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Indian Institute of Management Jammu

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MBA2022-23 PLACEMENT BROCHURE





CONTENTS

| | |
|--|-----|
| MESSAGE FROM THE DIRECTOR | 2 |
| MESSAGE FROM THE DEAN ACADEMICS | 3 |
| ABOUT IIM JAMMU | 4 |
| SRINAGAR OFF-CAMPUS | 5 |
| WHY IIM JAMMU | 6 |
| COURSES | 8 |
| MOU SIGNED BY IIM JAMMU | 10 |
| STUDENT EXCHANGE PROGRAM | 11 |
| INTERNATIONAL PARTNER INSTITUTES OF IIM JAMMU | 14 |
| FACULTY | 14 |
| BATCH PROFILE | 17 |
| LIFE @IIM JAMMU | 20 |
| STUDENT COMMITTEES | 22 |
| STUDENT CLUBS | 26 |
| INITIATIVES BY CLUBS AND COMMITTEES AT IIM JAMMU | 28 |
| CELEBRATING 5 YEARS OF ACADEMIC EXCELLENCE | 30 |
| EMPYREAN | 32 |
| KAAVISH | 35 |
| IIM JAMMU FESTIVITIES | 36 |
| AARAMBH | 37 |
| HR CONCLAVE | 38 |
| MANAGEMENT CONCLAVE | 40 |
| LEADERSHIP SUMMIT 2.0 | 42 |
| WOMEN ENTREPRENEURSHIP EVENT | 43 |
| STUDENT PROFILE | 44 |
| COMPETITIONS WON BY STUDENTS OF IIM JAMMU | 100 |
| INDUSTRY INTERACTION | 103 |
| IIM JAMMU IN MEDIA | 105 |
| LEADER'S SPEAK | 106 |
| ALUMNI TESTIMONIALS | 107 |
| ABOUT JAMMU CITY | 108 |
| HOW TO REACH | 109 |
| PROMINENT PAST RECRUITERS' | 110 |

MESSAGE FROM THE DIRECTOR

Adhering to the motto, “It is the Knowledge that Liberates”, IIM Jammu strives to provide our students an environment filled with academic rigour and training so that they emerge as great leaders, prepared to effectively tackle the challenges of the world.



Prof. B. S. Sahay
Director, IIM Jammu

I feel immense pleasure in introducing to you, the bright, energetic, and ambitious students of the biennial full-time residential Master of Business Administration (MBA) Program, at Indian Institute of Management, Jammu.

Adhering to the motto, “It is the Knowledge that Liberates”, IIM Jammu strives to provide our students an environment filled with academic rigour and training so that they emerge as great leaders, prepared to effectively tackle the challenges of the world. Our students go through a rigorous admission procedure, and our curriculum puts them into challenging situations that carve the best out of them. Our vision is to emerge as a powerful business school and we have been striving constantly towards achieving it. The Institute’s academically conducive campus gives students the opportunity to learn the best-in-class management practices through not only classroom training, but also through executive education consultancy by the renowned industry experts who grace our campus for “HR Conclave” and “Leadership Summit.” This specialized management education along with various other learning modules broadens their knowledge and develops their professional skills.

A glance at this batch-profile shall present a good mix of both the experienced and the fresh minds that come from very diverse areas. I strongly believe that our students shall become a great asset to every industry where they would work, and I wholeheartedly endorse their capability in delivering what is expected of them and emerging as useful contributors to organizational functioning. We look forward to your visit at our present campus and Srinagar off-campus for a healthy conversation with the future managers from our Institute and also enjoy the peripherals of the campus in the form of the Holy Vaishno Devi Shrine, Bagh-e-Bahu, Dogra Art Museum, and a lot more.

MESSAGE FROM THE DEAN ACADEMICS

Delighted to welcome all the organizations to be a part of the IIM Jammu campus placement drive 2020-21 as esteemed recruiters. Despite the pandemic, IIM Jammu has managed to turn the negative into a positive and encouraged its students to consider it as an opportunity to adapt to the virtual world attaining a competitive advantage.

Indian Institute of Management Jammu is the youngest IIM in the country established as an Institute of National Importance by Government of India in 2016. The Institute is growing over the years offering its flagship post-graduate programme Master of Business Administration (MBA) program. Three batches of the programme have successfully graduated and made their presence felt in the corporate world.

The present batches at IIM Jammu are full of high-potential individuals gearing up to face the challenges of the corporate world. The students come from diverse educational backgrounds and represent a good mix of freshers as well as experienced candidates. Through the International Immersion Program, IIM Jammu emphasizes the need for

international exposure to understand various cultures, perspectives and, global business contexts.

I thank all the existing corporate partners for their constant support and faith in IIM Jammu and welcome the organizations visiting us for the first time. I assure you that the IIM Jammu graduates will prove to be an asset for their respective organizations. Looking forward to hosting you at IIM Jammu to deliver a great recruitment experience.

Prof. Jabir Ali
Dean Academics, IIM Jammu



The present batches at IIM Jammu are full of high-potential individuals gearing up to face the challenges of the corporate world.



ABOUT IIM JAMMU

The Indian Institute of Management (IIM) brand has now become synonymous with innovation, talent, zeal for success, and contribution in management. Building on this legacy, IIM Jammu was established in the beautiful union territory of Jammu and Kashmir, by the Government of India in 2016.

From the very beginning, IIM Jammu has set high standards for outstanding value-based quality education, high-quality research, executive education, consultancy, and strong corporate as well as international linkages. The Institute also encourages, and subtly emphasizes contemporary research - concentrating on regional, national, and global issues alike.

Presently, IIM Jammu operates from the Old University Campus, Canal Road, Jammu, with a new off-campus being set up in Srinagar. The proposed 200 acres state-of-the-art campus is coming up at Jagti, 14 Kms from Jammu City, about 16 km from Jammu Railway Station, and 18 km from Jammu Airport. The new Campus will be a blissful mix of modern architecture, culture, and heritage of Jammu and Kashmir.



