experience in Strategy Planning, Relationship Management, Investment Advisory,Wealth Managemnet.

**Target Audience:** All Students

**Summary of Session:** Lotus Business School has organized a Career counseling session on From Theory to Practice In this session, we invited Mr. Mr.Niranjan Mujumdar As a Guest speaker. Through this session Niranjan sir has guide the students about how moving from theory to practice inherently means that an organization will need to navigate uncertainty and change. Many of the daily structures that ensure confidence and coherence in an established school or organization do not exist in a startup situation.



Photographs





Contact

www.linkedin.com/in/niranjanmujumdar (LinkedIn)

Top Skills

- Mutual Funds
- Investment Advisory
- Asset Allocation

Certifications

CERTIFIED FINANCIAL PLANNER

# Niranjan Mujumdar

Vice President & Regional Head ROMG at SBI Funds Management Limited

Pune

## Summary

Over 25 years of rich experience in Strategy Planning & Management, Sales & Marketing, Relationship Management, Financial Planning and Team Management.

## Experience

SBI Funds Management Pvt. Ltd.

18 years 5 months

Vice President & Regional Head - Rest of Maharashtra & Goa

October 2012 - Present (9 years 10 months)

Pune Area, India

Business Head for Rest of Maharashtra & Goa region. Heading all channels for all business areas...

Area Manager & ISC Head

March 2004 - October 2012 (8 years 8 months)

Goa

Undertaking sales promotion activities for SBI Mutual Fund with institutional and individual distributors and upcountry locations. Making strategies to identify and penetrate new market segments. Provide quality service to existing retail and corporate clients.

ING Vysya Financial Services Ltd.

Relationship Manager

July 2003 - March 2004 (9 months)

Marketing various Bank products, Mutual Funds, Tax Saving Schemes, RBI Bonds, Govt. Securities, Risk profiling and asset allocation, Investments in various asset classes based on in-house research, Portfolio analysis & restructuring of existing portfolio, Identifying fresh investment opportunities for regular expected cash inflows.

Frontier Trading

Executive Accounts





December 1999 - July 2003 (3 years 8 months)

Maintaining accounts, taking care of necessary Government requirements, attending to the sales tax, income tax matters, filing of necessary returns and attending to the necessary hearings

Caculo Auto Park Pvt. Ltd.

Accounts Officer

January 1998 - November 1999 (1 year 11 months)

Maintaining accounts, filing returns, conducting board meetings, writing minutes, handling finance (BAFL), liaison with banks for financial assistance

M/s S. V. Padhye & Co. (Chartered Accountants)

Audit Assistant

May 1997 - December 1997 (8 months)

Internal Audit of Kadamba Transport Co. Ltd. and Kala Academy Goa which includes thorough audit of accounts maintained by them

\_\_\_\_\_

### Education

M.Com. (Advanced Accounts), MBA (Financial Management)





Dear Niranjan sir,

Greetings!!!

Subject- Invitation for Career counseling session schedule on Saturday 16<sup>th</sup> September 2017 (10.45 AM onwards)

This is in reference with the above mentioned subject our college is planning a program under the title of Career counseling program on "From theory to practice". That is scheduled on Saturday 16<sup>th</sup> September 2017 (10.45 AM onwards) we would like to invite you as a guest speaker. In which you will be given the opportunity to express your views and it will be an honor for us. It was a pleasure discussing with you about various aspects of MBA education. Details of the Session are as follows,

**Date & Time:** Saturday 16<sup>th</sup> September 2017 (10.45 AM onwards)

**Audience:** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic:** "From theory to practice".

Looking forward...

Thanks & Regards,  
Mr.Devang Joshi  
Head-Placement & Corporate Relations  
**Lotus Business School**  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 95458 10810  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



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Career counselling session on  
From theory to practice  
Date: 16th September 2017  
11.00 AM Onwards

SR No	Students Name	Attendance
1	ABHIJEET ANKUSHRAO GAIKWAD	P
2	ADITYA LAXMAN KHANDALE	P
3	AJIT DATTATRAYA ROHOKALE	A
4	AKASH YADAVRAO SONTAKKE	A
5	AKSHAY ASHOK LENDAVE	P
6	AKSHITA ASHOK KINGE	P
7	ALONE ANKT ARUN	P
8	AMIT SOHAN HAJARE	P
9	AMOL NARHARI SALVE	P
10	ANIKET KANTILAL BHADANGE	P
11	ARPIT SURENDRA SALVI	P
12	AVHALE GAJANAN RAJENDRA	P
13	AVINASH CHANDRAKANT PAWAR	A
14	AVINASH MADHUKAR KADAM	P
15	AVINASH VITTHAL WAGHMARE	P
16	AVISHKAR ARUNRAO DESHMUKH	P
17	AWAGAN PAWAN KISHOR	P
18	BETWAR SHUBHAM YOGESHWAR	P
19	BHANGARE SARIKA ANIL	P
20	BHARDWAJ ANKITA ANIL	A
21	BHASKARE JEJERAO MARUTI	P
22	BOTLAWAR BALAJI MAROTI	P
23	CHAITANYA BALAJIRAO PATIL	P
24	CHAVAN AJAY ASHOK	P
25	CHETAN RAVINDRA CHAUDHARI	P
26	DALVI VIVEK ARVIND	P
27	DEOKATE AKASH MAHADEO	A
28	DESHMUKH PRATIK PRAKASH	P
29	DEVENDRA AMBADASJI LOHAKARE	P
30	DIPESH DINKAR MANE	P





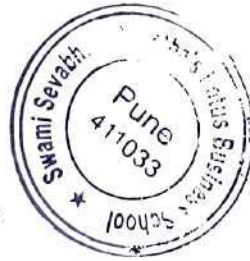
31	DNYANESHVAR DHONDIBARAO CHANDA	A
32	GAJANAN RAJESHWAR CHINTAWAR	P
33	GAJANAN VASANTRAO TEKALE	P
34	GANESH SHIVAJI SHIRKE	P
35	GOPAL ABHIMANYU BHORE	P
36	HARISH SINGH	A
37	HARMANPREET SINGH BHAJAN SINGH	P
38	IMRAN HUSSAIN BORBHUYAN	P
39	JAYESH NARENDRA CHITTE	P
40	JYOTIRLING MADHUKAR OHOL	P
41	KAILAS KALYAN THITE	P
42	KAMBLE KIRAN PRAKASHRAO	P
43	KARAN HARJITSINGH CHHABRA	P
44	KHAN SAMEER SHAKOOR	P
45	KIRAN THAKAJI KSHIRSAGAR	P
46	KOMAL RAMESH WALSE	P
47	KRISHNA ANJIRAM SANGULE	P
48	KUMAR RAMESH MANDEKAR	P
49	MAHESH MAHADEV JADHAV	P
50	MAYUR MANIKLAL JAISWAL	P
51	MONALI LAXMAN RITHE	P
52	MORE GAURAV BHAUSAHEB	A
53	NAGESH DIGAMBARRAO JAMGE	P
54	NAGESH MAHENDRA PATIL	P
55	NIKHIL RAVINDRA BHUSARE	P
56	NILESH SHANTARAM PAWAR	P
57	NITESH VISHVANATH GORE	A
58	NITIN SHANKAR SAWANT	P
59	NITIN UTTAMRAO KADAM	P
60	PATIL LAXMIKANT SHIVRAJ	P
61	PRABHANJAN YUVRAJ CHAVAN	P
62	PRASHANT DHARMENDRA DOIBALE	A
63	RAHUL DATTATRAYA MOHITE	A
64	RAHUL MADHUKAR BAVISKAR	A



