



Lancaster University
Management School

Lancaster University MBA Profiles

Class of 2025



www.lancaster.ac.uk/lums/mba

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Welcome from Dr. Mark Dawson, Programme Director

It is my pleasure to welcome you to our Full-Time MBA Student Profiles brochure. As Programme Director, I am continually inspired by the remarkable individuals who join our MBA community—talented professionals who bring diverse experiences, fresh perspectives, and an unwavering commitment to leadership and innovation.

Our Full-Time MBA programme attracts students from a wide range of industries, backgrounds, and cultures. Each of them arrives with unique expertise and aspirations, yet they share a common drive: to challenge themselves, expand their global outlook, and make a meaningful impact in the business world.

At the heart of our program is a dynamic and collaborative learning environment, where students engage in rigorous academic discussions, tackle real-world challenges, and build lifelong connections. They are supported by world-class faculty, dedicated career services, and a vibrant alumni network—resources that empower them to achieve their personal and professional goals.

This brochure offers just a glimpse into the outstanding individuals who make up our MBA cohort. As you explore these profiles, I encourage you to look beyond the achievements listed on the page and see the passion, ambition, and leadership potential that define our students.

Whether you are a prospective applicant, employer, or industry partner, I invite you to connect with our MBA community. These students are the future of business, and I have no doubt that they will leave a lasting impact wherever they go.

Welcome to our MBA community—I look forward to seeing what we can achieve together.



Dr. Mark Dawson
Programme Director, Full-Time MBA

Lancaster University Full-time MBA

Quadruple accredited and highly ranked, the Lancaster University Management School's (LUMS) Full-time MBA (FMBA) programme equips students with all the necessary language, tools, and techniques of business and management. The FMBA has a unique vision as we focus on developing the students' practical wisdom and capacity for judgment in the turbulent world of international business. With a curriculum guided by our programme principles of **responsibility, sustainability, and inclusivity**, students instil a leadership mindset along with the skills they need to be highly effective at the most senior levels of management.

10 core courses in key areas of business and management

- ❖ Accounting & Finance for Managers
- ❖ Business Economics
- ❖ Core Capabilities
- ❖ Digital Innovation in Business
- ❖ Leading Responsibly
- ❖ Marketing
- ❖ Operations Management
- ❖ Organising Behaviour
- ❖ Responsible Management & Ethics
- ❖ Strategic Management

4 live client consultancy action-learning "challenges" for practical skills development

- ❖ Business Management Challenge
- ❖ Corporate Challenge
- ❖ Consultancy Challenge
- ❖ Entrepreneurial Challenge

Working with our Entrepreneurs in Residence, our Leaders in Residence, and our Centre for Training & Development (CeTAD) Associates, our students learn from world-renowned academics who collectively provide students with a well-rounded, theoretically rigorous, and empirically grounded curriculum. Building on what they learned in their core modules, students develop their consultancy and organisational skills by working with programme partners to solve genuine business problems in our Action Learning modules. Our practice-based pedagogical approach is highlighted in these modules that weave together deep philosophical learnings and practical skills development.





Accessing Our Talent

The CVs in this book showcase the Lancaster University MBA talent. Our LUMS Careers team is on hand to help you connect with these talented candidates. We have a range of opportunities to facilitate accessing our students to your business and to help you find the right candidate for your vacancies. Being able to offer a job is not a prerequisite for participating in any of these opportunities.

Offer a Student Project

Our experienced MBA students can help you find the right solution to your business issue with an in-depth investigation and strategic recommendations. Our Consultancy Challenge and Capstone Challenge projects run each year at specific times during the programme:

- MBA Consultancy Challenge: four weeks, April – May
- MBA Capstone Challenge: six weeks, Summer

These projects can be used to introduce your company to students as a precursor to considering or offering a more permanent role, though this is not required. The arrangement gives each party an excellent opportunity to assess suitability, fit, and career potential. If you have an idea for a project or would like further information, email the Student Projects team at studentprojects@lancaster.ac.uk or fill out the [online enquiry form](#).

Offer an Internship

As an alternative to the MBA Capstone Challenge, students can instead choose to undergo a summer internship to develop their managerial and organisational skills.

- Summer internships: Summer, 6-12 weeks

Advertise a Position

We are here to help you recruit talented and capable leaders to transform your organisation. Simply email Andy Bagshaw with all the details of your vacancy and the type of students you are seeking, and we will do the rest! As well as permanent roles, our candidates are also available for temporary roles and summer internships. You can present information on your career opportunities and host your interviews in our suitable on-campus facilities. Consider hosting a short networking drinks or buffet reception afterwards to help make the most of your visit.

Who Recruits Our Students?

Lancaster MBA graduates are recruited by a wide variety of companies and organisations around the world, both in the private and public sectors. Some graduates join large multinational companies while others boost the management teams of smaller organisations or enjoy accelerated promotion with their former employers. Some start up their own companies. The journey is different for everyone yet transformational for all.

Here are just some of the international companies that have recruited Lancaster MBA graduates over the last few years.

Consulting & Professional Services

- Accenture
- KPMG
- Deloitte
- EY
- Capgemini
- Tata Consultancy Services (TCS)
- Grant Thornton
- Ricardo Strategic Consulting
- Baringa Management Consulting

Construction, Engineering & Automotive

- Hilti
- Caterpillar
- Arup
- Hyundai Group

Finance & Investment

- HSBC
- Rothschild & Co

Technology & Telecommunications

- Oracle
- Microsoft
- Sony
- Vodafone

E-commerce, Retail & FMCG

- Amazon
- Gap
- Starbucks
- Hasbro
- Procter & Gamble (P&G)

Advertising & Marketing

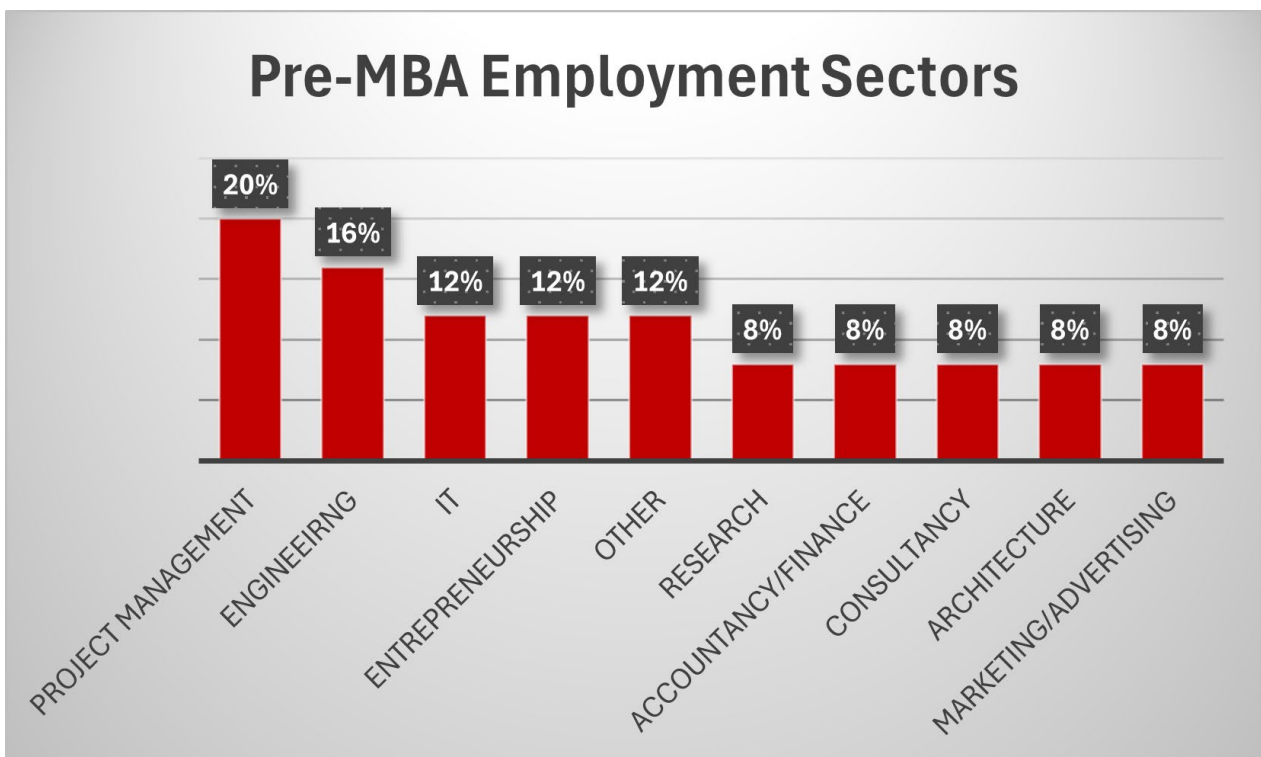
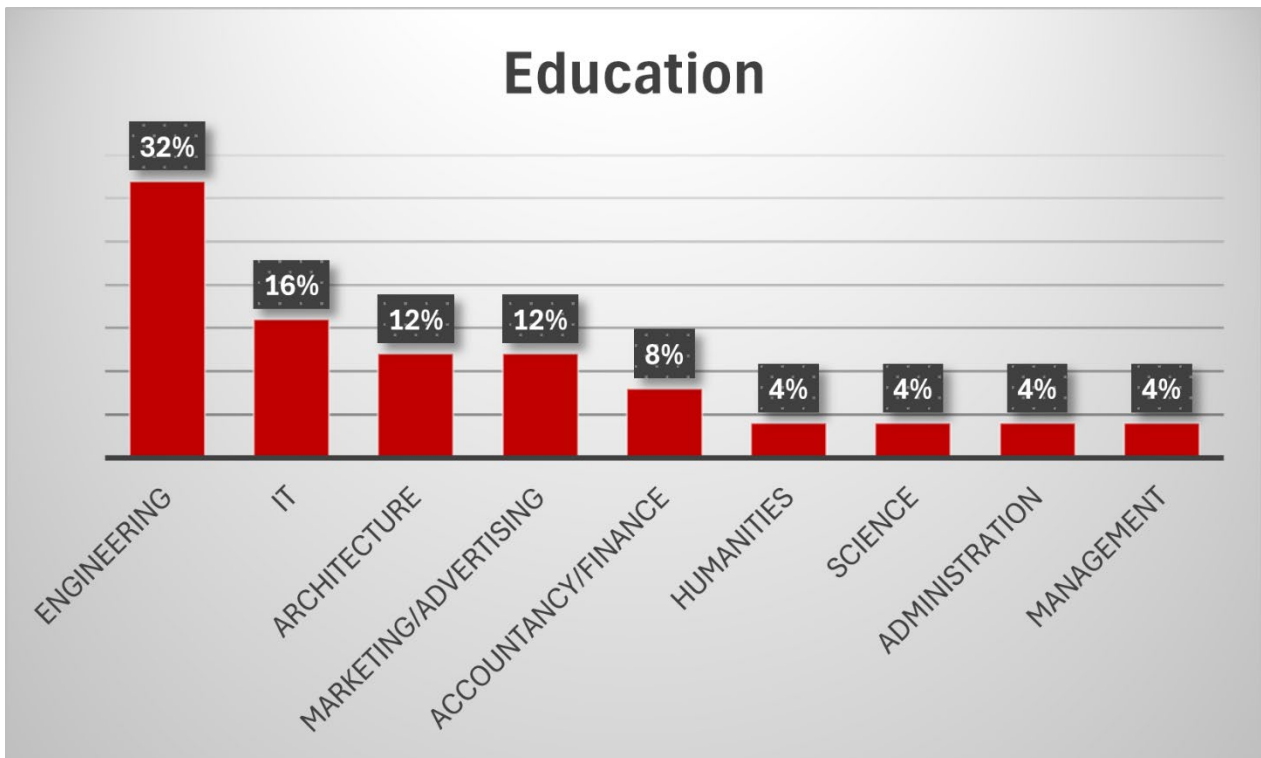
- WPP

If you would like to discuss any of the candidate profiles or how you can tap into the MBA student resource (from permanent recruitment and internships to expenses-only Consultancy Projects), please contact Andy Bagshaw, MBA Career Relationship Manager via email at a.bagshaw@lancaster.ac.uk.