SRINAGAR OFF-CAMPUS

IIM Jammu inaugurated its transit Satellite campus at Srinagar on January 24, 2020. The campus was inaugurated by Hon'ble Minister of Education Shri Ramesh Pokhriyal 'Nishank' in the presence of Mr. K.K. Sharma, Advisor to Hon'ble Lt Governor J&K, Prof. B.S. Sahay, Director IIM Jammu and dignitaries from Center and Govt. of J&K. Srinagar is the summer capital of J&K and the campus is located in the heart of the Srinagar city, on NH1 Nowgam, which is at a distance of 10 Kms from the Sheikh ul Alam International Airport, Srinagar. The transit campus has in-campus residence facilities and is built as a center of excellence in the area of executive education and Entrepreneurship. The transit campus will also have an

incubation center promoting entrepreneurship in the region. Kashmir is known as Switzerland of Asia and Srinagar as 'Heaven on Earth'. The picturesque city, located on the banks of river Jhelum, offers its visitors the best experience of time. IIM Jammu Srinagar off Campus leverages the locational importance of Srinagar city by offering a blend of high-quality training with a touch of heavens.

The IIM Jammu Srinagar Off-Campus has a focus on Management Development Centre for capacity building and setting up centre for innovation and entrepreneurship (Incubation Centre).



WHY IIM JAMMU?

IIM Jammu, the youngest addition in the IIM fraternity is established by the Ministry of Higher Education. We share the same curricula and academic rigour as top IIMs in the country which transforms budding managers into business leaders par excellence. Our MBA program has all the salient features of the world-class management education delivered using andragogy by the best faculty of the nation.



LOGO of IIM JAMMU

Logo elements: The circle at the top represents the rising sun which signifies new possibilities and beginnings for our graduates and alumni.

• **Logo Font:** The bold lettering reflects a firm base and rootedness.

• **Logo Colors:** The blue colour signifies the endless sky (the sky is the limit). The rich maroon colour signifies fertility and growth, as well as rootedness in Indian culture.

• **Motto:** Our motto, in Sanskrit, 'सा विद्या या विमुक्तये' "It is knowledge that liberates"



VISION

To develop leaders and entrepreneurs who can perform globally to make a valuable difference to the Society and the Corporate world.



MISSION

- To position IIM Jammu as one of the top business school in India with global outlook embedded with regional and national focus.
- To be known as a business school par excellence for outstanding value-based quality education, high quality research, executive education, consultancy, and strong corporate as well as international linkages.
- To create a B-School, which will serve the humanity, the society, the state, and the nation for economic growth and prosperity.

CORE VALUES

- Indian Ethos and Business Ethics
- Excellence
- Innovation & Entrepreneurship
- Integrity
- Collaboration



ACADEMIC RIGOUR

One of the most rigorous curricula across IIMs

- Harvard case study pedagogy
- Excellent academic projects
- Class presentations and group projects



INCLUSIVE ELECTIVES AND WORKSHOPS

IIM Jammu works for developing contemporary skills through workshops and interactive sessions which include Data Analytics, Digital Marketing, Leadership through Literature, Soft-Skills, and many more.



EXPERIENCED AND COMPETENT PROFESSORS

Professors at IIM Jammu are highly experienced and dedicated towards holistic development of their students.

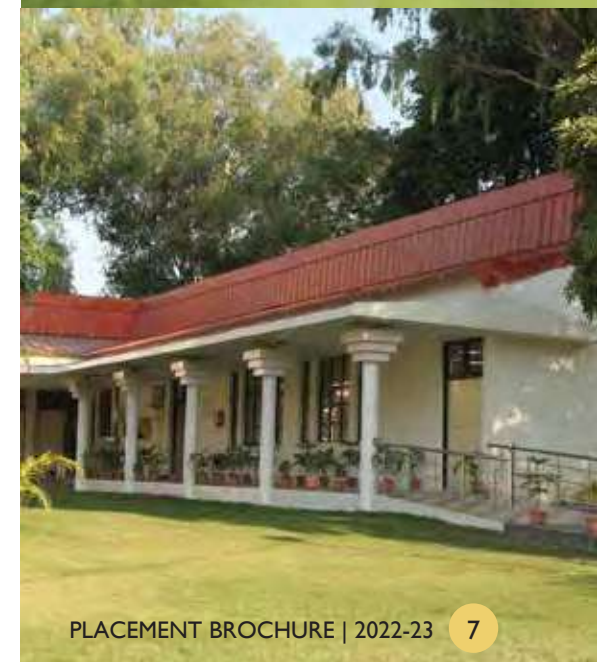
Their motto is to inculcate managerial attributes in the Future Managers in the form of students and make them industry ready.



VIVID INFRASTRUCTURE

IIM Jammu provide a vivid and impressive infrastructure for its students in the form of

- Library with huge pool of academic resources
- Modern pedagogical instruments
- Well furnished classrooms
- Playground for sports and extra-curricular activities and a lot more



FIRST YEAR COURSE STRUCTURE

MARKETING

- Marketing Management I
- Marketing Management II



OB & HRM

- Individual & Group Behaviour
- Human Resource Management
- Organization Theory & Design



ECONOMICS & BUSINESS ENVIRONMENT

- Micro Economics
- Macro Economics
- Business Environment: India & the World



FINANCE AND ACCOUNTING

- Financial Accounting
- Cost and Management Accounting
- Corporate Finance



BUSINESS COMMUNICATION

- Business Communication I
- Business Communication II
- Business Communication III



OPERATIONS, SUPPLY CHAIN & DECISION SCIENCES

- Individual & Group Behaviour
- Human Resource Management
- Organization Theory & Design



IT SYSTEMS & ANALYTICS

- Spreadsheet Modelling
- Information Systems for Managers
- Business Analytics



BUSINESS POLICY, STRATEGY & GENERAL MANAGEMENT

- Legal Aspects of Business
- Corporate Social Responsibility
- Entrepreneurship & New Venture Planning
- Strategic Management
- Corporate Governance & Business Ethics



SECOND YEAR COURSE STRUCTURE

OB & HRM

- Talent Acquisition
- Conflict Management & Negotiation
- Industrial Relations and Labour Law
- Learning & Development
- Performance Management Systems
- Counselling Skills for Managers