65	RAHUL RAMDAS GAIKWAD	P
66	REDKAR PRACHI PRAKASH	P
67	RITESH SHASHIBHUSHAN KUMAR	A
68	ROHAN RAJESHWAR SHESH	P
69	ROHIT BHAUSAHEB LAMKHADE	A
70	SACHIN UTTAM MAGAR	P
71	SACHIN VITTHAL KALE	P
72	SADARE ROHIT NISHIKANT	P
73	SAGAR VITHOBA CHONDKAR	P
74	SANDIP JANARDAN DHAGE	A
75	SANKET GAUTAM TAYADE	P
76	SHAILESH RAMCHANDRA BIRVATKAR	P
77	SHREYA ASHOK DATAR	P
78	SHRIKANT VENKATRAO MUSANDE	P
79	SHRINIVAS RAJARAM JADHAV	P
80	SHRUTI RAJESH BAGADE	P
81	SHRUTI RAJESH SHENDE	P
82	SHUBHAM NEMICHAND SETHIYA	P
83	SHUBHANGI SONAJI PUNDGE	P
84	SOLANKE GANESH BANDU	P
85	SOUMYA SRIVASTAVA	P
86	SOURABH CHOUDHARY	P
87	SURAJ SHRISHAIL JAMADAR	P
88	SURAJ SUDHIR PATANE	P
89	SURAJ SUKHDEV KALE	P
90	SUSHANT SITARAM POKALE	A
91	SUTADE MADHAVRAO BALAJI	P
92	SWAPNIL UTTAM KHALADKAR	P
93	SWPNAWALI RAMESHBHAI BORALE	P
94	TAGADE YOGESH CHANDRAKANT	P
95	TAWDE SHIVRAJ SHIVRAJIRAO	P
96	TRUPTI RAJENDRA KHARATE	P
97	UMESH BHAGWAN BAGADE	P
98	UMREKAR SHIVPRASAD NILKANTH	P
99	VAIBHAV TUKARAM TAKAWANE	P



100	VEDANT SURESHRAO JOSHI	A.
101	VICKI SURESH MEKA	P
102	VIKAS RANGNATH JADHAV	A
103	VISHAL DNYANESHWAR THORAVE	P
104	VISHWAJEET VINODRAO CHAVAN	P
105	WAGH AISHWARYA SURESH	P
106	YASH RAJENDRA SAKLECHA	A
107	YASHKUMAR GYANSING RATHOD	P
108	YOGESH BALASAHEB TAGAD	P
109	ISBELLA NIKHILA JOSE	P
110	SNEHA NATH	P
111	SUDHIR DEBNATH	P
112	GAWANDE AARTI ASHOKRAO	P
113	SUBHAM DOLUI	P
114	GIRIDHARI PATRA	P
115	AROHA MILIND DESHPANDE	P
116	PRANAV SUBHASH PATIL	A
117	GAHIWADE TEJAS SURYAKANT	P
118	SWAPNIL JAGANNATH DOIFODE	P
119	BHARAT BABURAO GANGALEWAD	P







16<sup>th</sup> September 2017

To,

Mr.Niranjan Mujumdar

Dy.Vice President

SBI Funds Management Pvt.Ltd.

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr.Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



Lotus Business School

Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

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Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

Alumni Session: - Mr.Nahal Narvekar

Date: 07<sup>th</sup> October 2017, Saturday

11.00 AM Onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	-
6	Thanks Letter	✓



*[Signature]*  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033

*[Signature]*  
**CHECKED AND SUBMITTED**  
**LBS- IQAC**



Swami Sevabnavi Sanstha  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Alumni session by**  
**Mr. Nahal Narvekar (Batch 2013-15)**  
**For Batch 2017-18**



*[Signature]*  
Director  
**Swami Sevabnavi Sanstha's**  
**Lotus Business School**  
Pune - 411 033



**Alumni session:** Mr.Nahal Narvekar

**Organization** : ETISALAT Telecommunication LLC , UAE.

**Designation** : TEAM LEADER (Business Development

**Date of Session:** 07/10/2017 **Day:** Saturday **Time:** 11 am

**Subject:** Alumni interaction

**Profile:**

I am a sales-oriented professional with expertise in client relationship management, customer satisfaction and retention, and people management having 5 years of retail sales experience. As a Sales consultant for BMH GLOBAL (Etisalat channel partner), I currently handle Etisalat corporate customers providing them required connections as per their requirements and maintaining my revenue target.

**Main Topic covered:**

Lotus Business School has organized a session in series of ALMA CONNECT-Interaction with Alumni. Mr. Nehal Narvekar (batch 2013-15).Presently Nehal is designated as TEAM LEADER (Business Development) ETISALAT Telecommunication LLC , UAE. Handling B2B clients, providing digital telecom services. Develop new business opportunities by actively coordinating with corporate customers and Designed and deployed training classes for new customer's .In his session he shared his experience about how to get International exposure in career and explained how one has to work on self-development for career growth. The session was very interactive.

**Photograph:-**





## Contact

[www.linkedin.com/in/nehalnarvekar-2019](http://www.linkedin.com/in/nehalnarvekar-2019) (LinkedIn)

## Top Skills

Microsoft Word

Microsoft Office

Research

## Languages

Hindi

English (Professional Working)

Konkani (Native or Bilingual)

Marathi

## Certifications

ADVANCE CERTIFICATE  
PROGRAMME IN INTERNATIONAL  
TRADE

DIPLOMA IN COMPUTER  
APPLICATION (200 hours)

LOGISTICS AND SUPPLY CHAIN  
MANAGEMENT

Certified E-Commerce Professional

Masters Diploma in Computer  
System Duration(700 hours)

355

# NEHAL NARVEKAR

Key Account Manager at BMH GLOBAL LLC  
United Arab Emirates

## Summary

I am a sales-oriented professional with expertise in client relationship management, customer satisfaction and retention, and people management having 5 years of retail sales experience. As a Sales consultant for BMH GLOBAL (Etisalat channel partner), I currently handle Etisalat corporate customers providing them required connections as per their requirements and maintaining my revenue target.

ATU584-1

In all the roles that I have held, I have fostered strong relationships with the customers. Working as a Sales Assistant with BMH GLOBAL (Etisalat channel partner), I exceeded all my targets. I simultaneously gained respect from staff and management through effective communication and liaison. I was awarded with increment and couple of times with incentives because of my performance.