Overview of Class of 2025

We carefully select each cohort using a rigorous application process to ensure our students represent a wide diversity of expertise, educational background, and industry experience. Our students have an average of five years of managerial work experience prior to beginning the FMBA programme. Five different nationalities are represented across the cohort this year along with a broad range of both functional and sector experiences.





OUR FUTURE
LEADERS

Piali ADHIKARY

<https://www.linkedin.com/in/piali-adhikary>

p.adhikary@lancaster.ac.uk

Career Profile

Experienced Technology Specialist with six years of diverse experience across multinational corporations and startups. Skilled in Robotics Process Automation (RPA), Intelligent Document Processing (IDP), and process consulting, with a proven ability to manage the full project lifecycle—from pre-sales and RFPs to delivery and managed services. Successfully led transformation initiatives across industries, driving measurable improvements in efficiency, accuracy, and cost-effectiveness. Currently pursuing a Master's degree at Lancaster University to further apply these skills in solving complex business problems and fostering innovation in consulting roles.

Education

- | | |
|--------------------|---|
| 2024 – 2025 | LANCASTER UNIVERSITY, Lancaster, UK
MBA |
| 2014 – 2018 | KALINGA INSTITUTE OF INDUSTRIAL TECHNOLOGY UNIVERSITY, Bhubaneswar, India
BTech, IT (Information Technology), 7.71 CGPA |

Experience

- | | |
|--------------------|--|
| 2024 – 2024 | LITMUS 7, Bengaluru
Technology Specialist <ul style="list-style-type: none">Led the implementation of an advanced automation solution to streamline product comparisons across competitor websites, reducing manual effort by 80% and delivering timely, consolidated reports that empowered the sales team to optimise pricing strategies.Spearheaded the automation of a labour-intensive quarterly data transfer process, improving processing speeds by 75% and significantly enhancing audit team efficiency, enabling them to focus on high-priority tasks.Deployed an Intelligent Document Processing (IDP) system to automate order detail extraction from PDFs, reducing manual effort by 72%, improving real-time tracking, and enhancing customer satisfaction by 40% through faster response times. |
| 2021 – 2024 | CLOUDWERX, Pune, India
Automation Consultant <ul style="list-style-type: none">Identified and developed an end-to-end automation solution to streamline the onboarding process for an organisation assisting elderly and disabled individuals, reducing manual effort by 50%, and eliminating the need to hire extra staff.Automated complex multi-factor authentication-enabled processes on government websites using API integrations to handle frequent UI changes, reducing manual effort by 60% and improving processing speed and accuracy.Led the development of a bot to automate invoice processing and order management for a company focused on pet care, for sales and operations, boosting profits by 20%, and improved customer satisfaction through personalised communication.Conducted in-depth process analysis and led consulting workshops to provide actionable insights and recommendations for process optimisation. |
| 2019 – 2021 | FOUNDEVER, Bengaluru, India
Associate Consultant <ul style="list-style-type: none">Collaborated with a team of six to analyse complex business processes, devising tailored automation strategies and delivering impactful solutions.Automated key tasks across UI, email, and Excel, achieving an overall up to 50% reduction in manual effort and significantly improving overall team productivity.Managed and executed Agile automation projects using JIRA, focusing on prioritising deliverables and implementing complex automation within SAP, Excel, and web browsers. |
| 2018 – 2019 | ACCENTURE SERVICES PRIVATE LTD., Hyderabad, India
Associate Engineer <ul style="list-style-type: none">Designed and implemented Smart Forms and SAP scripts to optimise reporting and document generation, ensuring solutions met business needs with improved accuracy and efficiency.Created comprehensive Technical Design Specifications (TDS) outlining functional requirements and workflows, streamlining implementation, and reducing miscommunication. |

Additional Skills

- | | |
|-----------------------|---|
| Languages | English, Hindi, Bengali, German (Beginner) |
| IT Skills | RPA (Robotics Process Automation), UiPath, Automation Anywhere, Blue Prism, MuleRPA, Python, SQL, C#, MS Office, IDP (Intelligent Document Processing), Business Analysis, Solution Design, Power Automate, Process Consulting, Agile Methodology, Innovation and Problem-solving |
| Interests | Travelling and Nature Photography |
| Certifications | UiPath Certified Professional Associate RPA Developer (UiRPA), Aug 2021
Automation Anywhere A2019 Certified Master RPA Professional, Jan 2020
Blue Prism Certified Developer, Oct 2019 |

Aakriti CHAKRAVARTY

<https://www.linkedin.com/in/aakritea/a.chakravarty@lancaster.ac.uk>

Career Profile

Sustainability professional with 4+ years in program design, project, and knowledge management. Anchored initiatives to achieve net-zero carbon, empower grassroots startups, and pilot across new regions. Activated 30+ renewable energy livelihoods and incubated 50+ energy-efficient enterprises. Aspiring to advance corporate sustainability through impactful and innovative solutions.

Education

- 2024 – 2025** **LANCASTER UNIVERSITY, Lancaster, UK**
MBA
- Awarded Management School MBA Scholarship
- 2014 – 2018** **INDIAN INSTITUTE OF TECHNOLOGY, Guwahati, India**
Master of Arts (MA) Development Studies
- Awarded distinction 8.76/10.00
 - Centre for Career Development – Department Placement Representative
 - Awarded Best Master's Thesis award – Food Security and Bio Capitalism: The Politics of Agri-Innovation Technology in Assam
- 2016 – 2019** **HINDU COLLEGE, UNIVERSITY OF DELHI, India**
Bachelor of Arts (BA) Sociology Honours
- Editor-in-chief – Department of Sociology Magazine 'Rites'
 - Creative Director – Northeastern Chamber of Commerce

Experience

- 2022 – 2024** **SELCO FOUNDATION, India**
Sustainable energy solutions for livelihood and health in India and Africa
Research Analyst – Innovation, Livelihoods
- Livelihood innovation portfolio, managing six programs for micro-businesses and grassroots entrepreneurs.
 - Built and led a team of five researchers for ecosystem mapping, energy forecasting, and market research.
 - Anchored strategic partnerships and proposals to institutionalise SELCO's decentralised renewable energy ecosystem for six partner CSOs.
 - Designed, tested, and deployed agriculture and allied tech innovations (e.g. Digital Agriculture, Honey Dehydrator) with energy and appliance efficiency benchmarks.
 - Benchmarked 50 livelihood technologies and developed financial models to scale DRE solutions for end users and partners.
 - Launched the Enterprise Development Program, onboarding 50 enterprises to pilot energy-efficient livelihood technologies.
- 2021 – 2022** **SEVA MANDIR, India**
Programs for rural institutions, governance, and resource management in climate-vulnerable Rajasthan, India
Program Associate – Natural Resource Development
- Single Point of Contact for 5+ corporate partners, managing CSR due diligence, partnerships, reporting, budgets, and resource mobilisation.
 - Managed 20+ personnel for program design, monitoring, and KPI evaluation.
 - Led the 'Women Agro Business Center,' training 1,800 female farmers in cluster-based agricultural marketing.
 - Coordinated the 'Khamnor Rural Development Program,' improving livelihoods, health, education, and resources for 4,000 households in 13 villages.
 - Developed a digital module for 'Community Water Budgeting,' aiding 3,000 households in asset management.
 - Directed the 'Water Resilient Communities' model, achieving 100% clean drinking water access for 2,000 households.
- 2020 – 2021** **ASIAN CONFLUENCE, India**
Think tank fostering cross-cultural collaboration and knowledge exchange in Eastern South Asia – Indo-Pacific
Research and Program Assistant
- Coordinated the Bangladesh-Meghalaya Sustainable Water Partnership initiative.
 - Produced five reports and led workshops to revive water trade and enhance sustainable commodity exchange.
- 2017 – 2018** **REDBULL PRIVATE LIMITED, India**
RedBull Student Marketeers engage consumers, drive trials, support sales, and create impactful brand experiences.
Field Marketing Team – Wiings Team Member
- Led consumer trials and sampling activities aligned with national business objectives.
 - Managed marketing and sales across 6 North Indian cities, generating 2,000 leads in one year.
 - Executed three marketing campaigns and activated four exclusive international Red Bull events in the region.

Additional Skills

- Languages** English (Fluent), Hindi (Fluent), Assamese (Native), Japanese (Beginner)
- IT Skills** Advanced Excel modelling, Carbon Accounting, SPSS, STATA, PRISM, ESG Framework
- Interests** Model United Nations: Executive Board Member and Head of Journalism for key committees, including the UNGA and UN Commission on the Status of Women; Volunteering: English tutor at SOS Villages, India; Swimming: district-level competitor in Assam with three gold and two silver medals; Photography: passionate about creative storytelling through the lens

Siddharth CHANDEL

<https://www.linkedin.com/in/siddharth-chandel/>
s.chandel@lancaster.ac.uk

Career Profile

An ambitious and self-driven professional with extensive experience in financial analysis, retail credit assessment, and business development.