FINANCE AND ACCOUNTING

- Investment Analysis & Portfolio Management
- Financial Derivatives
- Investment Banking & Business Valuation
- Private Equity and Venture Capital
- Financial Statement Analysis
- Commercial Bank Management
- Financial Risk Management
- Management Control Systems
- Project Finance
- International Finance
- Alternative Investment Markets



OPERATIONS, SUPPLY CHAIN & DECISION SCIENCES

- Project Management
- Supply Chain Management
- Total Quality Management
- Operations Strategy
- Lean Enterprise
- Supply Chain Analytics
- Service Operations Management



BUSINESS POLICY, STRATEGY & GENERAL MANAGEMENT

- Business Intelligence and Data Modelling
- Digital Transformation using AI and Emerging Technologies (cross listed with Business Policy & Strategy Area)
- Strategic Innovations & Design Thinking
- Competitive Strategy
- Mergers & Acquisitions
- Strategy Simulations using CESIM



MARKETING

- Consumer Behavior
- Sales and Distribution Management
- Advanced Marketing Research
- Customer Relationship Management
- Pricing
- Strategic Marketing
- Digital Marketing
- Marketing Analytics
- B2B Marketing
- Service Marketing
- Product and Brand Management
- Integrated Marketing Communication



IT SYSTEMS & ANALYTICS

- Blockchain Strategy
- Text, Web and Social Media Analytics (cross listed with Marketing Area)
- Peoples Analytics (cross listed with OB/HR)
- Big Data, Cloud and IOT Analytics (cross listed with Operations)
- Advanced Data Science and Artificial Intelligence
- Cognitive Computing and Neuromanagement (Offered in collaboration with IIT Jammu)



MOU SIGNED BY IIM JAMMU

Tripartite Memorandum of Understanding (MoU) with AIIMS Jammu and IIT Jammu

Indian Institute of Management, Jammu signed a Memorandum of Understanding (MoU) with AIIMS Jammu and a Tripartite Memorandum of Understanding (MoU) with AIIMS Jammu and IIT Jammu at the MoU Signing Ceremony hosted by AIIMS Jammu at the Convention Centre, Jammu.

The event was presided over by the Chief Guest, Dr. Jitendra Singh, Minister of State (Independent Charge) in the Prime Minister's Office (PMO).

The MoUs aim at creating an academic think-tank to give new opportunities to the Faculty and students and promote integrated learning among the scholars.

During proceedings of occasion, Dr. Singh released the MoUs and, in his address, underlined that Jammu has set an example for the other states of the country. He believes that working in silos prevents the optimum use of our resources and knowledge, and hence collaboration is the new mantra of success.

The MoUs aim at creating an academic think-tank to give new opportunities to the Faculty and students and promote integrated learning among the scholars.

MoU between IIM Jammu and AIIMS Jammu was signed by Prof. B. S. Sahay, Director, IIM Jammu, and Dr. Shakti Kumar Gupta, Executive Director and CEO, AIIMS. The Tripartite MoU between the institutions was signed by Prof. B. S. Sahay, Director, IIM Jammu, Dr. Manoj Singh Gaur, Director, IIT Jammu, and Dr. Shakti Gupta, Executive Director and CEO, AIIMS.

The MoUs aim at creating an academic think-tank to give new opportunities to the Faculty and students and promote integrated learning among the scholars.