My references will be happy to discuss my positive attitude and strong work ethic. Thank you for your time. I look forward for your reference please contact 0561602158, nehalnarvekar@yahoo.com

## Experience

BMH Global L L C  
key Account personal  
June 2017 - Present (5 years 2 months)  
Deira, Dubai, United Arab Emirates

NEXA - Maruti Suzuki India Ltd  
Relationship Manager  
February 2017 - June 2017 (5 months)  
Borh, Goa, India

ICICI Securities  
Senior Relationship Manager  
July 2015 - December 2016 (1 year 6 months)



Pune Area, India

# Establishing name recognition and generating sales through a combination of networking.

# Ability to build /nurture/grow a strong network of people/channels (internally and externally) for lead generation and Business Development

# Aggressive prospecting in respective market for prospect clients and maintaining a healthy prospect funnel.

# Responsible for the complete business development cycle from prospecting, presentations, negotiations and New Client sign up followed Revenue generation and Achieving Business Targets.

# Crafting and delivering effective presentations to prospect clients

# Act as a liaison between the company and the team to ensure we deliver to the requirements before the competition.

# Ensuring sign-ups as per the legal requirements with clients using pricing framework, Acquisition of new accounts & client management. Identifying new Business opportunities with new Prospective Clients and Preparation of quotations & Business Proposals for acquiring new business

# Cross selling by building relationship with the client

franchisebazar.com

Internship

May 2014 - July 2014 (3 months)

- Brand awareness
- Cold Calling.
- Lead Generation & Sourcing
- Customer Retention
- Client / Account Management



Country Club

Sales Executive

May 2013 - September 2013 (5 months)

COA



My responsibilities was meeting client and giving brief presentation about country club and approaching people to attend conference.

-Cold calling

---

## Education

LOTUS BUSINESS SCHOOL, PUNE

Master of Business Administration (M.B.A.), Marketing · (2013 - 2015)

DNYANPRASARAK MANDAL COLLEGE OF COMMERCE

Bachelor's Degree, Business/Commerce, General · (2009 - 2012)

DNYANPRASARAK MANDAL COLLEGE

High School, Business/Commerce, General · (2007 - 2009)

ST. JOSEPH HIGH SCHOOL

SSC · (2007 - 2007)





Dear Alumni,

Greetings!!!

Subject- Invitation for Webinar schedule on Saturday 07<sup>th</sup> October 2017 (11.00 AM onwards)

This is in reference with the above mentioned subject our college is planning a program under the title of INTERACTION WITH LBS ALUMNI. Session is scheduled on 07<sup>th</sup> October 2017 .We would like to invite you to grace the session. In which you can share your experience. Details of the Session are as follows,

**Date & Time:** 07<sup>th</sup> October 2017 (11.00 AM onwards )

**Audience:** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic:** Experience at LBS and after LBS.

Looking forward...

Thanks & Regards,

Thanks & Regards,  
Mr.Devang Joshi  
Head-Placement & Corporate Relations  
**Lotus Business School**  
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Alumni Session: - Mr.Nahal Narvekar

Date: 07th October 2017, Saturday

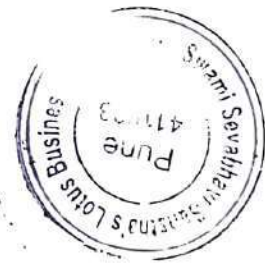
11.00 AM Onwards

SR No	Students Name	Attendance
1	ABHIJEET ANKUSHRAO GAIKWAD	P
2	ADITYA LAXMAN KHANDALE	P
3	AJIT DATTATRAYA ROHOKALE	P
4	AKASH YADAVRAO SONTAKKE	P
5	AKSHAY ASHOK LENDAVE	P
6	AKSHITA ASHOK KINGE	P
7	ALONE ANKT ARUN	P
8	AMIT SOHAN HAJARE	A
9	AMOL NARHARI SALVE	A
10	ANIKET KANTILAL BHADANGE	P
11	ARPIT SURENDRA SALVI	P
12	AVHALE GAJANAN RAJENDRA	P
13	AVINASH CHANDRAKANT PAWAR	P
14	AVINASH MADHUKAR KADAM	P
15	AVINASH VITTHAL WAGHMARE	A
16	AVISHKAR ARUNRAO DESHMUKH	P
17	AWAGAN PAWAN KISHOR	P
18	BETWAR SHUBHAM YOGESHWAR	P
19	BHANGARE SARIKA ANIL	P
20	BHARDWAJ ANKITA ANIL	A
21	BHASKARE JEJERAO MARUTI	A
22	BOTLAWAR BALAJI MAROTI	P
23	CHAITANYA BALAJIRAO PATIL	P
24	CHAVAN AJAY ASHOK	P
25	CHETAN RAVINDRA CHAUDHARI	P
26	DALVI VIVEK ARVIND	P
27	DEOKATE AKASH MAHADEO	P
28	DESHMUKH PRATIK PRAKASH	P
29	DEVENDRA AMBADASJI LOHAKARE	P
30	DIPESH DINKAR MANE	P





31	DNYANESHVAR DHONDIBARAO CHANDA	P
32	GAJANAN RAJESHWAR CHINTAWAR	P
33	GAJANAN VASANTRAO TEKALE	A
34	GANESH SHIVAJI SHIRKE	P
35	GOPAL ABHIMANYU BHOORE	A
36	HARISH SINGH	P
37	HARMANPREET SINGH BHAJAN SINGH	P
38	IMRAN HUSSAIN BORBHUYAN	P
39	JAYESH NARENDRA CHITTE	P
40	JYOTIRLING MADHUKAR OHOL	A
41	KAILAS KALYAN THITE	P
42	KAMBLE KIRAN PRAKASHRAO	P
43	KARAN HARJITSINGH CHHABRA	P
44	KHAN SAMEER SHAKOOR	P
45	KIRAN THAKAJI KSHIRSAGAR	P
46	KOMAL RAMESH WALSE	A
47	KRISHNA ANJIRAM SANGULE	A
48	KUMAR RAMESH MANDEKAR	P
49	MAHESH MAHADEV JADHAV	P
50	MAYUR MANIKLAL JAISWAL	P
51	MONALI LAXMAN RITHE	P
52	MORE GAURAV BHAUSAHEB	P
53	NAGESH DIGAMBARRAO JAMGE	P
54	NAGESH MAHENDRA PATIL	P
55	NIKHIL RAVINDRA BHUSARE	P
56	NILESH SHANTARAM PAWAR	A
57	NITESH VISHVANATH GORE	P
58	NITIN SHANKAR SAWANT	P
59	NITIN UTTAMRAO KADAM	P
60	PATIL LAXMIKANT SHIVRAJ	P
61	PRABHANJAN YUVRAJ CHAVAN	P
62	PRASHANT DHARMENDRA DOIBALE	A
63	RAHUL DATTATRAYA MOHITE	P
64	RAHUL MADHUKAR BAVISKAR	P