Education

2024 – 2025	LANCASTER UNIVERSITY, Lancaster, UK MBA
2019 – 2021	MALAVIYA NATIONAL INSTITUTE OF TECHNOLOGY, Jaipur, Rajasthan/India Master of Technology (Wireless & Optical Communication: Graduated with Distinction)
2016 – 2019	INSTITUTE OF ENGINEERING & TECHNOLOGY, INDORE, Madhya Pradesh/India Bachelor of Engineering (Electronics & Telecommunication Engineering)

Experience

2022 – 2024	FEDERAL BANK LTD: BR. SAGAR, India Manager & Branch Head <ul style="list-style-type: none">Established a new banking branch unit with a team size of four.Awarded appreciation from the Zonal head for the highest Agri disbursement in Q4: FY 23-24 (new branches).Promoted building bank brand, resulting in customer acquisition of 450+ deposit accounts within the initial four months of branch opening.Generated total branch business (asset + liability) of two crores within three months of branch operation. FEDERAL BANK LTD: BR. NARMADAPURAM, India Manager & Branch Head <ul style="list-style-type: none">Responsible for the overall business development of a bank branch with a team size of seven.Awarded for sourcing the highest aggregate quantum of Term Deposits in the Madhya Pradesh region for Branch Narmadapuram by then MD & CEO: Mr Shyam Shrinivasan.Managed bank branch of book size 6600 Lacs with Advances: Rs 3000 Lacs and deposits: Rs 3600 Lacs.Trained branch team about Term-Investment, achieved 100% branch activation during H1 FY23-24.Curtailed SMA 2 & NPA accounts up to 70%, dropping from 90 to 27 Lacs in less than a year.
2020 – 2022	FEDERAL BANK LTD: BR. SEHORE, India Asst. Manager <ul style="list-style-type: none">Built Assets business & compliance monitoring of the branch.Awarded for exemplary performance in the Investment campaign "Beat the Heat program" period May-June 22 by Zonal Head.Pushed growth in Retail Assets portfolio by 40% in FY 2022-23 over the previous FY.Increased Priority Sector lending with the addition of over 80% NTB farmer clients.
2018 – 2020	FEDERAL BANK LTD: RETAIL SALES Probationary Officer <ul style="list-style-type: none">Built new Retail Asset vertical for Indore Cluster.Developed & Increased Retail sales by 125% (number of files) and over 90% (volume) in FY 19 over FY 18.Executed car dealer tie-up agreements, to place Federal Bank as the preferred partner which sourced about 160 retail auto loans to the bank.
2016 – 2017	MANGLAM ELECTRICALS: PYROMETRIC SENSORS Sales Engineer <ul style="list-style-type: none">Drove sales of optical sensors to industrial users & Original Equipment Manufacturers.Offered successful IR solutions to TMT/Bar Metal, Glass, Automotive, Plastic & Casting industries.Assisted on-site industrial surveys, learned industrial on-site applications and supervised installation at heat furnaces, conveyor belts, production lines, quality testing labs, etc.

Additional Skills

Languages	English (Fluent) Spanish (Beginner) Hindi (Native)
IT Skills	Excel modelling skills
Interests	Hatha Yoga, Meditation, Pranayama, Touring & Travelling, Playing Tabla, Reading & watching documentaries

Ravishekar CHANDRASHEKAR

Career Profile

Purpose-driven, collaborative, and highly skilled database administrator with extensive experience in designing, implementing, and maintaining complex database systems for global leading companies. An energetic MBA student eager to apply classroom learnings and experience to business challenges and work towards mutual growth.

Education

- 2024 – 2025** **LANCASTER UNIVERSITY, Lancaster, UK**
MBA
- Awarded Management School MBA Scholarship
- 2019 – 2021** **SIDDAGANGA INSTITUTE OF TECHNOLOGY, Tumkur, India**
Bachelor of Engineering (Mechanical) First class with Distinction
- Top 10% of a class of 180 students

Experience

- 2022 – 2024** **TESCO BENGALURU, Bengaluru, India**
Tesco is a British multinational retailer specializing in groceries and general merchandise.
Systems Engineer
- Led as Senior Database Administrator for multiple RDMS databases (Oracle, PostgreSQL, and MYSQL), showcasing expertise in managing diverse database environments and guiding team operations.
 - Pioneered the documentation of Exadata patching procedures, enhancing the team's knowledge base; this initiative led to a strategic shift towards in-house patching, potentially saving significant costs annually.
 - Spearheaded the automation of regular Business-As-Usual (BAU) tasks, achieving a notable reduction in human errors and a substantial increase in productivity through innovative process improvement.
 - Coordinated the planning and documentation of proof of concept (POC) for new service offerings, including database workloads on Azure cloud and Tesco private cloud, demonstrating leadership in exploring and integrating new technologies.
 - Successfully led a cost optimization initiative for Azure cloud services, reducing expenses by approximately 40%, exemplifying strong financial acumen and effective resource management.
- 2019 – 2022** **ORACLE INDIA, Bengaluru, India**
Oracle Advanced Customer Services (ACS) provides tailored support and guidance to help organisations optimise their Oracle technology investments.
Senior Advanced Support Engineer
- Engaged with key external clients, conducting thorough assessments of their database environments, and crafting tailored upgrade/patch plans, demonstrating strong customer relationship skills and technical expertise.
 - Integral member of a major database migration project for a major UK bank, involving over 1000 databases; led from planning through to execution, optimizing migration strategies to minimize downtime and ensure seamless service transition.
 - Delivered numerous technical training sessions for both team members and clients, showcasing leadership in knowledge sharing and capacity building within and outside the organization.
- 2018 – 2019** **EXPORA DATABASE CONSULTING SERVICES (EDCS), Bengaluru, India**
EDCS is a fast-growing organisation that provides IT consulting focused on SAP service, Database and Infrastructure support and Mobile application development.
DBA Consultant
- Served as a DBA consultant at Oracle, conducting assessments of database configurations and offering strategic recommendations on security, performance, and capacity planning for high-profile clients from different industry sectors including healthcare, financial and retail.
 - Planned and executed Exadata machine quarterly patching on onsite assignments, thereby demonstrating analytical prowess and a consultative approach to client service.
- 2014 – 2018** **WIPRO TECHNOLOGIES, Chennai, India**
A leading technology services and consulting company focused on building innovative solutions that address clients' most complex digital transformation needs.
Project Engineer
- Managed critical production databases for a large American multinational investment bank as an Oracle Database Administrator, showcasing specialized skills in overseeing vital technology assets and ensuring seamless operations.

Additional Skills

- Languages** Hindi and Kannada (Conversational)
- IT Skills** Cloud technologies (OCI, AWS, Azure), DevOps, Project Management tools (Jira, Confluence)
- Interests** Actively volunteered with Bhumi NGO, teaching Math and English to underprivileged children; showcased dedication to community service and the ability to impart essential skills to diverse groups; Attained the prestigious 'C' Certificate in National Cadet Corps (NCC), the highest recognition in the Indian Armed Forces' youth wing, demonstrating leadership qualities and commitment to national service; Avid bike riding enthusiast, having extensively explored South India on bike, displaying passion for adventure and resilience in long-distance travel

Career Profile

Experienced professional with a strong background in audit and advisory services, developed through progressive roles from Assistant Auditor to Assistant Audit Manager. Expertise includes leading IPO processes, financial audits, and advisory services for Publicly Accountable Entities (PAEs) and Non-Publicly Accountable Entities (NPAEs) across industries such as manufacturing, retail, and services. Currently pursuing an MBA to expand knowledge and gain broader business perspectives, aiming to deepen expertise through roles that provide both challenges and professional growth. Eager to work in international environments to understand diverse business practices and cultures. Passionate about continuous learning, embracing challenges, and driving operational and business improvements.

Education

2024 – 2025	LANCASTER UNIVERSITY, Lancaster, UK MBA
2015 – 2019	UNIVERSITY OF THE THAI CHAMBER OF COMMERCE, Bangkok, Thailand B.Acc. (Bachelor of Accountancy) <ul style="list-style-type: none">• First-Class Honours

Experience

2019 – 2024	KPMG Phoomchai Audit Co., Ltd., Bangkok, Thailand
2021 – 2024	Senior Auditor and Assistance Manager Auditor <ul style="list-style-type: none">• Served as in-charge and staff on the diversity of audit engagement, including manufacturing, retail, and service in Publicly Accountable Entities (PAEs) and Non-Publicly Accountable Entities (NPAEs).• Served as in-charge of the initial public offering (IPO) process for a company, starting from the beginning with performed testing control of each business process. Including performing pro forma financial statements until the successful listing on the Thailand Stock Exchange is completed.• Performed year-end audits and interim reviews, focusing on significant business trends, financial changes, and accounts identified as significant risks.• Prepared and reviewed financial statements, including separate and consolidated cash flow statements, ensuring compliance with regulatory standards and professional guidelines.• Led audit engagement teams, providing guidance and mentoring to junior team members while ensuring the quality and timeliness of deliverables.• Identified and assessed internal control weaknesses, delivering actionable recommendations to enhance business operations and mitigate risks.• Collaborated with clients to understand their operations, address challenges, and provide insights to support strategic decision-making.
2019 – 2021	Assistance Auditor <ul style="list-style-type: none">• Specialised in auditing the retail industry, focusing on critical areas such as cash and cash equivalents, accounts receivable, and expenses.• Supported audit teams by preparing and reviewing working papers to ensure accuracy and compliance with financial reporting standards.• Served as in-charge of the service which provide transportation of audit engagement in Non-Publicly Accountable Entities (NPAEs).
2019	Intern <ul style="list-style-type: none">• Gained hands-on experience in auditing by supporting various audit engagements under the supervision of senior auditors.• Assisted in performing basic audit procedures, including vouching, reconciliation, and documentation review, to ensure the accuracy and completeness of financial data.• Collaborated with audit teams to gather and analyse client information, ensuring compliance with relevant financial reporting standards.• Prepared working papers and schedules to support senior auditors in delivering high-quality audit reports.• Built foundational skills in time management, teamwork, and effective communication in a professional environment.

Additional Skills

Languages	Thai (Fluent), English (Intermediate)
IT Skills	Microsoft Office (Excel, Forms, OneDrive, Outlook, PowerPoint, Power BI, Teams, Word) Canva to create a wide range of visual content such as presentations, social media posts and posters Google Workspace (Docs, Drive, Gmail, Meet, Sheets, Slides, Tasks)
Interests	<ul style="list-style-type: none">• Student Association of University of the Thai Chamber of Commerce: One of the members of the student union that organises various activities for the university, including coordinating with other faculties in the university• Xanterra Park and Resorts Glacier National Park, Montana, USA: Participated in Work and Travel Program 2017• Harrow House International College, Swanage, UK: Participated in Summer Program in the UK 2010

Rahul CHATURVEDI

<https://www.linkedin.com/in/rahul-chaturvedi-technical-management/>
r.chaturvedi@lancaster.ac.uk

Career Profile

Dynamic MBA candidate with 6+ years in software development, leading cross-functional teams in workforce management, travel, tourism, and energy sectors. Skilled in user research, market analysis, and feature prioritization. Managed a flight booking module, reducing booking times by 25%, and created a B2B portal, improving booking flows. Optimized application performance, reducing technical debt by 23% and load time by 13%. Certified Scrum Product Owner (CSPO), Leading SAFe, and PRINCE2 Frameworks. Seeking a Product Manager role to drive impactful solutions and support business growth.