STUDENT EXCHANGE PROGRAM

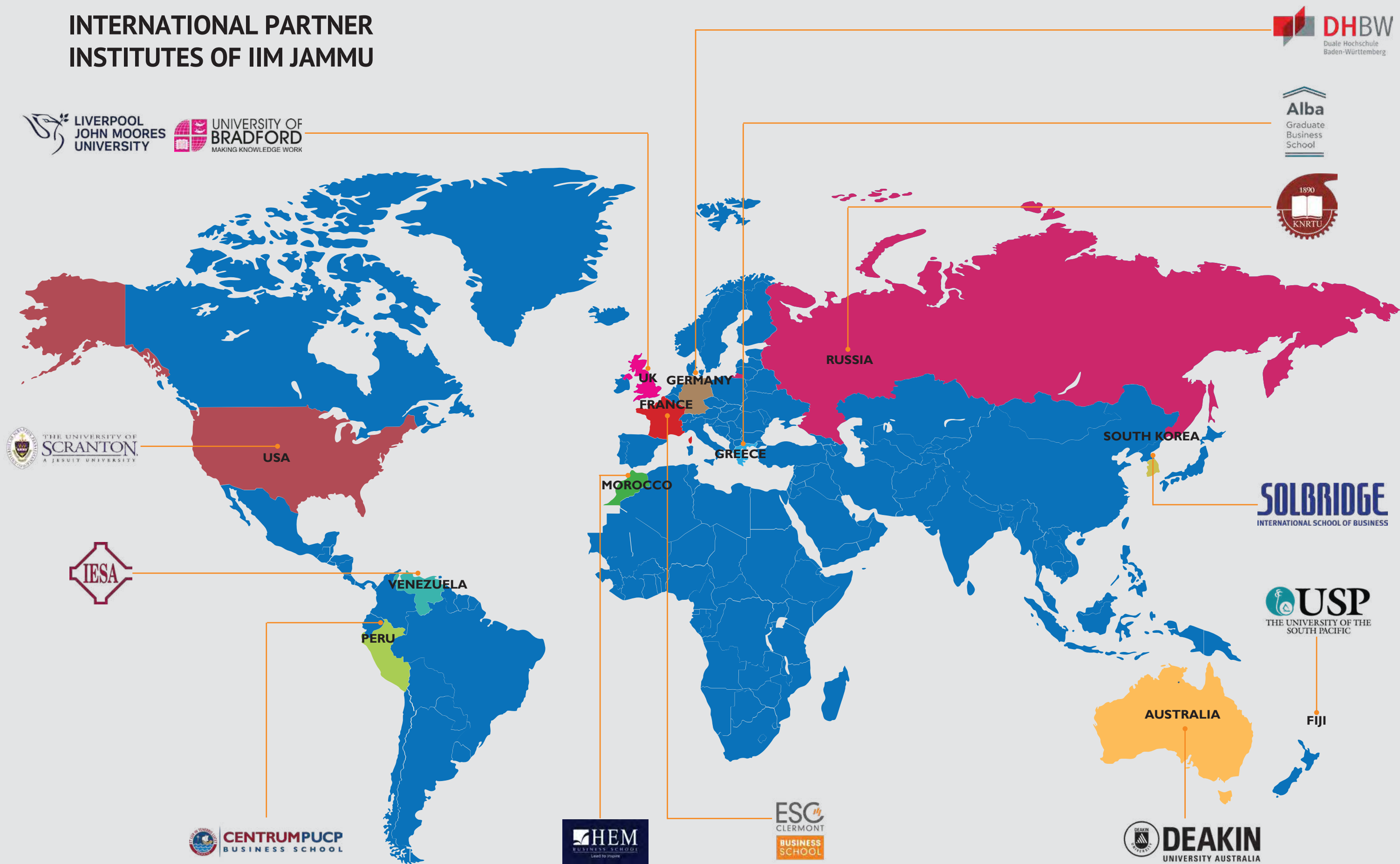


Globalization has submerged the international boundaries across the globe. International firms operating in the present era need young and enthusiastic managers well-versed in the nuances and technicalities of the changing world.

IIM Jammu seeks to equip its students with a global-lyinclusive management education that covers all aspects of management of institutions of the future. The International Relations Office, IIM Jammu, is building academic relationships with institutions all over the world to facilitate numerous exchange programs for students as well as faculty to ensure a deep comprehension of the various geo-political, economic and cultural facets that drive efficient functioning of global enterprises. We believe that this exchange of faculty and students among institutions of the world will encourage mutually beneficial knowledge transfer that is not only desired, but also required to be a successful leader.



INTERNATIONAL PARTNER
INSTITUTES OF IIM JAMMU



FACULTY



B. S. Sahay
Ph.D., IIT Delhi
Operations & Systems



Jabir Ali
Ph.D., AMU, Aligarh; GloColl,
Harvard Business School
Economics and Business Environment



Prateek Jain
Ph.D., IIT Delhi
Business Policy, Strategy
& Entrepreneurship



Muqbil Burhan
Ph.D., IIT Delhi
Business Policy & Strategy



Mahesh Gadekar
Ph.D., S P Pune University and Post
Doctorate from Faculty of Economics
(FEP), University of Porto, Marketing



Sarbjit Singh
Ph.D., IIT Kanpur
Economics &
Business Environment



Rashmi Ranjan Parida
Ph.D., IIT Kharagpur
Marketing



Pankaj Agarwal
Fellow of XLRI Jamshedpur
Finance and Accounting



Mamta Tripathi
Ph.D., IIT Guwahati; Post-Doc,
IIM Calcutta
OB & HRM



Barnali Chaudhary
Ph.D. University of Cagliari
Business Communication



Minakshi Kumari
Ph.D., IIT Delhi
Operations and Supply Chain



Archana Sharma
Ph.D., IIT Delhi
Marketing



Ateeque Shaikh
Ph.D., IRMA
Marketing



Nitin Upadhyay
Ph.D., BITS Pilani
IT Systems and Analytics



Kulwinder Kaur
Ph.D., UBES Punjab University
Marketing



V. Raj Kumar
Ph.D., Anna University
Marketing



Rambalak Yadav
Ph.D. IIT Dhanbad
Marketing



Baljeet Singh
Ph.D., IIM Indore
Marketing



Vaseem Akram
Ph.D., IIT Hyderabad
Economics & Business Environment



Prakrit Silal
Ph.D., IIM Calcutta
IT Systems & Analytics



Sohal, Amrik Singh
Ph.D., University of Bradford
Management Centre (UK)
Operations & Supply Chain