65	RAHUL RAMDAS GAIKWAD	P
66	REDKAR PRACHI PRAKASH	P
67	RITESH SHASHIBHUSHAN KUMAR	A
68	ROHAN RAJESHWAR SHESH	P
69	ROHIT BHAUSAHEB LAMKHADE	P
70	SACHIN UTTAM MAGAR	P
71	SACHIN VITTHAL KALE	P
72	SADARE ROHIT NISHIKANT	P
73	SAGAR VITHOBA CHONDKAR	A
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75	SANKET GAUTAM TAYADE	P
76	SHAILESH RAMCHANDRA BIRVATKAR	P
77	SHREYA ASHOK DATAR	P
78	SHRIKANT VENKATRAO MUSANDE	A
79	SHRINIVAS RAJARAM JADHAV	P
80	SHRUTI RAJESH BAGADE	P
81	SHRUTI RAJESH SHENDE	A
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85	SOUMYA SRIVASTAVA	P
86	SOURABH CHOUDHARY	P
87	SURAJ SHRISHAIL JAMADAR	A
88	SURAJ SUDHIR PATANE	P
89	SURAJ SUKHDEV KALE	P
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93	SWPNAWALI RAMESHBHAI BORALE	P
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116	PRANAV SUBHASH PATIL	P
117	GAHIWADE TEJAS SURYAKANT	P
118	SWAPNIL JAGANNATH DOIFODE	P
119	BHARAT BABURAO GANGALEWAD	P





07<sup>th</sup> October 2017

To,

Nahal Narvekar

Subject: - Letter of Appreciation

Dear Alumni,

On behalf of the Lotus Business School, I want to thank you for your session. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr. Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



**Lotus Business School**

📍 Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033.

☎ +91 20 6529 1082    📧 info@lotuscentre.ac.in    🌐 www.lotuscentre.ac.in





Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

Career counselling session on

Sales Force Automation

Date: 17<sup>th</sup> November 2017

11.00 AM Onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	✓
6	Thanks Letter	✓

*Pibak*  
**CHECKED AND SUBMITTED  
LBS- IQAC**



*[Signature]*  
**Director**  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033



Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Career counselling session on  
Sales force Automation  
(Batch 2017-18)**



*[Signature]*  
Director:  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033



**Activity Title:** Career counselling session on Sales force Automation.

**Objectives:**

- To increase selling time and the productivity of both individual and team sales professionals to position the customer as a company's most valuable asset.
- To know how different reports application works.

**Session conducted By:** Mr.Bhushan Datar

**Designation:** Founder

**Organization:** Edtech

**Guest Profile:** Mr.Bhushan Datar

20+ years of rich experience in Higher Education, handling portfolios of significance extended to Strategic Management & Academic /Training expertise value add to my professional experience.

**Specialities:** - Confidence in tough situation, task orientation, positive attitude, unconventional and creative ideas. Driving business both in terms of value and volume.

**Target Audience:** All Students

**Summary of Session:** Lotus Business School has organized a Career counseling session on Sales force automation. In this session, we invited Mr.Bhushan Datar As a Guest speaker. Through this session Bhushan sir has guide the students about how To increase selling time



Photograph:-





Dear Bhushan sir,

Greetings!!!

Subject- Invitation for Career counseling session schedule on Friday 17<sup>th</sup> November 2017 (10.45 AM onwards)

This is in reference with the above mentioned subject our college is planning a program under the title of Career counseling program on "Sales Force Automation". That is scheduled on Friday 17<sup>th</sup> November 2017 (10.45 AM onwards) we would like to invite you as a guest speaker. In which you will be given the opportunity to express your views and it will be an honor for us. It was a pleasure discussing with you about various aspects of MBA education. Details of the Session are as follows,

**Date & Time:** Friday 17<sup>th</sup> November 2017 (10.45 AM onwards)

**Audience:** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharmaceuticals, B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic:** "Sales Force Automation".

Looking forward...

Thanks & Regards,  
Mr.Devang Joshi  
Head-Placement & Corporate Relations  
**Lotus Business School**  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 95458 10810  
[www.lotuscentre.ac.in](http://www.lotuscentre.ac.in)



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## Contact

[www.linkedin.com/in/bhushan-datar-8b10bb11](http://www.linkedin.com/in/bhushan-datar-8b10bb11) (LinkedIn)

## Top Skills

Education Management -  
Administration and Marketing  
Business Development  
Brand Management

## Languages

Hindi  
Marathi  
English

# Bhushan Datar

Edtech, Online programs, Alliance Mangement ,  
Pune

## Summary

20+ years of rich experience in Higher Education, handling portfolios of significance extended to Strategic Management & Academic/ Training expertise value add to my professional experience.

During my tenure I got opportunity to practice Academic Alliances and Strategic planning, Man Management, Academic & Non-Academic Training, Business development, Product positioning and enhancement, Event & vendor management, Team management, Corporate relations and Network development.

Specialties: Confidence in tough situations , task orientation ,positive attitude, unconventional and creative ideas and foresight are reflection of my profile. Driving business both in terms of Value & Volume (marketing, sales, communication, events & promotions)

## Experience

Talentedge Education Ventures Pvt. Ltd.  
DGM - Alliances  
February 2019 - Present (3 years 6 months)  
Pune, Maharashtra, India

IDRAC India Centre  
Director - Aquisitions  
September 2018 - January 2019 (5 months)  
Pune Maharashtra, India

Lotus Business School, Pune  
Head - Promotions & Alliances  
September 2012 - January 2019 (6 years 5 months)

Responsible for Internal and External Marketing activities on the Social Media and traditional mediums.



Responsible for creating a Network of Associates in Maharashtra, Rajasthan, UP, MP, Chattisgarh and Goa for Lotus Group of Institutes and secure admissions

#### Careersiversity

Sr. Manager (Business Development and Corporate Relations)

January 2011 - September 2012 (1 year 9 months)

Market Segmentation, Brand development, web site traffic growth, Web site development, Online Presence, Social Media Marketing

Admissions, setting the processes.

Corporate Relations

#### Amplify Mindware

Manager (Projects and University Affiliations)

July 2009 - December 2010 (1 year 6 months)

Admissions and Branding:

- 1) Responsible for managing all marketing activities including business development in house.
- 2) Involved in various outdoor activities like participating in educational fairs, conducting various workshops & competitions at various places to build the brand image & recognition.
- 3) Tie-ups with the Education Consultants, Schools and Coaching Institutes for increasing the sales volume.
- 4) Responsible for making tie-ups with vendors for cost effective and cost efficient services.
- 5) Responsible for achieving sales volume/business targets.
- 6) Targeting Schools and Colleges for the Promotion of Product.
- 7) Managing Database of Students for the Growth of Institute.
- 8) Generating the leads from the various sources and convert them into Enrollment.

University Affiliations:

- 1) Correspondence and Interaction with universities like University of Pune, QUT Brisbane, AIT Ireland etc for getting new courses approved and the process involved.
- 2) Overlook and complete Foreign Affiliations and related activities.
- 3) Overlooking and managing the AICTE and university approval processes.
- 4) AICTE and DTE related documentation.
- 5) Managing the AICTE, DTE and LIC visits.