Education

- 2024 – 2025** **LANCASTER UNIVERSITY, Lancaster, UK**
MBA
- Awarded Management School MBA Scholarship
- 2014 – 2018** **GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, Delhi, India**
Bachelor's in Technology (Engineering), Electronics & Communication Engineering
- IEEE contributor, Mark: 80%

Experience

- 2024 – 2024** **ULTIMATE KRONOS GROUP (UKG), Noida, India**
A global leader in workforce and human capital management solutions.
Lead Software Engineer
- Led a team to optimize application performance, achieving a 13% reduction in load time and a 23% decrease in technical debt.
 - Launched five major features ahead of schedule, increasing user satisfaction by 15%.
 - Implemented AI-generated search suggestions and cloud solutions from scratch.
 - Assisted Product Managers with PRDs, backlog prioritization, user story development, and sprint planning.
 - Conducted client demos and UAT sessions, gathering requirements and ensuring alignment with business goals.
 - Awarded Bronze Award for exceptional leadership and collaboration.
- 2023 – 2024** **BLUE CHAPTER, Italy (Remote)**
A consulting firm specializing in digital strategies and growth planning.
Consultant
- Developed an Italian digital marketing firm's growth plan, resulting in a 12% increase in new customer acquisition and a 25% increase in website traffic.
 - Delivered five comprehensive client reports, securing €200,000 in funding.
- 2021 – 2024** **PUBLICIS SAPIENT, Gurugram, India**
A digital business transformation consultancy serving sectors like energy, finance, and retail.
Associate technology, level 2
- Managed the web development lifecycle for an oil and gas domain client, improving client engagement by 20%.
 - Conducted root cause analysis, resolving production issues within 24 hours and reducing downtime by 30%.
 - Mentored junior developers, decreasing onboarding time by 15% and increasing team productivity.
- 2018 – 2021** **TBO.COM, Gurugram, India**
A travel technology company providing B2B solutions for flights, hotels, and car rentals.
Assistant Coach
- Developed a flight booking module, reducing overall booking time by 25%.
 - Created a B2B portal for booking vehicles, flights, hotels, and more.

Additional Skills

- Languages** Hindi (Fluent), English (Fluent)
- IT Skills** C#(.NET), JavaScript, Angular, SQL, Agile Project Management, End-to-end technical design, Azure, Business Analysis, Data-driven Decision-making
- Interests** Reading – philosophy, business books and articles, health & wellness, fitness – I like to try cardio, yoga as well as lifting weights. Badminton and table tennis

Ritika DAS

<https://www.linkedin.com/in/ritika-das-191728169/>

r.das2@lancaster.ac.uk

Career Profile

Five years of experience in the IT industry including diverse work experience in Big Four firm, skilled in managing teams in multinational setups. Seeking to leverage my technical expertise, management experience and knowledge gained from the MBA to contribute to a job role in IT project management.

Education

- 2024 – 2025** **LANCASTER UNIVERSITY, Lancaster, UK**
MBA
- Awarded Management School MBA Scholarship
- 2015 - 2019** **KALINGA INSTITUTE OF INDUSTRIAL TECHNOLOGY, Bhubaneswar, India**
B. Tech in Electronics and Electrical Engineering
- CGPA – 8.82

Experience

- 2023 – 2024** **SOCIETE GENERALE GLOBAL SOLUTION CENTRE (SG GSC), Bangalore, India**
Specialist Software Engineer
- Collaborated with the product owner to evaluate change requirements and aided in the budget development process.
 - Proposed and implemented new ideas to increase application efficiency by 30%.
 - Implemented process improvements for the project for a smoother workflow.
 - Worked side-by-side with development, testing, support, and product teams across India, France, and Romania to ensure 12+ successful production deliveries.
 - Actively led discussions with customers and the support team to remediate critical production issues immediately.
 - Led a team of 3+ members for the implementation of a key software engineering best practice for the client's application, resulting in a 20% increase in application security.
 - Assisted 7+ team members with functional and technical issues, improving the team's capacity to work independently.
- 2019 – 2023** **DELOITTE CONSULTING PVT LTD., Mumbai, India**
2022 – 2023 **Consultant**
- Managed a team of 5+ members to deliver two technology upgrades to the client, increasing system efficiency by 60%.
 - Mentored and groomed 10+ team members functionally and technically, improving productivity.
 - Owned 6+ critical change requirements from the client and assisted with budget development.
 - Participated in cost negotiations with the client, contributing to successful budget management.
 - Worked closely with development, testing, operations teams, and integrated product teams to provide technical and logistical support.
- 2019 – 2022** **Analyst**
- Contributed ideas and suggestions proactively in change requirements discussions with the client.
 - Collaborated with cross-functional team members from India and the United States to analyse requirements.
 - Supported over 12+ major functional change requirements from the client, generating approximately \$10 million for the firm.
 - Single-handedly owned a highly complex and important application module and its implementation.
 - Responded to and remedied 100+ critical issues to limit downtime.
 - Mentored and assisted 5+ team members technically and functionally, helping the team to function independently.
 - Implemented processes for better defect management for the client, reducing manual effort by 80 hours.

Additional Skills

- Languages** English (CEFR level C1), Hindi, Bengali (fluent), Spanish (Beginner's level – B1)
- IT Skills** Agile, Scrum, Change Management, Java, React, SQL, MS Office

Awards and Accomplishments

- 2023** Awarded BL Special Award in Societe Generale (October) for implementing new solutions to improve application efficiency.
- 2022** Awarded Spot Award in Deloitte (September) for leading a team of 5+ members and for successfully delivering technology upgrades to the client.
Awarded Applause Award in Deloitte (May) for collaborating with three cross-functional teams across the project and assisting them both functionally and technically to deliver their change requirements on time.

Muhammed DESHMUKH

[https://www.linkedin.com/in/muhammed2308/
m.deshmukh@lancaster.ac.uk](https://www.linkedin.com/in/muhammed2308/m.deshmukh@lancaster.ac.uk)

Career Profile

Curious and analytical professional with a background in mechanical engineering and a proven track record in problem-solving and leadership. Led a team of eight at Ingram Micro across India, Singapore, Hong Kong and Malaysia, driving 15x revenue growth to achieve \$1M monthly by optimising workflows and expanding into new sectors. Identified and fixed a gross margin leak, boosting profitability, and restructured team operations, leading to 120%+ target achievements. Advanced through roles as Business Analyst, Startup Acquisition Manager, and Global Technical Support Manager, consistently delivering efficiency and impactful results.

Education

- 2024 – 2025** **LANCASTER UNIVERSITY, Lancaster, UK**
MBA
- Awarded Management School MBA Scholarship
- 2015 – 2019** **NMIMS UNIVERSITY, Mumbai, India**
B. Tech Mechanical

Experience

- 2019 – 2024** **INGRAM MICRO, Mumbai, India**
A technology partner with a people-first approach, empowering businesses of all sizes to gain a financial edge through a B2B platform that combines an extensive global network with transformative expertise and services.
- 2022 – 2024** **Deputy Manager**
- Designed and implemented a new workflow to ensure business continuity by analysing existing operations, identifying inefficiencies, and introducing optimised models, resulting in an 80% reduction in the team's turnaround time for issue resolution.
 - Served as the primary point of contact for critical situation resolution, leveraging comprehensive business knowledge and strong communication skills to simplify complex issues for stakeholders, successfully resolving over 40 high-priority cases.
 - Managed over 200,000 transactions annually, contributing to a turnover of \$200 million.
 - Consistently achieved over 90% client satisfaction by improving service quality, response times, and enhancing the team's soft skills.
 - Led a team that resolved over 2,000 issues monthly, maintaining an average response time under four hours and a resolution time within 48 hours, significantly outperforming established KPIs.
- 2019 – 2022** **Business Development Manager**
- Managed the Startup/Independent Software Vendor (ISV) portfolio for the Cloud business, driving growth and engagement that contributed to 50% of the product's overall revenue.
 - Streamlined and expanded the ISV program, increasing the portfolio from six to over 65 ISVs in two years through efficient recruitment and management processes.
 - Designed and executed Go-to-Market (GTM) strategies and lead generation initiatives, including 12+ marketing campaigns and national events, tailored to specific client and project requirements.
 - Strengthened client and vendor relationships across India for Azure Cloud, enhancing customer satisfaction and retention.
 - Conducted detailed business analysis for the cloud infrastructure segment, identifying opportunities and challenges, leading to a revenue increase from \$60K to \$750K monthly.
 - Led the transition of the support team from a third-party provider to an in-house operation, completing the transformation in under three months while ensuring uninterrupted operations.
 - Established and refined operational practices to streamline processes, boost efficiency, and improve overall productivity

Additional Skills

- Languages** Hindi (Fluent), Marathi (Fluent), Urdu (Advance)
- IT Skills** Ansys, CATIA, Nastran, NX CAD, NX CAM, Creo Parametrics, SolidWorks, AutoCAD for Mechanical Engineers, GD & T; Microsoft Office (Excel, Forms, OneDrive, Outlook, PowerPoint, Teams, Visio, Word); Canva for graphic design; Adobe Creative Cloud (Audition, Illustrator, Photoshop, Premiere Pro); Zoom, Zoom Webinar; Salesforce, Qualtrics, Google Workspace (Gmail, Drive, Docs, Sheets, Slides, Tasks, Meet, Jamboard)
- Market Research** Adept at conducting qualitative and quantitative research, analysing market trends, and developing strategic recommendations.
- Product Design** Certifications: Diploma in Product Design from CADD Centre Training Services.
Advanced Certifications: Master Diploma in Product Design and Analysis from CADD Centre Training Services.
- Interests** Chess: Actively playing and studying chess with a focus on strategy and problem-solving.
Video Games: Engaging in analytical and immersive gameplay, particularly in strategy and team-based genres; exploring game mechanics and decision-making to enhance overall performance and collaboration skills.
Reading: Pursuing a diverse range of literature, including business, psychology, and fiction; dedicating time to deepen understanding of various subjects and gain new perspectives.

Audy Christopher HERLI

<https://www.linkedin.com/in/audyherli/>
a.herli@lancaster.ac.uk

Career Profile

Dynamic serial entrepreneur with extensive experience in innovative ventures across mental health, healthy food, and fashion e-commerce sectors. Recognized globally for impactful initiatives and remarkable growth, including being named a Forbes 30 Under 30 honouree. Adept at business planning, strategic growth, and leadership, with a proven track record of driving success in startups.

Education

2024 – 2025	LANCASTER UNIVERSITY, Lancaster, UK MBA <ul style="list-style-type: none">Awarded Management School MBA Scholarship
2017	QUEENSLAND UNIVERSITY OF TECHNOLOGY, Brisbane, Australia International Business Readiness – Short-Term Award
2009	BRAWIJAYA UNIVERSITY, Malang, Indonesia <ul style="list-style-type: none">Graduated from Brawijaya University with a Bachelor's in Industrial Engineering. Recognized as Alumnus of the Year 2021 and awarded a Bronze Medal in Entrepreneurship at the National Student Scientific Week.

Experience

2015 – Present	PT. RILIV PSIKOLOGI INDONESIA, Surabaya, Indonesia <i>Leading Indonesian Mental Health Startup</i> Co-Founder and Chief Business Officer <ul style="list-style-type: none">Empowered 1M+ individuals holistically, providing access to 158 companies and securing 1000+ media publications with an acquisition cost of under \$100.Achieved 43% YoY revenue growth with over 60% corporate client retention.Fostered significant growth with 28 young, remote talents, including 90% under 28 and 75% women, achieving a commendable 9.1/10 work satisfaction score and securing investment from nine respected investors.Grew social media presence to 917K+ followers within two years, educating 40M+ users annually and securing collaborations with 35+ global companies.Introduced five times more affordable online therapy, enabling 70% of newcomers from low-income and rural areas to access support across 52 countries.Developed self-care tools resulting in a 25.7% reduction in negativity and a 41.4% reduction in stress within 10 days.Enabled 90% of previously underserved clients to access mental health support at their workplaces, resulting in a notable impact, evidenced by a high Net Promoter Score of 61%.
2013 – 2014	GEPE KITCHEN <i>Healthy Food Catering Startup</i> Co-Founder <ul style="list-style-type: none">Enforced strict dietary guidelines for weight loss by limiting carbohydrate, salt, and sugar intake, facilitating healthier lifestyles.Helped more than 200 individuals shed 3-5 kg in two weeks through the diet catering service. Achieved Rp240,000,000 revenue in six months with a 40% net profit margin.
2011 – 2013	FABRICO <i>Online Clothing</i> Co-Founder <ul style="list-style-type: none">Started entrepreneurial journey in 2011 during college, driven by passion for profitable product creation.Earned more than Rp1,000,000,000 revenue in a year, crafting strategies, working with influencers, building offline store, and gaining 120K social media followers while handling thousands of monthly orders.