Harsha Jariwala
Ph.D In Management
Finance And Accounting



Ranjan Das
Ph.D. IIM Ahmedabad
Business Policy, Strategy
& Entrepreneurship



Prateeksha Maurya
Ph.D., IIT Roorkee,
Finance And Accounting



Avinash Kumar
Ph.D. IIM Lucknow,
Marketing



Somu Gorai
Ph.D. IIM Calcutta
Operations & Supply Chain



Vishanth Weerakkody
Ph.D. University of Hertfordshire
IT Systems & Analytics



Bijoy Rakshit
Ph.D. IIT Ropar
Economics &
Business Environment



Ashish Kumar
Ph.D. AMU Aligarh
Finance And Accounting



Manu Bansal
Ph.D. IIM Bangalore
Economics &
Business Environment



Sajit M Mathews
Ph.D. IIT Kanpur
Business Communication



Kapil Manohar Gumte
Ph.D. IIT Hyderabad
Operations and Supply Chain



Praveen Kumar
Ph.D. NIT Kurukshetra
Finance And Accounting



Eshika Aggarwal
Ph.D. IIM Lucknow
IT Systems & Analytics



Gaana J
Ph.D. University of Madras
Business Communication



Parvathy B
Ph.D., IIM Bangalore
Marketing



Apurva
Ph.D., IIT Delhi
Business Communication



Sushant Bhargava
Ph.D. IIM Lucknow
OB & HRM



Malaya Ranjan Mohapatra
Ph.D., IIT Kharagpur
Finance And Accounting



Jai Kamal
Ph.D., IIM Lucknow
Operations and Supply Chain



Pratik Maheshwari
NITIE Mumbai
Operations and Supply Chain



P. Praveen Vijaya Raj
National University of Science
and Technology in Taiwan
Operations & Supply Chain



Sundar Rengasamy
Ph.D. NIT Tiruchirappalli
IT Systems & Analytics



Sudip Das
UPES, Dehradun
OB & HRM



Pradeep Kumar Tarei
Ph.D., IIT Kharagpur
Operations & Supply Chain

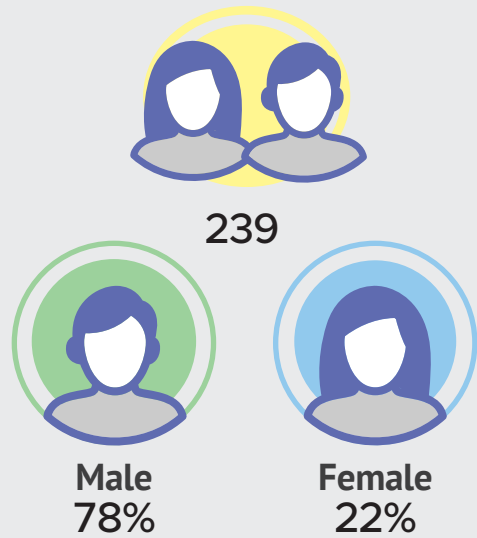


Mahima Raina
Ph.D., IIT Delhi
OB & HRM

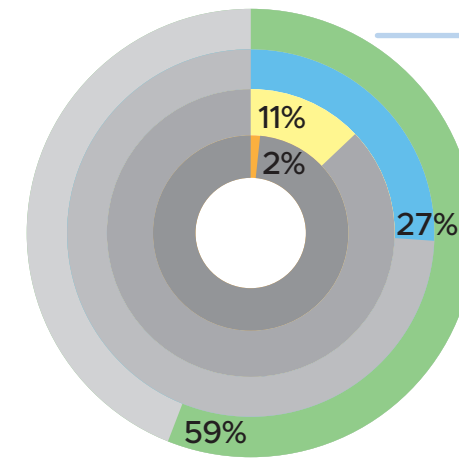
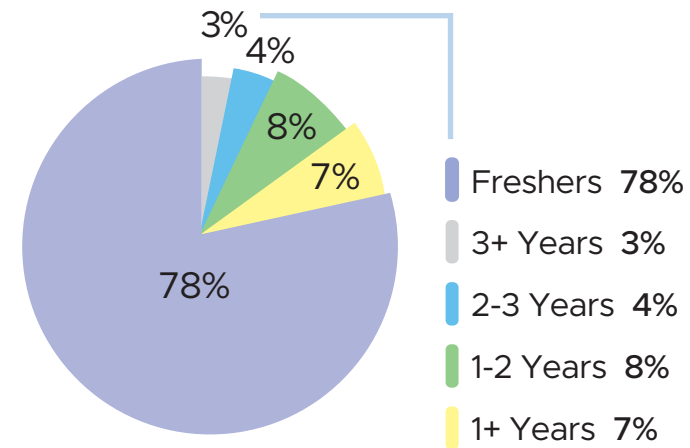


Anuja Akhouri
Ph.D. IIT Patna
OB & HRM

Batch Size



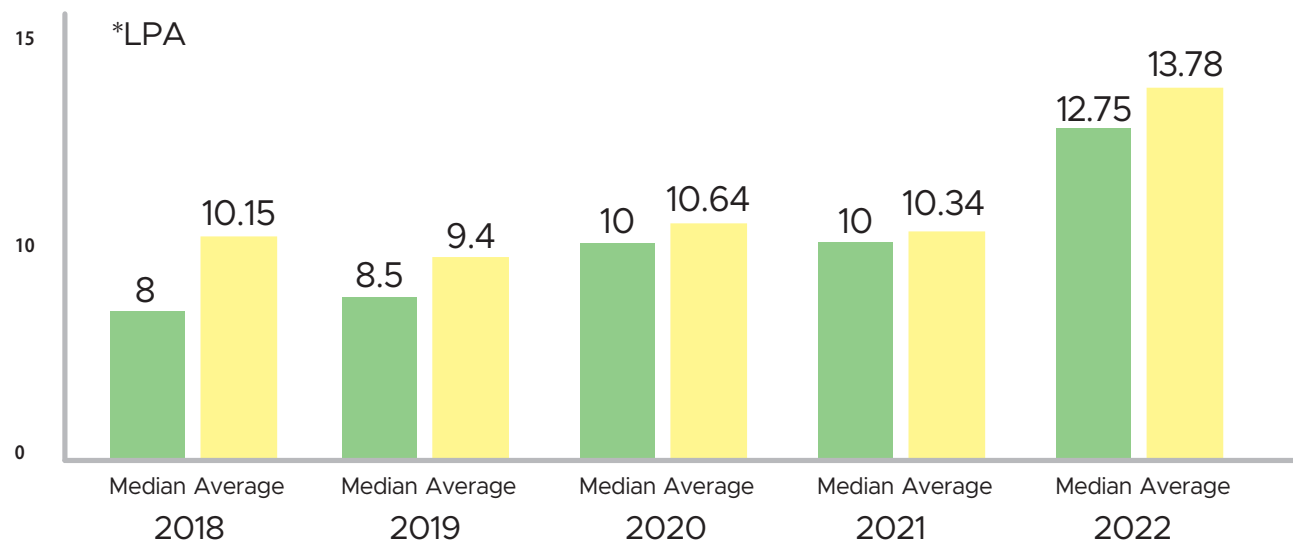
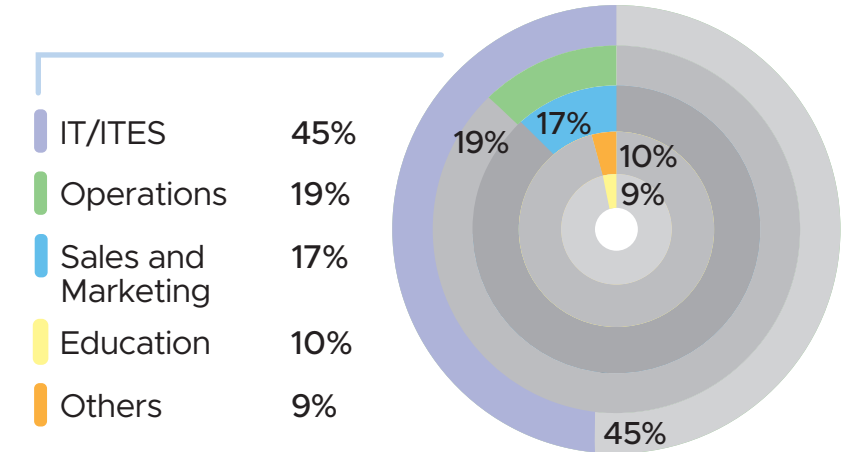
Work Experience Distribution



Academic Diversity

| | |
|-------------|-----|
| Engineering | 59% |
| Commerce | 27% |
| Science | 11% |
| Others | 2% |

Work Experience Domain



Average Work Experience



20 months



Fastest Growing IIM

20+ Clubs and Committees

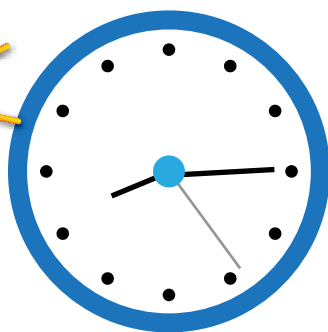
International Student Exchange Program

Case based Pedagogy

Summer Internship Domains



LIFE @ IIM JAMMU



8:15 am

I'm shaken into existence in the morning with two alarms ringing in a synchronous cacophony. Oh! I am late again. I race to get dressed, stuffing a sandwich in my mouth; I run a long distance race to arrive at the class before the professor enters.