6) Participating in the Campus Development activities and seeing that the construction norms of AICTE and University are followed.

Training:

a) University:

I. Develop the content for the subjects allocated (not more than 100 hours per semester).

II. Conduct the University Practical Exam for the subjects allocated.

III. Setting and Evaluation of papers – Internal and External Exams

IV. Attendance monitoring

V. Assignment Design and evaluation

b) Corporate:

I. Develop TOC's in consultation with the BD team.

II. Physical conduct of the Trainings – On – Site / Off – Site

III. Content Development – ppt's, handouts, pdf's etc.

Amplify Mindware Pvt. Ltd.

Manager (Degree Courses)

October 2006 - June 2009 (2 years 9 months)

Day to Day Operations

Exam Conduction - Theory & Practical

Content Preparation

Syllabus Revision / Development

Overlook the Admission Process.

Assist in Faculty Evaluation and Conduct student feedback.

Assist in Placement.

Organize and execute: Co-Curricular and Extra Curricular Activities.

Assist in BVU, UOP, AICTE, NAAC, NBA and DTE approval processes.

Participating in internship programs by mentoring teams and/or being a team member.

Publishing academic papers internally or externally.

Sinhgad Institute of Technology

I/C HOD





June 2004 - September 2006 (2 years 4 months)

Worked as a In Charge Head Of Department for the Electronics and Telecommunications Department. Work Profile involved overall departmental administration as per NBA norms, training and overall monitoring. I was also responsible for equipment procurement as the Institute was just coming up.

Shri Rayeshwar Institute Of Engineering and Information Technology, Shiroda, Goa

HOD - Information Technology

January 2003 - May 2004 (1 year 5 months)

I was completely responsible for Training Delivery and Faculty Management of the IT department. I was also responsible for the Co-Curricular activities of the Department and the College as a whole.

I was involved in the Equipment Procurement and setting of the NBA procedures in the Institute.

KIT's College of Engineering

Lecturer

2001 - 2002 (1 year)

Taught subjects like Computer Networks and Operating Systems

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## Education

Eurasian Management and Administration School - EMAS Business School

PGP- Strategic Management, Strategic Management · (2020 - 2021)

Savitribai Phule Pune University

Master of Business Administration - MBA, Marketing/Marketing Management · (2017 - 2019)

Shivaji University

B.E., Electronics and Telecommunication · (1996 - 2000)

Kolhapur Institute of Technology's College of Engineering

B.E., Electronics · (1996 - 2000)

St. Xavier's High School, Kolhapur

· (1984 - 1994)



Career counselling session on

Sales Force Automation

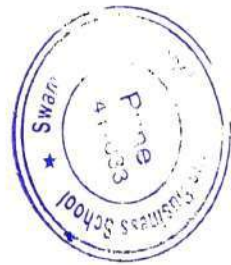
Date: 17th November 2017

11.00 AM Onwards

SR No	Students Name	Attendance
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3	AJIT DATTATRAYA ROHOKALE	P
4	AKASH YADAVRAO SONTAKKE	A
5	AKSHAY ASHOK LENDAVE	P
6	AKSHITA ASHOK KINGE	P
7	ALONE ANKT ARUN	P
8	AMIT SOHAN HAJARE	P
9	AMOL NARHARI SALVE	P
10	ANIKET KANTILAL BHADANGE	P
11	ARPIT SURENDRA SALVI	P
12	AVHALE GAJANAN RAJENDRA	A
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22	BOTLAWAR BALAJI MAROTI	A
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35	GOPAL ABHIMANYU BHORE	P
36	HARISH SINGH	P
37	HARMANPREET SINGH BHAJAN SINGH	A
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119	BHARAT BABURAO GANGALEWAD	P



17<sup>th</sup> November 2017

To,

Mr. Bhushan Datar

Founder

Edtech

Subject:- Letter of Appreciation

Dear Sir,

On behalf of the Lotus Business School, I want to thank you for your intuitive presentation. The presentation which you gave was subjective and informative. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

We look forward for the long term association with you.

Thank you again for your contribution.

Dr. Satish Warpade

Director

Lotus Business School, Punwale, Pune -33



Lotus Business School

Near Sai Expressway Petrol Pump, Mumbai Pune Expressway, Punawale, Pune 411 033

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Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

Alumni Session: - Ms.Suvarna Wagh

Date: 15<sup>th</sup> December 2017

11.00 AM Onwards

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	✓
3	Guest Profile	✓
4	Attendance Sheet	✓
5	Payment Invoice	✓
6	Thanks Letter	✓



*[Signature]*  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 032

*[Signature]*  
 CHECKED AND SUBMITTED  
 LBS- IQAC




Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

Alumni session by

Ms.Suvarna Wagh(Batch 2013-15)

For Batch 2017-18



  
Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033

**CHECKED AND SUBMITTED**  
**LBS- IQAC**

**Alumni session :** Ms.Suvarna Wagh

**Organization :** Shivamtech Engineering Design Pvt.Ltd.

**Designation :** Senior HR executive.

**Date of Session:** 15/12/2017    **Day:** Saturday    **Time:** 11 am

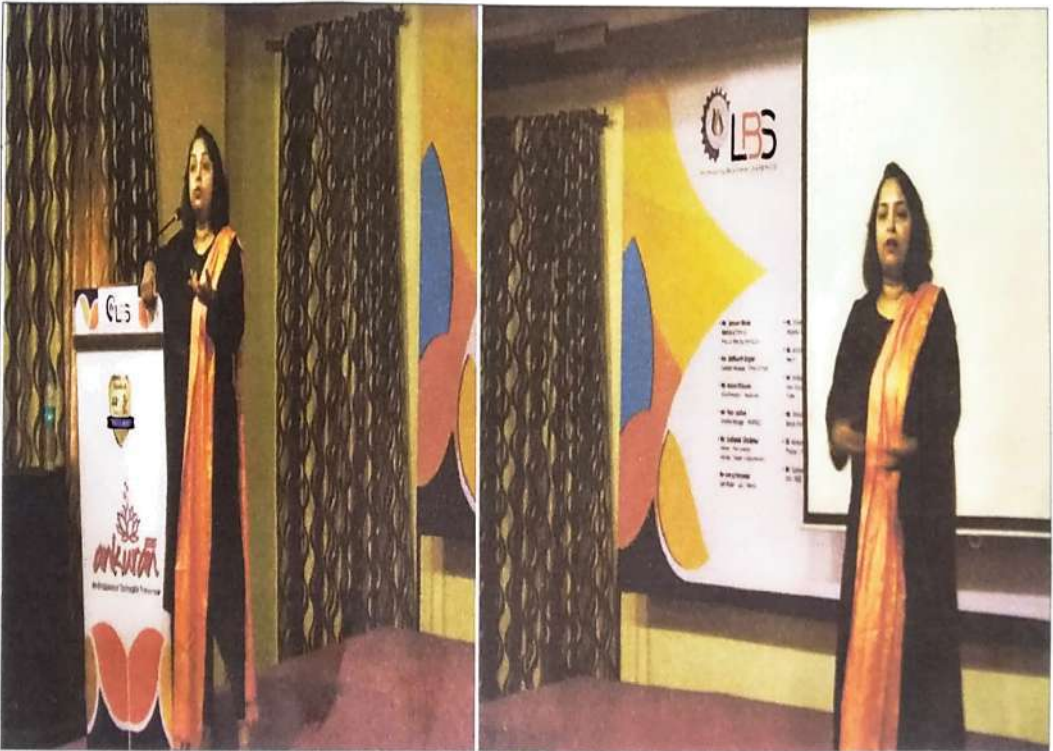
**Subject:** Alumni interaction

**Profile:** - Suvarna brings in 6 years of total experience in HR-Ops which includes end to end recruitment process, employee on-boarding and induction, payroll handling, statutory compliance, employee engagement and reports and documents management.