Additional Skills

Languages	Indonesian, English, Javanese
Interests	Speaker, judge, and coach at various seminars, business competitions, and coaching sessions within the Indonesia National Movement of 1000 Digital Startups (2017–2023), Entrepreneur in Residence PENS Sky Ventures 2020-2022, Entrepreneur in Residence Start Coworking Space Koridor Surabaya 2017-2022, Entrepreneur in Residence Start Surabaya Incubator and Accelerator Program 2016-2017. Cultural experiences: Travelled to eight countries across three continents

Awards and Accomplishments

2022	Awardee of a Full Scholarship from the Indonesia Endowment Fund for Education Agency in the Entrepreneurial Sector
2020	Recognized in Forbes 30 Under 30 Asia and Indonesia
2019	Winner of Google Play Store "Best of Apps 2019" in the Hidden Gem category
2017	Recipient of three grants from the Ministry of Research, Technology, and Higher Education Fund (2017-2019) Awardee of the Australian Awards Short-Term Scholarship

Komal KAPURKAR

<https://www.linkedin.com/in/komal-kapurkar-075533170/>
k.kapurkar@lancaster.ac.uk

Looking for a leadership position in project management, leveraging an MBA and 3.5 years of diverse project management experience in the energy sector, including oil and gas, petrochemical, renewable fuel, and shingle manufacturing plants. Implemented custom Excel solutions, powered by macro programming, to address complex data challenges and optimise workflows, leading to substantial cost savings.

Education

- 2024 – 2025** **LANCASTER UNIVERSITY, Lancaster, UK**
MBA
- Alumni Ambassador
- 2017 – 2020** **GOVERNMENT COLLEGE OF ENGINEERING, Karad, India**
Bachelor of Technology (BTech), Electrical Engineering, 9.52 CGPA (First Class with Distinction)
- Training and Placement Co-ordinator
- 2014 – 2017** **GOVERNMENT POLYTECHNIC, Karad, India**
Diploma, Electrical Engineering, 91.39%, (First Class with Distinction)
- Class Representative

Experience

- 2023 – 2024** **GS ENGINEERING AND CONSTRUCTION MUMBAI PVT. LTD., India**
Company provides design and detail engineering services in the fields of oil and gas, petrochemical, refinery, and power sectors.
- 2024 – 2024** **Electrical Engineer**
- Responsible for project management activities such as project planning, budgeting, and resource allocation along with review of design for electrical engineering systems.
 - Optimised length for incoming electrical power cable by establishing feasible cable routes which reduced construction cost by 3%.
 - Reduced labour hours by 50% through the development of a sophisticated macro-enabled Excel tool specifically designed for protective earthing system which permitted the analysis of extensive datasets.
 - Executed a value engineering analysis by proposing and substantiating the use of alternative cable manufacturing materials, deviating from the client's initial specification which reduced considerable cost by around 20%.
 - Enhanced the Daily Work Plan (DWP) tool with Excel macros, resulting in a daily time saving of approximately 5 minutes per user across the organisation.
- 2023 – 2024** **Assistant Electrical Engineer**
- Conducted technical bid evaluations for electrical equipment and review of engineering drawings such as electrical earthing and cable routing layouts.
 - Analysed multiple competitive offers and raised technical queries to vendors for various electrical equipment such as diesel generator set, low and high-voltage switchgear and transformer.
 - Conducted bi-weekly interdisciplinary communications for risk mitigation in case of construction and installation of High mast (Lighting Pole) within the plant.
 - Resolved design document discrepancies in internal quality audit and acquired conformity marks for standards incorporated in designs.
- 2021 – 2023** **WORLEY INDIA PVT. LTD., Navi Mumbai, India**
A global engineering, procurement, and construction company which operates in various sectors, including energy, chemicals, mining, and infrastructure
- 2022 – 2023** **Electrical Design Engineer**
- Improved illumination design by advocating standard illumination requirements instead of those specified by the client and streamlined cost of the same by 30%.
 - Won sustainability hackathon within company by outlining an idea of replacing conventional transit systems with electric vehicles along with relevant framework evidence.
- 2021 – 2022** **Graduate Electrical Engineer Trainee**
- Facilitated open dialogue during International Safety Week by hosting a floor talk, empowering all team members to share their perspectives.
 - Engaged in Corporate Social Responsibility (CSR) activities such as volunteering initiatives, blood donation camps, child welfare activities, and tree plantation.
- 2019 – 2020** **SEMICONDUCTOR LABORATORY, DEPARTMENT OF SPACE, GOVERNMENT OF INDIA, India**
Intern
- Optimisation of Oxide CMP QC Process: Chemical Mechanical Polishing (CMP) is a critical step in semiconductor manufacturing.
 - Accelerated product development cycles through significant improvement in CMP process by effectively applying statistical process control using Excel-based tools.

Additional Skills

- Languages** German (Beginners Level -1), English (IELTS CEFR level C1), Hindi, Marathi
- Interests** Practicing yoga and meditation, playing carrom; Volunteering: Art of Living (A spiritual organisation)

Balaji KARADIPATTI MURUGAN

[https://www.linkedin.com/in/k-m-balaji/
b.karadipattimurugan@lancaster.ac.uk](https://www.linkedin.com/in/k-m-balaji/b.karadipattimurugan@lancaster.ac.uk)

Aspiring MBA candidate with a strong background in Portfolio management, seeking to leverage my diverse skill set and leadership experience to drive innovation and growth in the banking sector. Committed to applying analytical thinking and strategic vision to solve complex business challenges and create sustainable value for organisations and their stakeholders.

Education

- 2024 – 2025** **LANCASTER UNIVERSITY, Lancaster, UK**
MBA
- Awarded Management School MBA Scholarship
 - Recipient of the Ken Parry Leadership Speech Award
 - Course representative for the FMBA cohort
- 2016 – 2020** **SRM INSITUTE OF SCIENCE AND TECHNOLOGY, INDIA**
BTech. Mechanical Engineering
- Overall percentage: 74%
 - Class representative for the 2016-2020 batch
 - Placed #1 in events such as Business Plan 2.0, FIFA tournament, and Quizzard

Experience

- 2021 – 2024** **HAVENSPIRE, KARNATAKA, INDIA**
Provides Portfolio management and prop trading services
- 2023 – 2024** **Division Head**
- Supervised a team and oversaw development in product development and portfolio management services.
 - Spearheaded the creation of "Trading Masterclass 2.0," a cutting-edge program which increased revenue by 156%.
 - Managed client accounts by offering unique nuanced solutions for six clients that increased average revenue by 10% in three months.
- 2021 – 2023** **Senior Associate**
- Collaborated & developed tailored strategies and solutions for 42 clients to meet their financial objectives, fostering trust and long-term partnerships.
 - Managed portfolio worth \$450,000 of various clients and delivered 12% return in FY22.
 - Played a pivotal role in bolstering client retention rates by an outstanding 27%, showcasing exceptional client relationship management skills.
- 2020 – 2021** **BULLS & BEARS ADVISORY, KARNATAKA, INDIA**
Provides advisory & financial planning services to HNIs.
- 2020 – 2021** **Junior Analyst**
- Produced insightful research reports on financial markets, contributing to the development of strategic investment plans for clients.
 - Demonstrated analytical prowess by optimising fund performance, increasing it by 3.7% within the period of June 2021 to September 2021.
 - Collaborated with cross-functional teams to assess market trends and provide recommendations for investment decisions.

Additional Skills

- Languages** English (Fluent), Tamil (Fluent), Telugu (Intermediate), French (Beginner)
- IT Skills** Microsoft Office (Excel, Forms, OneDrive, Outlook, PowerPoint, Teams, Word); Canva for graphic design; Adobe Creative Cloud (Premiere Pro); Bloomberg terminal; CapCut.
- Interests** Cricket – Represented teams at club level in India.
Chess – Started learning in the past year to improve my skills and understand the game.
Collector of football memorabilia & rare Pokémon trading cards.

Mehul KHAIRNAR

<https://www.linkedin.com/in/mehul-khairnar-ba0a12123/>
m.khairnar@lancaster.ac.uk

Career Profile

- Current MBA student and Architect with managerial experience working on Innovation and Design concepts with team building for four years.
- Spearheaded continuous improvement initiatives aimed at enhancing work environment, safety, productivity, quality and customer experience.

-
- Headed simultaneous projects with team of 50 with 95%+ client satisfaction rate with analytical skills and sound business judgment.
 - Delivered 35+ projects encouraging cost-effective and time-bound approach which increased client rate per year by 45% with job satisfaction for staff.

Education

- 2024 – 2025** **LANCASTER UNIVERSITY, Lancaster, UK**
MBA
- Awarded Management School MBA Scholarship
 - Merit in Responsible Management and Ethics
- 2014 – 2019** **SINHGAD COLLEGE OF ARCHITECTURE, Pune (SPPU), India**
Bachelor of Architecture
- Participated in ANDC NASA Design Competition (Special Mention)
 - Core Courses: Building Construction and Materials, Architectural Design, Theory of Structure, Building Services

Experience

- 2020 – 2024** **VASTU CONSULTANTS, Dhule, India**
Executive Architect
- As an Executive Architect, role required analysing data, project management, a process-driven approach, and team management.
- 2023 – 2024** **DRUG DE-ADDICTION CENTRE**
Planner and Project Manager
- Directed the design process for medium-sized bungalows and row houses for staff, prioritising optimal space utilisation and ample natural lighting.
 - Negotiated with material supplier and discussed with client regarding material choice and making it more environmentally friendly as cost was crossing budgeted amount. Managed to get 35% profit margin in procurement.
- 2022 – 2023** **MUNICIPALITY BUILDING**
Team Lead and Landscape Designer
- Contributed to the development of design concepts that effectively translated client aspirations into tangible architectural solutions, fostering strong client relationships and ensuring project success.
 - Efficiently managed staff through team building while taking care of customer satisfaction with specific, measurable and time-bound approach.
- 2020 – 2021** **CHILDREN CARE HOSPITAL**
Planner and Team Lead
- Oversaw numerous architectural projects by handling timely delivery, budget constraints, and client-specific needs by managing expenses and implementing efficient supply chain management strategies.
 - Implemented a vendor management system that reduced procurement costs by 27%, highlighting the cost-saving initiatives that were undertaken.
 - Managed the inventory of materials to ensure ample stocks for large-scale architectural projects and complied with the rules and regulations of local authorities by process-driven and experimental approaches which solved issue of material management.