8:30 am

Thank God! I am not late. Somehow I compelled myself to go to class to increase my knowledge Assets. Trying harder to keep my eyes open but then there is a fight for CP, class participation marks. So even if I am sleepy, I have to be attentive.



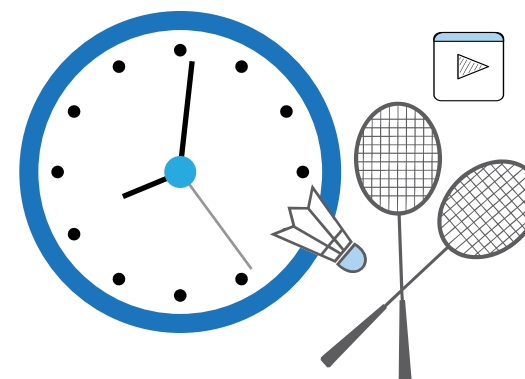
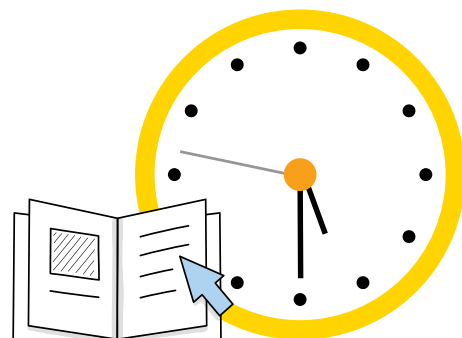
1:00 pm

Lectures, case studies and question answer rounds for about three and a hour; lunch break seems to be a saviour, but only if, the brain stop ticking WORK. Eating and working simultaneously is a higher level performing multiple tasks I do.



5:30 pm

After completing the average person's dose of a day's work within eight hours, the part of becoming Hercules starts. Where some starts the next day preparations and completes the assignments, some goes for the less academic endeavours.



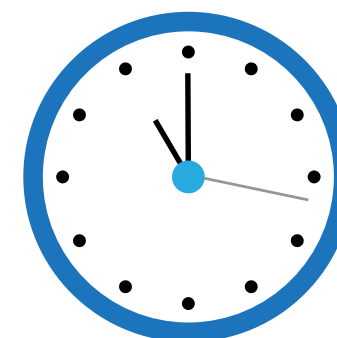
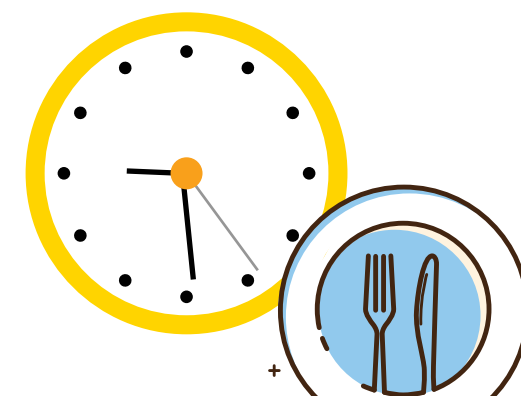
8:00 pm

Eventually, I get real time for me where I charge up myself with fun activities. The Playground, brimming with athletes and gatherings of club members chatting are like literally the Buzz of the campus.



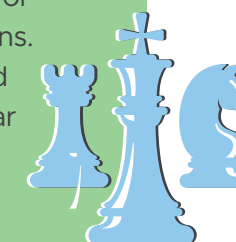
9:30 pm

Finally, it's dinner time! After a long day of study and projects, ready to have delicious food which won't make you miss your home-cooked food.



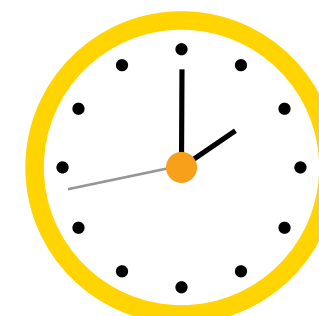
11:00 pm

I need to sit with my group for upcoming chase competitions. The bar has been raised and the hopes are high. Dissimilar to last time we need to win this time. It's now or never.



2:00 am

Past midnight and there's one last task that I need to finish before dawn...Coffee is definitely going to keep me awake for the next couple of hours or so.



4:00 am

A minute of dread is followed by a bouquet of smile as I congratulate myself,, thanking my stars for having survived another day. Turning off my lights, I set my alarm. As I drift off, I look forward to the coming weekend.





STUDENT COMMITTEES



PLACEMENT COMMITTEE

The placement process at IIM Jammu is a student managed activity. The Placement Committee builds a strong network with the industry recruiters to help facilitate maximum opportunities for the students of IIM Jammu. Any student who joins an educational institution for a professional course looks forward to be a dynamic part of a reputed organisation, preferably through campus placements. The committee ensures availability of ample options for summer internship placements and final placements. It also facilitates live projects and corporate competitions to the students to keep them updated on the latest industry trends. The committee is dedicated in its efforts to add value to the institute's reputation as well as to the lives of the students.



CORPORATE COMMUNICATIONS COMMITTEE

The core responsibility of the Corporate Communication Committee (CCC) is to build, maintain and upgrade the brand image of IIM Jammu. It aims to set the IIM Jammu brand stand apart from the other 3rd Generation and new IIMs in the long run. The committee is also a bridge between IIM Jammu and the management education ecosystem- facilitating communication and collaboration of the students with other institutes and corporates.