**Main Topic covered:**

Lotus Business School has organized a session in series of ALMA CONNECT-Interaction with Alumni. Ms.Suvarna Wagh (batch 2013-15). Presently Nehal is designated as Senior HR executive in Shivamtech Engineering PVT.Ltd. She guided students about HR policy. How students can build their career HR field.

**Photograph:-**







Dear Alumni,

Greetings!!!

Subject- Invitation for Webinar schedule on 15<sup>th</sup> December 2017 (11.00 AM onwards)

This is in reference with the above mentioned subject our college is planning a program under the title of INTERACTION WITH LBS ALUMNI. Session is scheduled on 15<sup>th</sup> December 2017 (11.00 AM onwards) .We would like to invite you to grace the session. In which you can share your experience. Details of the Session are as follows,

**Date & Time:** 15<sup>th</sup> December 2017 (11.00 AM onwards)

**Audience:** Newly admitted first year MBA students with B.Sc Agri, B.Tech Food Technology B.Pharma , B.Sc, B.Com etc fresh graduates pursuing career in Management.

**Topic:** Experience at LBS and after LBS.

Looking forward...

Thanks & Regards,  
Mr.Devang Joshi  
Head-Placement & Corporate Relations  
Lotus Business School  
Punawale Campus,  
Pune-411033  
Tel No. +91 - 95458 10810  
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Alumni Session: - Ms.Suvarna Wagh

Date: 15th December 2017

11.00 AM Onwards

SR No	Students Name	Attendance
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51	MONALI LAXMAN RITHE	P
52	MORE GAURAV BHAUSAHEB	P
53	NAGESH DIGAMBARRAO JAMGE	P
54	NAGESH MAHENDRA PATIL	P
55	NIKHIL RAVINDRA BHUSARE	P
56	NILESH SHANTARAM PAWAR	P
57	NITESH VISHVANATH GORE	P
58	NITIN SHANKAR SAWANT	A
59	NITIN UTTAMRAO KADAM	P
60	PATIL LAXMIKANT SHIVRAJ	P
61	PRABHANJAN YUVRAJ CHAVAN	A
62	PRASHANT DHARMENDRA DOIBALE	P
63	RAHUL DATTATRAYA MOHITE	P
64	RAHUL MADHUKAR BAVISKAR	A
65	RAHUL RAMDAS GAIKWAD	P
66	REDKAR PRACHI PRAKASH	P





67	RITESH SHASHIBHUSHAN KUMAR	P
68	ROHAN RAJESHWAR SHESH	P
69	ROHIT BHAUSAHEB LAMKHADE	P
70	SACHIN UTTAM MAGAR	P
71	SACHIN VITTHAL KALE	P
72	SADARE ROHIT NISHIKANT	A
73	SAGAR VITHOBA CHONDKAR	P
74	SANDIP JANARDAN DHAGE	P
75	SANKET GAUTAM TAYADE	P
76	SHAILESH RAMCHANDRA BIRVATKAR	P
77	SHREYA ASHOK DATAR	A
78	SHRIKANT VENKATRAO MUSANDE	P
79	SHRINIVAS RAJARAM JADHAV	P
80	SHRUTI RAJESH BAGADE	P
81	SHRUTI RAJESH SHENDE	P
82	SHUBHAM NEMICHAND SETHIYA	A
83	SHUBHANGI SONAJI PUNDGE	P
84	SOLANKE GANESH BANDU	P
85	SOUMYA SRIVASTAVA	A
86	SOURABH CHOUDHARY	P
87	SURAJ SHRISHAIL JAMADAR	P
88	SURAJ SUDHIR PATANE	P
89	SURAJ SUKHDEV KALE	P
90	SUSHANT SITARAM POKALE	P
91	SUTADE MADHAVRAO BALAJI	P
92	SWAPNIL UTTAM KHALADKAR	P
93	SWPNAWALI RAMESHBHAI BORALE	P
94	TAGADE YOGESH CHANDRAKANT	P
95	TAWDE SHIVRAJ SHIVRAJIRAO	A
96	TRUPTI RAJENDRA KHARATE	P
97	UMESH BHAGWAN BAGADE	P
98	UMREKAR SHIVPRASAD NILKANTH	P
99	VAIBHAV TUKARAM TAKAWANE	P
100	VEDANT SURESHRAO JOSHI	P



101	VICKI SURESH MEKA	A
102	VIKAS RANGNATH JADHAV	P
103	VISHAL DNYANESHWAR THORAVE	P
104	VISHWAJEET VINODRAO CHAVAN	A
105	WAGH AISHWARYA SURESH	P
106	YASH RAJENDRA SAKLECHA	P
107	YASHKUMAR GYANSING RATHOD	P
108	YOGESH BALASAHEB TAGAD	P
109	ISBELLA NIKHILA JOSE	P
110	SNEHA NATH	P
111	SUDHIR DEBNATH	P
112	GAWANDE AARTI ASHOKRAO	A
113	SUBHAM DOLUI	P
114	GIRIDHARI PATRA	P
115	AROHA MILIND DESHPANDE	P
116	PRANAV SUBHASH PATIL	P
117	GAHIWADE TEJAS SURYAKANT	P
118	SWAPNIL JAGANNATH DOIFODE	P
119	BHARAT BABURAO GANGALEWAD	P



15<sup>th</sup> December 2017

To,

Suvarna Wagh

Subject: - Letter of Appreciation

Dear Alumni,

On behalf of the Lotus Business School, I want to thank you for your session. Students got a lot of information and inspiration from you. Your valuable thoughts and knowledge sharing will definitely help our students for their career growth.

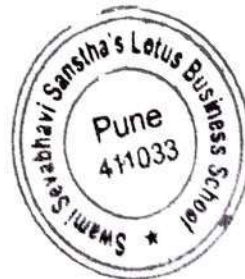
We look forward for the long term association with you.

Thank you again for your contribution.