Additional Skills

- Languages** Hindi (Advance), Spanish (Beginner), English (Fluent), French (Beginner)
- IT Skills** Microsoft Office (Excel, Forms, OneDrive, Outlook, PowerPoint, Teams, Word); Canva for graphic design; Adobe Creative Cloud (Audition, Illustrator, Photoshop); Zoom, Zoom Webinar; Google Workspace (Gmail, Drive, Docs, Sheets, Slides, Tasks, Meet, Jamboard); VRay; AutoCAD; SketchUp; Lumion
- Interests**
- Robin Hood Army – Volunteer (Social Awareness): Established a new branch of Robin Hood Army in Dhule and organised several drives to donate food and other necessities. (2019 – Sept 2024)
 - Sports – Engaged in a State-level Throw-ball Tournament
 - Literature – Published own poetry in a Book Event

POORVA

<https://www.linkedin.com/in/poorva-28b00a320>
p.poorva@lancaster.ac.uk

Career Profile

Professional and innovative individual with strong proficiency in leading teams, operations, and long-term growth with specialisation in business development and improving efficiency of processes.

Education

2024 – 2025	LANCASTER UNIVERSITY, Lancaster, UK MBA <ul style="list-style-type: none"> Recipient of Comprehensive Management Scholarship
2021 – 2023	INDIRA GANDHI NATIONAL OPEN UNIVERSITY, New Delhi, India Master of Arts in Sociology (Distance Learning) Grade: Merit <ul style="list-style-type: none"> Conducted research on Dialectical Materialism in India (2021), analysing its societal relevance. Studied menstrual hygiene disparities in urban and rural India and explored the violation of women's rights, identifying systemic challenges and solutions.
2016 – 2019	PANJAB UNIVERSITY, Chandigarh, India Bachelor of Science Degree <ul style="list-style-type: none"> Grade: Distinction, Top 4% of class in Final Merit List Associated with Lions Club from 2016 to 2018 – Organised and conducted distribution drives for underprivileged students and spread awareness about women's health-related issues.
2015 – 2016	HARYANA BOARD OF SCHOOL EDUCATION, Haryana, India Senior Secondary, Grade: Distinction, Topped in State <ul style="list-style-type: none"> Received a special recognition award from the Board of School Education Haryana, Bhiwani, and Chief Minister for standing first in all of Haryana in the Higher Secondary Board examination in 2016.

Experience

2019 – 2024	R.K. TEXTILES, India
2020 – 2024	Chief of Staff in Director's Office <ul style="list-style-type: none"> Led a team of 30 employees, managed all day-to-day operations and structured training programs for all employees. Spearheaded dynamic product displays in 2023 through impactful promotions which enhanced brand visibility by 30% subsequently catalysing a notable 21% increase in sales within three months. Successfully launched two new product lines in 2023, generating 10% increase in revenue within the first quarter. Optimised digital and traditional channels by using data-driven strategies driving significant ROI. Led the sales operations, established streamlined processes, and achieved 23% annual growth by exceeding targets consistently. Conducted more than 50 seminars and promotions, and trained clients creating promoters for company. Managed CRM for the office and created brand awareness. Entrusted mission-critical mandate to increase market share and identified three new partners for future growth and collaborated with cross-functional teams and channels for smooth business operation for an annual volume of \$4M. Negotiated business contracts with top regional accounts by connecting with CXOs. Strong customer relationships were prioritised, resulting in a notable increase in NPS (2020) month over month. Implemented negotiation strategies based on relevant data, fostering 20% addition in client contract terms, and a 25% rise in partnership ROI.
2019 – 2020	Marketing Manager <ul style="list-style-type: none"> Hired, mentored, and retained six young talent and built high-performing team resulting in conversion of seven more accounts with delta volume of \$200K. Selected by senior management to expand the business to new markets such as Uttar Pradesh and Bihar. Conducted rigorous inventory management system following a remarkable 90% accuracy and reduced stock discrepancies to less than 2%. Liaised with other organisations with similar objectives for future partnerships and identified new business prospects for the company. Skilfully brokered Vendor deals, securing preferential terms that slashed promotional material costs by 12% and bolstered profit margins by an impressive 8%. Organised tasks related to product offerings and sample development for client presentations.
2019 – 2019	Merchandiser <ul style="list-style-type: none"> Shadowed Marketing Manager and sat in client meetings to observe client management process. Received intensive training for the first two months on the company production methodologies and prevailing laws. Assisted seniors in coordinating meetings with clients and preparing presentations for the same. Streamlined internal processes, resulting in a 25% reduction in order processing time.

Additional Skills

Languages	English (Fluent) Hindi (Native) German (Beginner)
IT Skills	Microsoft Office (Excel, Forms, OneDrive, Outlook, PowerPoint, Teams, Word); Canva for graphic design
Interests	Social Impact and Advocacy, Cultural Exploration and Networking, Entrepreneurial Learning, Cooking as Therapy

Jing QIAN

<https://www.linkedin.com/in/jing-qian-95989a175/>
j.qian6@lancaster.ac.uk

Career Profile

A highly driven professional with over a decade of experience in the luxury and fashion industries in China. Strong background in event and PR campaign planning and execution, establishing and maintaining positive relationships with KOLs and the media, increasing online-to-offline retail traffic, and putting up customer relationship management systems. Demonstrated zero-to-one setup for a new brand entering the Chinese market, including brand strategy and the execution of offline and online marketing campaigns.

Education

- 2024 – 2025** **LANCASTER UNIVERSITY, Lancaster, UK**
MBA
- Merit in Responsible Management and Ethics
- 2005 – 2009** **SHANGHAI NORMAL UNIVERSITY, Shanghai, China**
BA Advertising

Experience

- 2023 – 2024** **DAMIANI China, Shanghai, China**
Italian Jewellery Group
Senior Marketing Manager
- Created a China marketing strategy based on the global marketing plan.
 - Designed and carried out an offline in-store event to increase sales and traffic to new locations.
 - Worked with China Tops key opinion leaders to increase offline show sales and brand awareness.
 - Organised China local media to attend the press presentations during the SIHH in Genova and Paris Fashion Week.
 - Manage Top VIPs to attend Damiani 100th Anniversary high jewellery event in Milan and help to meet the sales target sales over £300,000.
 - Recruited external vendors to fill gaps and manage shortfalls within the team.
- 2018 – 2022** **MOOSE KNUCKLES CHINA, Shanghai, China**
Canadian outdoor ready-to-wear brand
Assistant Marketing Manager
- Planned and implemented the exhibition and its opening ceremony for Cerruti's 50th Anniversary.
 - Planned and implemented in-store events with model posing and trunk shows to entertain the VIPs and boost sales.
 - Coordinated with shopping mall on customer relationship management event to boost traffic and sales.
- 2010 – 2017** **FERRAGAMO, Shanghai, China**
Italian luxury brand
Senior Marketing Executive
- Executed brand milestone events in China, including a fashion show, an exhibition and a gala dinner for Ferragamo's 20th anniversary in China.
 - Set up the system for customer relationship management.
 - Worked on store decoration rotation by quarter and key holiday points.
 - Managed the PR samples and made sure that their conditions were good to present.
 - Collected information on competitor brands and made them as monthly reports to provide reference to management.

Additional Skills

- Languages** Chinese (excellent), English (fluent)
- IT Skills** Excel, PowerPoint
- Interests** Travel, GYM; Volunteering: Shanghai EXPO in 2010

Rayana RAJ

<https://www.linkedin.com/in/rayana-raj-3698971a3/>
r.raj1@lancaster.ac.uk

Career Profile

MBA candidate and design strategist with a proven track record of leading large-scale, high-impact projects across corporate and retail sectors. Adept at managing cross-functional teams, aligning stakeholder goals, and using data to drive decision-making and innovative solutions. Skilled in design management, strategic communication, and operational execution.

Education

- 2024 – 2025** **LANCASTER UNIVERSITY, Lancaster, UK**

MBA

2013 – 2018 **ACHARYA NRV SCHOOL OF ARCHITECTURE, Bangalore, India**
Bachelor of Architecture (Distinction)

Experience

- 2021 – 2024** **GENSLER, Bangalore, India**
A global Design and Architecture firm, known for its innovative and sustainable solutions across diverse industries with 6000+ employees and 53 offices around the world.
Technical Designer
- Directed workplace transformation projects for Fortune 500 companies, including a 90,000 sq. ft. corporate workspace, leading to a 45% increase in employee attendance post-pandemic.
 - Partnered with global teams to align design standards and organisational goals, ensuring 100% compliance with brand and operational guidelines.
 - Designed and executed change management strategies, improving team engagement and knowledge transfer across multiple regions.
 - Used post-implementation surveys and KPIs to refine programme delivery, enhancing end-user satisfaction by 30%.
- 2020 – 2021** **FREELANCE, Bangalore, India**
Residential Interiors: Designed the interiors for a luxury apartment of 8,000 sq. ft. that addressed practical client needs while enhancing everyday living with a refined approach tailored to the client's lifestyle.
Project Manager & Design Consultant
- Successfully managed five cross-functional teams virtually, delivering an 8% cost reduction while maintaining quality and deadlines during the pandemic.
 - Developed user-centric solutions for luxury residential spaces, tailored to client needs and lifestyle enhancement.
- 2017 – 2020** **STAPATI, Bangalore, India**
A Design firm known for blending contemporary design with traditional Indian elements, creating contextually responsive and sustainable spaces.
Architect & Interior Designer
- Spearheaded the global rebranding for Malabar Gold & Diamonds, creating scalable design prototypes rolled out globally.
 - Negotiated with international vendors, achieving a 30% cost reduction in production and execution.
 - Delivered high-impact designs that improved customer engagement and brand visibility in new markets.

Additional Skills

- Languages** English (Conversational)
- IT Skills** Excel modelling skills, Miro, Adobe XD, InDesign
- Interests** Community Impact: Organized fundraising events and donation drives, positively impacting underprivileged communities.
Creative Pursuits: Designed sets and costumes for a 150-member theatrical production.
Travel: Explored scenic, culturally rich destinations across India and the UK, while participating in adventure sports to challenge myself and embrace new experiences.

Aditi Vimal RANA

<https://linkedin.com/in/aditi-rana-5ab45596/>
a.v.rana@lancaster.ac.uk

Career Profile

Results-oriented Project Manager with 9+ years' experience who has consistently exceeded targets in marketing and advertising across diverse sectors, achieving a 15% increase in sales and launching 100+ successful campaigns in past nine years.

Education

2024 – 2025 **LANCASTER UNIVERSITY, Lancaster, UK**
MBA

2013 – 2018 **AMITY SCHOOL OF BUSINESS, India**
BBA Marketing & Advertising
• Bachelor's degree 1st Year: 7.66 CGPA, 2nd Year:6.92 CGPA, 3rd Year: 6.44 CGPA

Experience

2021 – 2024 **PAYTM, ONE97 COMMUNICATIONS LTD., India**

2023 – 2024 **Junior Manager**

2021 – 2023 **Team Lead - Project Manager**

- Led cross-functional teams to develop and execute communication strategies for the Paytm app, resulting in a 15% increase in app downloads and a 10% increase in user engagement within 12 months.
- Successfully managed 5+ key projects simultaneously, consistently delivering on time and within budget.
- Improved customer engagement with innovative strategies that achieved a 20% increase in monthly active users.
- Awarded Paytm Rising Star Award for outstanding performance.