CCC manages the official pages of IIM Jammu on the most popular social media platforms, viz. Facebook, Twitter, Instagram, LinkedIn, and YouTube, thereby constantly updating all the happenings on the campus on these platforms while also influencing the press and news presence of the institute. CCC also acts as the admission committee to provide necessary assistance to prospective candidates in their admission-related queries, thereby ensuring a smooth onboarding process.

DISHA- PLACEMENT PREPARATION CELL

The development of professional competencies and diversified skills are the cornerstones of any career ladder. The Committee strives to meet this need by organizing pre-placement training/workshops/seminars for students to bridge the gap that currently exists between the Industry standard and current standard of students for recruitment purposes. Adhering to the same, this committee organizes career proliferation programs where the students are taught excellent CV writing skills, effective communication, and active participation in group discussions or mock interviews.



STUDENT COUNCIL

The Student Council at IIM Jammu shoulders the responsibility of promoting students' welfare concerns. It is responsible for maintaining discipline in the campus, optimum usage of the institute's facilities, address concerns of the students, preside over all the clubs and committees functioning and maintain a stable relationship between authorities and students of the institute. It acts as a catalyst to help students to make themselves comfortable in MBA life by assigning mentors to every fresh batch.



INTERNATIONAL RELATIONS COMMITTEE

IIM Jammu aims to provide exposure to global issues through an internationally-inclusive curriculum and faculty/student body. To facilitate the achievement of this goal, IIM Jammu has established an international exchange program for both students and faculty. The objectives of this program are to develop collaborative relationships towards developing academic curricula, exchange of students/ faculty to gain international experiences, organizing events of research dissemination and executive training. The International Relations Office (IRO) undertakes these responsibilities by building international relationships and collaborations. Currently, IIM Jammu has 13 international collaborations with institutes from Europe, UK, USA, Australia and Asia. The IRO also conducts seminars and competitions such as the HULT Prize that allow international participation of the students at IIM Jammu.



INDUSTRY INTERACTION CELL

IIM Jammu, since its inception, has endeavored to foster industry-academia partnership to keep its budding entrepreneurs and managers abreast of the latest industry developments. Imparting knowledge, along with giving the right exposure, has always been a prime motive to the foundation of the institution. Towards achieving this goal, Industry Interaction Cell (IIC) strives to feature industry leaders from all fields and backgrounds, at both national and international levels, who share lessons and insights from their professional journeys.

"The best know-how of the world can be gathered by interacting with people who possess it already, the knowledge that they have gathered over the years during the time they spent in the industry." - the words of one of our esteemed guests goad us on.

Serving the role of a mediator between theory and practice, the committee's initiatives bring together corporate decision-makers, business leaders and researchers to discuss and explore strategies for today's most pressing business challenges with the students. IIC hosts Conclaves - 'HR Conclave' & 'Management Conclave' - and speaker sessions, part of 'Nav Samvaad' series, every year. These sessions attract a diverse and vibrant audience from across the Institute. The goal is to set the right stage for students to gain insights into the ongoing happenings of the industry and how the corporates are dealing with various challenges thrown at them almost daily. The interaction is also an opportunity for the students to capture an idea of what lies ahead on the career path that they might choose in any management discipline once their corporate phase starts.



ENTREPRENEURSHIP DEVELOPMENT CELL

Entrepreneurship Development Cell is committed to provide a platform to showcase entrepreneurial ideas and skills. We keep looking for projects in collaboration with corporates to keep life at IIM Jammu more professional, and brainstorm new ideas to provide innovative solutions. EDC organises various events and simulation games to help and support nurturing IIM Jammu place to develop leaders and entrepreneurs who can perform globally to make a valuable difference in society and the corporate world. The committee also organizes events and talks to give students an opportunity to engage and learn from entrepreneurs and their stories. Our efforts are towards developing the entrepreneurial ecosystem at IIM Jammu and nurturing budding entrepreneurs for the future.





ACADEMIC COMMITTEE

The committee is the voice of students in all academic-related matters. It acts as a mediator between the students and faculty members. The committee provides valuable recommendations to the PGP office regarding the scheduling of various academic activities. It keeps the students aware of upcoming academic activities and associated rules. It also oversees the library facilities and fosters a healthy academic environment.

ALUMNI COMMITTEE

Alumni are the footprints of any institute, and we firmly believe that the status and reputation of a prestigious Institute lies in how the alumni group contributes to their alma mater and society.

The Alumni Committee of IIM Jammu strives to achieve the same and acts as a bridge between our institute and alumni to foster innovation, collaboration and communication. Our means of establishing the connection has been in the form of insightful guest lectures and related workshops.

With the help of our vibrant stakeholders, we are continuously exploring possible ways to strengthen the bond between our present students and alumni network through regular exchanges.



MALHAR- CULTURAL COMMITTEE

With the aim of making the student life more memorable, the cultural committee proactively organizes various festivals, events and social gatherings throughout the academic calendar, thereby maintaining a lively atmosphere at the campus and helping students relax amidst rigorous academics. It offers the students a platform to showcase their talent and an opportunity to learn and grow as well as appreciate the multi-cultural diversity of IIM Jammu.



SPORTS COMMITTEE

The Sports Committee at IIM Jammu is to promote every individual's health, physical well-being as well as physical skills among the students and faculty members. The committee aspires to inculcate qualities such as sportsmanship, team spirit, and bonding. It organizes regular sports events in order to train students for state and national level competitions. We have a Basketball court, a multipurpose badminton court where we often organize badminton and Box cricket tournaments. Along with that there is a volleyball court and another ground which is used for multiple sports such as Football, Handball, and Athletics. All these sports can be played round the clock, as there is proper provision of floodlights all around the courts and ground area.



MESS COMMITTEE



When we live away from home, the main thing which we miss is the home-cooked meal. No one can match the quality of food as one's mom makes. The mess committee of IIM Jammu is dedicated to providing the students with quality meals to lessen the nostalgia of home-cooked meals. The mess committee is a vital committee that makes the hostel life of the students memorable. The mess committee deals with coordinating with vendors, inventory management, shop floor operations, effective communication, and public relations, cost-saving. The skills of the mess committee range from marketing, finance, operations to human resources management.