Dr.SatishWarpade

Director

Lotus Business School, Punwale, Pune -33







Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

Quantitative aptitude session by

Prof. Sunil Prajapati

Batch (2018-19)

Sr.No	Documents	Approved By IQAC
1	Session Details File	✓
2	Invitation Letter	NA
3	Guest Profile	NA
4	Attendance Sheet	✓
5	Payment Invoice	NA
6	Thanks Letter	NA




*Sunil Prajapati*  
 Director  
 Swami Sevabhavi Sanstha's  
 Lotus Business School  
 Pune - 411 033

*P. Babat*  
 CHECKED AND SUBMITTED  
 LBS- IQAC

Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
Innovating Business Leadership

**Quantitative Aptitude Session by**  
**Prof.Sunil Prajapati**  
**Batch 2017-18**

  
Director  
Swami Sevabhavi Sanstha's  
Lotus Business School  
Pune - 411 033



**Activity Title:** Quantitative Aptitude Session**Objectives:**

- To enhance student's aptitude skills to become budding manager.
- Importance of quantitative aptitude

A person with a quantitative aptitude will be in a better position to analyze and make sense of the data given. Such a person will also be at ease with numbers. Therefore, quantitative aptitude is an important measure for a prospective business executive's abilities.

**Target Audience:**

All students.

**Photographs:-**



Attendance Sheet for Quantitative Aptitude Session Batch 17-18

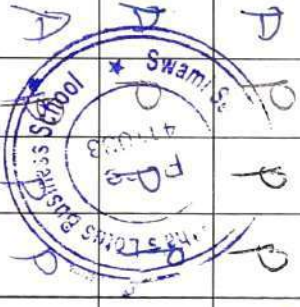
Sr. No	Student Name	Session 1	Session 2	Session 3	Session 4	Session 5	Session 6	Session 7	Session 8	Session 9	Session 10	Session 11	Session 12	Session 13	Session 14	Session 15	Session 16	Session 17	Session 18	Session 19	Session 20
		Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date
1	ABHJEET ANKUSHRAO GAIKWAD	P	P	A	A	P	P	A	P	P	A	A	A	P	P	A	P	A	A	A	A
2	ADITTA LAXMAN KHANDALE	P	A	P	P	P	P	A	P	P	A	P	A	P	P	P	P	A	A	P	P
●	AJIT DATTATRAYA ROHOKALE	P	P	A	P	A	P	P	A	P	P	P	P	P	P	P	P	P	A	P	P
4	AKASH YADAVRAO SONTAKKE	P	P	P	P	A	A	P	P	P	P	P	P	P	A	P	P	P	A	A	P
5	ANSHAY ASHOK LENDAVE	P	P	P	P	P	P	P	P	P	P	A	A	P	P	A	P	P	P	P	P
6	AKSHITA ASHOK KINGE	A	P	A	P	P	P	P	P	P	A	P	P	A	P	P	P	P	A	P	A
7	ALONE ANKIT ARUN	A	P	P	P	A	P	P	P	A	P	P	P	P	P	P	A	N	P	P	A
●	AMIT SOHAN HAJARE	A	P	P	P	P	A	P	A	P	P	A	P	P	P	P	P	P	A	P	A
✓	AMOL NARHARI SALVE	P	P	P	P	P	A	A	A	P	P	P	P	A	P	P	P	P	P	P	A
10	ANIKET KANTILAL BHADANGE	P	P	P	P	A	P	P	P	P	P	P	A	P	P	A	P	P	P	P	A
11	ARPIT SURENDRA SALVI	P	P	A	A	A	P	P	A	P	P	A	P	P	P	P	P	P	P	P	P



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Sr. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date	Session 18 Date	Session 19 Date	Session 20 Date
12	AVHALE GAJANAN RAJENDRA	P	P	P	A	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P	P
13	AVINASH CHANDRAKANT PAWAR	P	P	A	P	P	P	A		P	P	P	P	P	P	A	P	P	A	P	P
14	AVINASH MADHUKAR KADAM	P	A	P	P	P	P	P	P	P	P	P	A	A	P	A	P	P	P	A	P
15	AVINASH VITTHAL WAGHMARE	P	P	A	P	P	A	P	A	A	P	A	P	A	P	P	A	P	P	P	P
16	AVISHKAR ARUNRAO DESHMUKH	P	A	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	A	A
17	AWAGAN PAWAN KISHOR	P	A	P	P	P	P	P	P	P	A	A	P	P	A	P	P	A	P	P	P
18	BETWAR SHUBHAM YOGESHWAR	P	P	P	A	P	P	A	P	P	P	P	P	A	P	P	A	P	P	A	P
19	BHANGARE SARIKA ANIL	A	A	A		P	P	P	P	P	P	A	P	P	A	P	P	A	P	P	P
20	BHARDWAJ ANKITA ANIL	P	A	P	P	A	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P
21	BHASKARE JEERAO MARUTI	P	P	P		P	P	P	P	P	A	P	P	A	P	P	A	P	P	A	P
22	BOTLAWAR BALAJI MAROTTI	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P	P
23	CHAITANYA BALAJIRAO PATIL	P	P	A	P	P	A	P	P	P	A	P	A	A	P	P	A	P	P	A	P



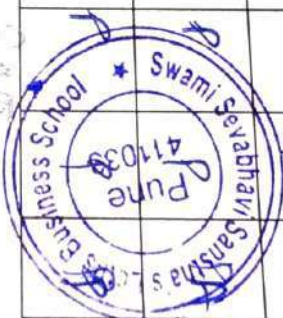


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		Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	
35	HARSH SINGH	P	A	A	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	
37	HARMANPREET SINGH BHALLAN SINGH	P	P	A	P	P	A	A	P	A	P	P	P	P	P	P	P	P	P	P	P	P	
38	IMRAN HUSSAIN BORSHUVAN	P	A	P	P	P	A	P	P	P	P	P	P	A	P	A	P	P	P	A	A	P	
39	JAYESH NARENDRA CHITTE	P	P	P	P	P	P	P	P	P	P	P	A	P	A	P	P	P	P	P	P	P	
40	JYOTIRLING MADHUKAR OHOL	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	
41	KAILAS KALYAN THITE	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P	A	P	
42	KAMBLE KIRAN PRAKASHRAO	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A	A	P	P
43	KARAN HARJITSINGH CHHABRA	P	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P
44	KHAN SAMEER SHAKOOR	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
45	KIRAN THAKALI KSHIRSAGAR	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
46	KOMAL RAMESH WALSE	P	P	P	P	P	A	P	P	P	P	A	P	P	A	A	P	P	P	P	P	P	P
47	KRISHNA ANJIRAM SANGULE	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P