2018 – 2021 **OGILVY, India**

2019 – 2021 **Account Supervisor**

2018 – 2019 **Senior Account Executive**

- Managed social media accounts for the National Health Authority (NHA), achieving a 30% increase in followers and a 25% increase in engagement. Launched a successful public health campaign that reached 10 million people and resulted in a 10% increase in program registrations.
- Developed and implemented successful marketing campaigns for Dabur and Voltas, resulting in a 5% increase in sales for Dabur and an 8% increase in brand awareness for Voltas.

2017 – 2018 **CREATIVELAND ASIA, India**

Creative Partner - Operations

- Developed and executed a content calendar for Transsion Holding, leading to a 12% increase in website traffic.
- Managed the creative process, ensuring projects were delivered on time and within budget.

2015 – 2017 **DDB MUDRA GROUP, India**

2015 – 2017 **Executive Brand Communications**

2015 – 2015 **Client Servicing Intern**

- Served as the agency's lead representative for Aircel, contributing to a 7% increase in brand awareness.
- Successfully managed the rebranding project for a leading law firm.
- Managed the rollout of creative assets for Wrigley's India and Carrier-Midea, resulting in a 15% increase in sales leads.

2014 – 2014 **VISTARA AIRLINES, India**

Digital Marketing Intern

- Responsibilities included testing and reporting glitches in the app and the website to ensure it was ready for a smooth launch.

2014 – 2014 **WIZCRAFT INTERNATIONAL ENTERTAINMENT PRIVATE LTD., India**

Intern

- To make sure that the events run smoothly, and we are ready for anything at the event locations.
- Apart from this, enquiring about the logistics & budget to make a perfect pitch to clients.

Additional Skills

Languages English; Hindi

Interests Travelling to understand and meet people from different cultures and backgrounds; Volunteering: help underprivileged children to study and engage in various self-development activities in school and college.

Fatima SALIH

<https://www.linkedin.com/in/fatima-salih-09951a201/>

f.salih@lancaster.ac.uk

Career Profile

A dedicated and results-driven project management professional with a diverse background in humanitarian aid, media, marketing, and architecture. Proven ability to lead cross-functional teams, manage budgets, and deliver impactful projects under challenging conditions. Skilled in stakeholder collaboration, strategic planning, and problem-solving, consistently achieving organizational objectives. Currently pursuing an MBA to enhance strategic leadership and global business acumen.

Education

2024 – 2025 **LANCASTER UNIVERSITY, Lancaster, UK**

MBA

2013 – 2018 SUDAN UNIVERSITY OF SCIENCE AND TECHNOLOGY, Khartoum, Sudan
Bachelor of Science in Architecture and Planning (Architecture Design)

Experience

- 2024 – 2024 KLOZIUM STUDIOS, Dubai, UAE**
Project Coordinator- Remotely
- Coordinated the Nas Shagala Media Lab, enhancing grassroots archival visibility in Sudan.
 - Designed and coordinated digital storytelling training for 20 participants across Sudan.
 - Led the development of the Nas Shagala website for archiving and networking.
 - Collaborated with Shadda Media Lab (Beirut) and Rift Digital Lab (Sudan) to ensure high-quality training and localized project implementation.
- 2023 – 2024 HUMANITARIAN AID PROJECT FOR SUDAN**
Project Coordinator-Freelance- Remotely
- Expanded aid operations from 30 to 92 shelter centres, delivering critical supplies.
 - Launched the Self-Sufficiency Program, empowering families with income-generating projects.
 - Facilitated the safe evacuation of 200 orphans and elderly individuals from conflict zones.
 - Overcame challenges such as power outages and security issues to deliver aid.
- 2022 – 2023 NEON MARKETING SOLUTION, Khartoum, Sudan**
Project Coordinator & Event Planner
- Managed multiple marketing projects, ensuring on-time and high-quality delivery.
 - Planned and executed events from concept to post-event evaluations.
 - Optimised project workflows, resulting in increased client satisfaction.
- 2021 – 2022 OCTANTIS ARCHITECTS CO. LTD, Khartoum, Sudan**
Assistant Project Coordinator & Quantity Surveyor
- Managed procurement and supplier relationships, ensuring timely project execution.
 - Prepared tender documents, budgets, and bills of quantities.
 - Maintained effective communication across departments and stakeholders.

Additional Skills

- Languages** Arabic (Fluent), English (Fluent)
- IT Skills** Microsoft Office Suite, Project Management Tools (MS Project, Asana)
- Interests** Swimming, Event planning and decorations, Travel

Shubham SINGLA

<https://www.linkedin.com/in/shubham-singla-750bb6167>
s.singla2@lancaster.ac.uk

Career Profile

Dynamic Executive Manager in agribusiness with expertise in strategic planning, financial management, and innovation. Proven track record of driving sustainable growth through cutting-edge refrigeration systems, state-of-the-art facilities, and strategic vendor partnerships.

Education

- 2024 – 2025 LANCASTER UNIVERSITY, Lancaster, UK**
MBA
- Awarded Management School MBA Scholarship
- 2017 – 2020 PANJAB UNIVERSITY, Chandigarh, India**

Bachelor of Business Administration

- Key Courses: Marketing Management, Direct Tax Laws, Economics of Money & Banking
- GMAT Score: 660

Experience

- 2021 – Present** **SHIVAAY FRESH FOODS, Chajali, India**
Executive Manager
- Spearheaded the development of a state-of-the-art cold storage facility, reducing costs by 15%.
 - Achieved a 22% ROI in 1.5 years through effective financial portfolio management.
 - Established strategic vendor partnerships and implemented advanced refrigeration systems to enhance efficiency.

Additional Skills

- Languages** Fluent in English (IELTS: 7.5 Bands)
- IT Skills** Proficient in Microsoft Office Suite (Word, Excel, PowerPoint), Google Workspace
- Interests** Fitness Enthusiast
Table Tennis
- Certifications** Project Management (Udemy), Business Communication Skills (Udemy)

Vipavee TANAKAN

<https://www.linkedin.com/in/vipavee-tanakan-8a5896179/>
v.tanakan@lancaster.ac.uk

Career Profile

Business owner with three years of experience in plastic manufacturing and building high-performing teams and increased revenue. Oversaw the successful market expansion, and demonstrated proficiency in customer relationship management, operational effectiveness, and strategic planning. A brilliant leader with a proven track record of producing outstanding outcomes in very competitive industries.

Education

- 2024 – 2025** **LANCASTER UNIVERSITY, Lancaster, UK**
MBA
- 2015 – 2019** **ASSUMPTION UNIVERSITY OF THAILAND, Thailand**
Bachelor of Business Administration (Major in Accounting, Minor in Marketing)

Experience

2021 – 2024	THUNGTHONG DESIGN COMPANY LIMITED, Thailand Co-Founder & Director <ul style="list-style-type: none">• Successfully launched and operated a small business specialising in plastic bag manufacturing, developed an online eCommerce platform, expanding customer reach globally• Founded business from scratch, successfully growing it to a team of more than 10 employees.• Developed a comprehensive staff training programme that reduced staff turnover by 30% and elevated customer experience.• Implemented cost-saving initiatives, optimising operational efficiency and increasing profit margins by 20%.• Introduced new sales tools and marketing collateral, establishing a strong customer network of residential homeowners, contractors, and commercial businesses.• Trained and coached the specialists about guiding the use of products, on-the-job safety guidelines, customer interactions, and effective presentation of project estimates.
2020 – 2021	ROUND TWO SOLUTIONS COMPANY LIMITED, Thailand Business Analyst <ul style="list-style-type: none">• Performed information gathering and management, systems analysis, testing, documentation, training implementation support, and ongoing production support.• Undertook documentation or helped the process owner to document business processes to the granular level of detail that is required for automation.• Created or helped the process owner to create user acceptance test (UAT) documents, identifying all the process scenarios and their expected outcomes.• Adhered to internal controls, policies, and procedures for security, compliance, etc.
2019 – 2020	PRICEWATERHOUSECOOPERS (PwC), Thailand Auditor <ul style="list-style-type: none">• Analysed companies including gross profit and financial inspection.• Tested the internal control process.• Reviewed the financial information of companies and reported findings.

Additional Skills

Languages	Thai (Native speaker), Mandarin (Proficient), English (Proficient)
IT Skills	Excel modelling skills.
Interests	Badminton, Table tennis, Traveling

Shivam TIWARI

<https://www.linkedin.com/in/tiwaris1/s.tiwari1@lancaster.ac.uk>

Career Profile

Currently Pursuing MBA (Ending Aug'25). Expertise in new project setup, product management, process improvement, operations optimisation, and new product development. Headed a significant integration of Samsung Flip and Cisco Webex (2020); leading complete manufacturing setup for smart devices; relocating \$700k from China to India within one year by operational efficiency; and working with cross-functional teams across Asia, Europe, and other countries. Proficient in data-driven activities, operation optimisation, sourcing, and budget allocation.

Education

2024 – 2025	LANCASTER UNIVERSITY, Lancaster, UK MBA
2013 – 2017	AMITY UNIVERSITY, NOIDA, India Mechanical Engineering (B. Eng) 72.5%

- 2014 – Represented university at AUTO EXPO '14 with BMW India Team
- 2016 – Presented research on AI alloys and its application at National Summit India

Experience

2021 – 2024	<p>Noise, Smart Wearables, Gurgaon, India <i>Top smartwatch-selling brand in India with 27% overall market share in last four years; founded in 2016</i></p> <p>Manager- Projects</p> <ul style="list-style-type: none"> • Headed complete end-to-end product development of “Smartwatches” HW development and manufacturing setup under Project “Make in India.” • Implemented a significant manufacturing transition, relocating \$700k from China to India within one year, resulting in a cost reduction of \$105k/year and enhancing operational efficiency, building a total of three factories in India with a diversified team of 80-100 management employees. • Developed team structures such as quality, production, material control, engineering, and planning. • Optimised industrial approaches to ensure 95% yield from 68% in the first 6 months.
2019 – 2021	<p>Samsung Research Institute- Delhi, India <i>Samsung-SRI-D is focused on developing HW and SW business solutions for the American European market having HQ in Delhi, India</i></p> <p>Product Manager</p> <ul style="list-style-type: none"> • Product manager with a team size of eight members I was responsible for the complete product life cycle to ensure the launch date was met and plan a roadmap for carrying out the activities, handling a team of 20. • Spearheaded integration of Cisco Webex and Samsung Flip 2.0, smart pen paper board solution contributing to a 50% sales increase in B2B market for Samsung in the year 2021-2022. • Developed comprehensive market research documents, product roadmap that defined product specifications, target markets, and customer needs.
2017 – 2019	<p>Oppo Mobiles- Delhi-Noida, India <i>Oppo is the leading smartphone brand in China with 17% market share in China in 2021 and 11.71% in 2021</i></p> <p>Product Engineer</p> <ul style="list-style-type: none"> • Optimised the manufacturing process flow from \$1.6/device to only \$0.6/device for cost of manufacturing for refurb products, total cost saving of \$80k/ batch of 60k smartphones. • Created a rework setup for the organisation to save cost from the refurbishment of returned and end-of-life products in a 6-month span.