Sr. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date
48	KUNAS SAVESH MANDEKAR	P	P	A	P	P	A	P	P	P	P	A	P	P	P	A	P	P
49	MANESH MANDEV JADHAV	P	A	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P
50	NAVUR MAHARAJA JASWAL	P	P	A	A	P	P	P	P	A	P	P	P	A	P	P	P	P
51	MONALI LAXMAN RITHE	A	P	A	A	P	P	P	A	A	P	P	P	P	P	P	A	P
52	MOORE GAURAV SHAUSAHEB	A	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P
53	NAGESH DIGAMBARAO JAMGE	P	P	P	P	P	A	P	P	P	P	P	P	P	P	A	P	P
54	NAGESH MAHENDRA PATIL	P	P	P	P	A	P	P	A	A	P	P	P	P	P	P	P	A
55	NICHIL RAVINDRA BHUSARE	P	P	A	P	A	P	P	P	P	P	A	A	P	P	P	P	A
56	NILESH SHANTARAM PAWAR	P	P	P	P	P	P	P	A	A	P	P	P	A	A	P	P	A
57	NITESH VISHWANATH GORE	A	P	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P
58	NITIN SHANKAR SAWANT	P	P	P	A	P	A	P	A	P	P	P	P	P	P	P	P	P
59	NITIN UTTAMRAO KADAM	P	P	P	A	P	A	P	P	P	P	P	P	P	A	P	P	P



Sl. No	Student Name	Session 1		Session 2		Session 3		Session 4		Session 5		Session 6		Session 7		Session 8		Session 9		Session 10		Session 11		Session 12		Session 13		Session 14		Session 15		Session 16		Session 17		Session 18		Session 19		Session 20				
		Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date	Mark	Date				
60	PATIL LAKSHMANT SURESH	A	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P			
61	PRASHANTAN KUNAL DNYANAN	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P		
62	PRASHANT DNYANENDRA DOISALE	P	P	A	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P		
63	SAHIL DATTATRAYA MOHITE	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
64	SAHIL MADHUKAR SAIVSAR	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
65	SAHIL RAMDAS GANWAD	P	A	A	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
66	TEJODAR PRADHII PRANASH	A	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
67	ETESH SHASHIBHUSHAN KUNAR	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
68	POHANI RAJESHWAR SHESH	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
69	POHIT BHAIASAHEB LAMCHADE	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	
70	SACHIN UTTAM NAGAR	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
71	SACHIN VITTHAL KALE	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P



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Sr. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date	Session 18 Date	Session 19 Date	Session 20 Date
72	SADARE ROHIT NISHIKANT	P	P	P	A	P	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P
73	SAGAR VITHOBA CHONDKAR	P	P	P	A	P	P	P	A	P	A	P	P	A	P	A	P	P	A	P	A
74	SANDIP JANARDAN DHAGE	A	A	A	P	A	P	P	P	P	P	A	A	P	P	A	P	P	P	A	P
75	SANKET GAUTAM TAYADE	P	P	P	P	P	A	P	P	A	P	P	P	P	P	P	P	P	P	P	P
76	SHALESH RAMCHANDRA BIRVATKAR	P	P	P	P	P	A	P	P	A	P	P	P	P	P	A	P	P	P	P	A
77	SHREYA ASHOK DATAR	A	P	P	A	P	P	P	P	P	A	P	P	A	P	P	A	P	P	P	P
78	SHRIKANT VENKATRAO MUSANDE	P	P	P	P	P	P	A	A	P	P	P	P	A	P	P	P	P	P	P	P
79	SHRINIVAS RAJARAM JADHAV	P	P	A	A	A	P	P	P	P	P	P	P	P	P	A	P	P	A	P	P
80	SHRUTI RAJESH BAGADE	A	P	P	P	P	A	A	A	A	A	A	A	P	P	P	P	P	P	P	P
81	SHRUTI RAJESH SHENDE	P	A	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	A	A	P
82	SHUBHAM NEMICHAND SETHIYA	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P
83	SHUBHANGI SONAJI PUNDE	P	P	P	P	P	A	P	P	P	A	A	A	A	P	P	A	P	P	P	A





S. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date	Session 18 Date	Session 19 Date	Session 20 Date	
S4	SOLANKE GANESH BANDU	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	A	A	P	P
S5	SOUNIYA SRIVASTAVA	A	P	P	P	P	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P
S6	SOURABH CHOUDHARY	P	A	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P
S7	SURAJ SHRISHAIL JAMNADAR	P	P	A	A	P	P	P	P	A	P	P	A	A	A	A	A	A	A	P	P	P
S8	SURAJ SUDHIR PATANE	P	P	A	A	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	A
S9	SURAJ SUKDEV KALE	A	P	P	A	P	P	P	P	P	P	A	A	A	P	A	P	P	P	A	A	A
90	SUSHANT SITARAM POKALE	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P
91	SUTADE MADHAVRAO BALAJI	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
92	SWAPNIL UTTAM KHALADKAR	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P	P
93	SWPNAWALI RAMESHBHAI BORALE	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	A	P
94	TAGADE YOGESH CHANDRAKANT	P	P	P	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
95	TAWDE SHIVRAJ SHIVRAJRAO	P	P	A	A	A	P	A	P	P	P	A	A	P	P	P	P	P	A	P	P	P



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Sr. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date	Session 18 Date	Session 19 Date	Session 20 Date
96	TRUPTI RAJENDRA KHARATE	A	P	P	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
97	UMESH BHAGWAN BAGADE	P	P	P	P	A	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P
98	UMREKAR SHIVRASAD NILKANTH	P	P	A	A	P	P	P	A	A	A	P	P	P	P	P	A	A	A	P	A
99	VAIBHAV TUKARAM TAKAVANE	P	P	P	P	P	P	A	A	P	P	P	P	P	P	P	P	P	P	P	A
100	VEDANT SURESHRAO JOSHI	P	P	P	A	P	A	P	A	P	P	P	P	P	A	P	P	P	P	P	A
101	VICKI SURESH MEKA	P	P	P	P	P	P	P	P	A	A	P	P	P	P	A	P	P	P	P	A
102	VIKAS RANGNATH JADHAV	A	P	A	P	P	A	A	P	A	A	P	P	P	P	P	A	A	A	A	R
103	VISHAL DNYANESHWAR THORAVE	P	A	P	P	P	P	P	A	P	P	A	A	A	A	P	P	P	P	P	P
104	VISHVAJEET VINODRAO CHAVAN	P	A	P	P	P	P	A	A	P	P	P	P	P	P	P	P	A	R	P	P
105	WAGH AISHWARYA SURESH	P	A	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	P	P	P
106	YASH RAJENDRA SAKLECHA	A	A	A	A	A	P	P	P	P	P	P	P	P	P	P	P	P	P	P	P
107	YASHKUMAR GYANSING RATHOD	A	P	P	P	P	P	P	P	A	P	P	A	P	P	P	P	P	P	P	P



Sr. No	Student Name	Session 1 Date	Session 2 Date	Session 3 Date	Session 4 Date	Session 5 Date	Session 6 Date	Session 7 Date	Session 8 Date	Session 9 Date	Session 10 Date	Session 11 Date	Session 12 Date	Session 13 Date	Session 14 Date	Session 15 Date	Session 16 Date	Session 17 Date	Session 18 Date	Session 19 Date	Session 20 Date
108	YOGESH BALASAHEB TAGAD	P	P	A	A	P	P	A	P	P	P	P	P	A	P	P	A	A	P	P	P

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