Additional Skills

Languages	English (Fluent), Chinese Mandarin (Conversational)
IT Skills	Excel modelling skills.
Interests	Free Hand Sketching- Creating/ improvising 3D models Our Youth Social Community (OYSC)- Founder and Member: NGO

Ya TUO

<https://www.linkedin.com/in/ya-tuo/>
y.tuoya@lancaster.ac.uk

Career Profile

Four years of expertise in research, project management, and consulting. Led 20+ impactful projects across 3 countries with \$2M budgets. Built 50+ lasting partnerships, driving a 20% growth in organizational economic benefits. Conducted 70+ market analyses, developed 15+ strategic plans, and managed teams of 15+, boosting customer economic benefits by 25%.

Education

2024 – 2025	<p>LANCASTER UNIVERSITY, Lancaster, UK MBA</p> <ul style="list-style-type: none"> • Awarded Management School MBA Scholarship
2015 – 2019	<p>BEIJING NORMAL UNIVERSITY, ZHUHAI, Zhuhai, China Management</p> <ul style="list-style-type: none"> • Awarded the excellent Graduation Thesis

- The study of “Development Planning for Inner Mongolia’s Territorial Tourism” won the Outstanding Thesis Award

Experience

2019 – 2024

INNER MONGOLIA INSTITUTION OF QUALITY & STANDARDIZATION, Inner Mongolia, China

Research /Consultancy Project Leader

- Researcher, World Standardization Research Forum (2023): Participated in a global forum, and collaborated with international and domestic standardisation bodies.
- Contributed to WTO notifications, assessments, and Technical Barriers to Trade (TBT) consulting, providing insights into international trade regulations and policy analysis.
- Led more than 20 high-impact projects in countries such as Russia and Mongolia and in a variety of sectors, including retail, healthcare, internet services, philanthropy, and food manufacturing.
- Led three national research projects in the food sector, the results of which influenced the production, manufacturing, and sales of all products in this category in China.
- Managed a budget of \$2 million, comprising funds from national research projects and proceeds from corporate projects.
- Established relationships with over 50 small- and medium-sized enterprises across all sectors to assess and increase their customer satisfaction and loyalty programmes resulting in a 20% increase in the organisations’ overall performance year-over-year.
- Conducted 70 market analyses to help clients identify potential market opportunities by analysing competitors’ market positioning and pricing resulting in a gain of 15% market share, 20% increase in customer base, and 18% increase in company sales.
- Developed target optimisation strategies for 15 clients in different industries.
- Managed a 15-member cross-functional consulting team across various functions including finance, sales, and technology.
- Specialised in data analysis and visualisation, collecting and analysing market data from multiple sources, using Excel and SQL for data processing.
- Created interactive visual reports using Power BI and Tableau, providing clear insights into market trends and competitive performance.
- Delivered actionable insights and strategic recommendations that improved client market share by 5% within three months.

Additional Skills

Languages

Chinese (native), English (TOEFL: 104)

IT Skills

Data Analysis & Visualisation

Sri Sampath VALLURI

<https://www.linkedin.com/in/sri-sampath-valluri/>
s.valluri@lancaster.ac.uk

Career Profile

Aspiring tech leader with expertise in software engineering, product strategy, and customer-centric solutions. Proven record of delivering high-impact projects in cybersecurity, Agile workflows, and process optimisation. Youngest scrum master in the organisation with a strong focus on innovation, customer satisfaction, and team development.

Education

2024 – 2025

LANCASTER UNIVERSITY, Lancaster, UK

MBA

- Awarded Management School MBA Scholarship

2019 – 2021

PES UNIVERSITY, Bengaluru, India

M.Tech (Artificial Intelligence & Machine Learning) (Distinction)

- Relevant Coursework: Deep Learning, NLP, Cybersecurity Essentials, Cloud Computing

- Graduate Aptitude Test in Engineering (GATE) Scholar
- Three Merit award winner (9 GPA)
- Best project acknowledgement: Title: “Smart Virtual Receptionist”
- Teaching and research assistant
- Student Ambassador

2015 – 2019

JSSATE, Bengaluru, India

B.E, Computer Science and Engineering

- Relevant Coursework: Data structures, Machine Learning, IoT, Big Data Analytics, Cryptography
- Designed and developed a Secure IoT-based Healthcare system using wireless sensor network
- IISc Workshop in AI, Machine Learning and Neural Networks – (IISc, 2020)
- National Conference on Advancement in Information Technology (NCAIT)
- Paper publication – Secure IoT-based Healthcare Systems (2019) (e-ISSN: 2581-639X)
- Paper presentation – A Case Study on Cloud Computing (2018)
- Android App development workshop - Buzy Coders (July 2018)
- Paper presentation – A Case Study on WiGig (2017)
- Building a QuadRotor Intro to R-programming - AeroTrix by Skyfi-Project
- Organising committee lead for College technical and cultural fests

Experience

2020 – 2024

RSA SECURITY APPLICATIONS INDIA PVT. LTD., Bengaluru, India

2021 – 2024

Software Engineer

- Led SME for RSA NetWitness software suite; developed Disaster Recovery System.
- Pioneered upgrade improvements, reducing customer dissatisfaction by 30%.
- Spearheaded customer escalations and developed a certificate health-check tool.
- Developed Precheck and Recovery tools for seamless operations.
- Led Agile scrum processes, coordinating complex, multi-team deliverables.
- Led a four-member CTO-nominated task force to redesign specific product workflows.
- Led the Learning and Development focus group to help design learning paths and objectives for colleagues.

2020 -2021

RSA SECURITY APPLICATIONS INDIA PVT. LTD., Bengaluru, India

Graduate Intern

- Built endpoint security applications (Java, Node.js); implemented CI/CD pipelines.
- Automated testing and validations using Python, Mocha, and Chai frameworks.
- Took part and presented during multiple Team and Global Demonstrations.

Additional Skills

Languages

English (Advanced – IELTS 8.0), Hindi (Advanced), Telugu (Fluent), Kannada (Fluent)

IT Skills

Artificial Intelligence, Machine learning, Data analytics, Android Studio (Mobile App Development), Node.js, Microsoft Office (Excel, Forms, OneDrive, Outlook, PowerPoint, Teams, Word); Canva for graphic design; Zoom, Zoom Webinar; Google Workspace (Gmail, Drive, Docs, Sheets, Slides, Tasks, Meet)

Programming Languages

Python (Advanced), R, Java, C, C++, Ruby, JavaScript, Shell

Interests

Ardent sports fan: F1, Cricket, Badminton, Tennis, Basketball
 Played college-level Cricket, Basketball and Table Tennis
 Photography Enthusiast – Trained with renowned wildlife photographer Philip Ross

Shubham VERMA

<https://www.linkedin.com/in/shubham-verma-a716b1178/>

s.verma11@lancaster.ac.uk

Career Profile

Passionate and experienced Senior Engineer and MBA student with a solid background in delivering excellent customer services, team building, leadership, project management, business analysis and strategy; with a proven ability to deliver successful outcomes and collaborate within cross-functional teams.

Education

2024 – 2025

LANCASTER UNIVERSITY, Lancaster, UK

MBA

- Awarded Management School MBA Scholarship

2014 – 2018

KRISHNA ENGINEERING COLLEGE, AKTU UNIVERSITY, Ghaziabad, India

Bachelor of Technology (BTech), Information Technology

- 2014-2017: Awarded merit certificates for exemplary academic performance.

- 2014-2018: Branch topper and Class Representative.
- Secured Academic Scholarship (80% of the Tuition Fee) from the University

Experience

2019 – 2024

GUARDIAN LIFE INSURANCE COMPANY OF AMERICA, Gurgaon, India

One of the largest mutual life insurance companies in the world since 1860

Senior Software Engineer

- Worked as a Senior Engineer on Guardian's highly customer-oriented products.
- Developed and implemented a streamlined process for gathering business requirements, reducing project delivery time, and providing efficient consumer products.
- Experienced in leading and managing the team for three years and worked with international teams for 6+ years from different departments.
- Improved customer satisfaction by effectively addressing requirements, objectives, and feedback.
- Consulted customer on the best industry practices and helped them meet their technology requirements.

2018 – 2019

IRIS SOFTWARE

Global IT solution company offering high-quality technology solutions to Fortune 500 clients

System Engineer

- Worked as a Java API developer, developed credit-risk analysis-based software for Fortune 50 banks and engaged from requirement gathering, analysis, development, and unit testing to final deployment.
- Involved in planning and executing various project tasks, ensuring adherence to project timelines and deliverables.
- Involved constantly with client feedback and dealing with technical issues.

Additional Skills

Languages

English: Fluent | Hindi: Native

IT Skills

Java, Spring Boot, REST APIs, Excel, JIRA, GIT, AWS CloudWatch, MySQL

Interests

- Consultancy: part of consulting society at Lancaster University. Solving case interviews and getting knowledge about the sector through different courses and resources available
- Cooking | Dancing | Gaming

Sunny YADAV

<https://www.linkedin.com/in/sunny-yadav-68518120a/>

s.k.yadav@lancaster.ac.uk

Career Profile

Entrepreneurial manufacturing specialist with 7+ years of experience in private-label production. Demonstrated success in designing lean, off-site manufacturing processes, securing government subsidies for capital-intensive machinery, and leading cost-optimization initiatives that drove double-digit profit gains.

Education

2024 – 2025

Lancaster University Management School, Lancaster, UK

MBA

2014 – 2018

SRM University IND

Electronics and Communication Engineering

- Honoured with the TechKnow award for the best project in the field of renewable energy issued by Department of Physics and Nanotechnology
- Founded student chapters for Enactus and TEDTalks

Experience

- 2019 – Present** **PAWAN, India**
A textile manufacturing company
Co-founder/Director
- **Manufacturing Plant Establishment:** Built and scaled a private label manufacturing facility, introducing streamlined workflows that reduced lead times and lowered operational overhead.
 - **Government Funding & Subsidies:** Successfully acquired essential grants to purchase advanced machinery, effectively minimizing capital expenditure and accelerating production timelines.
 - **Financial Management:** Designed targeted budget frameworks and expense controls, achieving a **15% improvement** in overall profit margins while maintaining high quality benchmarks.
 - **Stakeholder Engagement:** Recognized as BNI's Most Notable Networker (2022) for building collaborative ties with suppliers and clients, resulting in a more resilient supply chain and higher customer retention.
 - **Process Improvement:** Instituted data-driven performance metrics that minimized waste, maintained product consistency, and established a culture of continuous improvement.
- 2018 – 2019** **Hewlett Packard Enterprise, India**
Embedded System Engineer
- Contributed to the Microprocessor and Microcontroller research, in a team of 8 engineers.
 - Assisted in developing automation tools for testing and system validation, resulting in a 40% reduction in manual testing time.

Additional Skills

- Languages** English (Proficient), Hindi (First Language) and Japanese (Conversational).
- IT Skills** Office Suite, VLSI, Python, SQL, Java, C and C++
- Interests** Playing golf and basketball has been a breather in between work and family life balance. I also watch sports like F1, UFC, Football, NBA etc. during the weekends along with attending art galleries whenever feasible.



Lancaster University
Management School

www.lancaster.ac.uk/lums/mba