भारतीय प्रबंध संस्थान जम्मू
Indian Institute of Management Jammu



IT COMMITTEE – ZERO BUG

Zerobug, the IT committee of IIM Jammu, acts as an intermediary between the IT administration and the students requiring any IT-related issues. We ensure reliable and secure IT connectivity throughout the institute and troubleshoot any problems to maintain continuous access to the online resources. By organizing technical seminars on prominent corporate tools hosted by industry experts, we try to abridge any scholarly gap and assure that no single student is handicapped by any IT-associated complication. We are responsible for operating and updating the institute's website, thus, acting as an integral interface for regulating internal activities to the outer world. IT committee provides its services to all the other committees and clubs, thus forming a connected loop while simultaneously maintaining and enforcing the IT protocols. In the wake of the current pandemic, the IT committee has spearheaded the digital transition of offline classes into an online sphere while simultaneously enabling a smooth progression for students and teachers alike.



INFRASTRUCTURE COMMITTEE

Life at a B-school requires prominent facilities and quick response to problems. To overcome these challenges and provide a world-class infrastructure, the committee is in place to coordinate with the competent authorities to constantly improve the infrastructural resources of the institute to the maximum possible extent.

The committee aims to make the campus a second home to the students. Its members work 24*7 in collaboration with the administration to ensure maximum security and discipline within the campus, along with campus cleanliness. The committee also ensures that all issues related to infrastructure are well-taken care of in advance to provide the students a lively atmosphere that not only helps facilitate the learning process but helps them create unforgettable memories.



Indian Institute of Management Jammu.



STUDENT CLUBS

MARKETING CLUB-VIPRAN



VIPRAN, the Marketing Club of IIM Jammu, works endlessly in order to serve IIM Jammu students to participate in activities which enrich students' exposure to marketing in the "real world" and keep them abreast with the latest happenings. Here it is done by means of lectures, quizzes and social media interactions that promote peer learning. To delve deep into this realm of management, latest news and applied concepts are provided in the form of our magazine 'Markopolitan'. In-house competitions and activities provide a platform which serves as a centre for creativity and excellence for all those who have an unwavering passion and love for marketing.

FINANCE CLUB - VITT



ViTT, the finance club of IIM Jammu, is the embodiment of its students' financial acumen. ViTT conducts weekly sessions to facilitate discussion on current and relevant financial topics, which are scheduled to help the students prepare for the placement season and provide them with a practical approach to finance. It serves as a link between the industry and the students while assisting them in traversing different career opportunities and networking extensively within the financial services industry. Apart from these, the club also publishes numerous exclusive articles and investment notes on its social media to boost the audience's financial apprehension and interest in finance.



HR CLUB - PRATIBHA

Pratibha the HR Club of IIM Jammu main objective is to provide all the students exposure to the HR domain beyond the classroom doors. The club serves as a platform for all HR enthusiasts to come forward and exchange their ideas relating to the latest trends of HR, to explore HR knowledge and understand the practices and ethics of Human resource management. The club enlightens the students every week in the form of "HR Bytes" which explains the various HR concepts used in the workplace and "HR Jargons" which decipher the common terms used in the field of HR. A weekly HR quiz is organized which not only educates but also brings in the competitive spirit among the students. In the long run the club plans to conduct an annual HR fest and also invite various alumni who are in the HR domain to share their industry experience with the current students



OPERATIONS CLUB - OPSCAPE

OpScope, the Operations and Supply Chain Club of IIM Jammu, strives to nurture the interests of student community in the operations domain by enhancing knowledge and awareness among them. The club aims to create various learning opportunities by conducting knowledge sharing sessions for the students, simulation games, case study competitions, and certification programs focused on operations and supply chain.



ANALYTICS CLUB - EXANTICS

Exantics, the Analytics Club of IIM Jammu aims to achieve synergies in understanding analytics and its applications in modern business practices through research, discussions, and analysis. We nurture young minds and engage them in discussions to rehabilitate managerial instincts to spearhead ideas for modern management. We work continuously to excel in the field of business analytics and make breakthroughs in achieving an understanding of business intelligence by engaging the sustainable growth of one's intellect and their peers. Exantics conducts events specifically designed to spread awareness about the role played by Data analytics in effective



decision making. The club conducts workshops, discussions, and competitions focused on the application of Data Analysis concepts in business scenarios.

CONSULTING CLUB - CONSULENZA

Consulenza is a student-driven consulting and strategy club of IIM Jammu. The club aims to equip the students with a structured approach to make informed decisions on management consulting careers and provide opportunities to promote the all-round development of the students. It aspires to help students develop an understanding of the profession by bringing avenues of industry interaction, panel discussions, live projects, case competition, and organizing events. It helps the students to take a holistic look at specific problems companies are dealing with and give advice on how they should approach them. The club anchors these efforts by creating forums for aspirants to learn and imbibe skills and best practices from industry experts.



ECONOMICS CLUB - COINAGE

The Economics Club of IIM Jammu aims to provide the eco enthusiast a platform to explore economics beyond the theories. The objective of the club is to make the learning joyful and exciting by providing a platform wherein economists would be able to share their diverse perspectives and ideas that would help students in enhancing their knowledge and developing a practical approach.



DANCE CLUB - GROOVE

Groove, The Dance Club of IIM Jammu provides an opportunity to all the students of IIMJ who are passionate about Dancing. Groove plays an integral role in making the events of IIM Jammu more vibrant by choreographing various team and individual dance performances. The club makes sure to offer a platform to Dance as well as Fitness enthusiasts for whom music acts as a stress buster.

MUSIC CLUB

Every element in the universe resonates with one another to give a Melodic composition, Bandish. Just like that, we, the music club at IIM J captures the melody of the music within the individuals resonating with the versatile sounds in the habitat. With the unfeigned meaning, Bandish aims to give impetus to the musical talent of the campus and to bind together the whole IIMJ cohort in a beautiful string made up of musical composition. The club uses music as a medium to relieve stress, reinvigorate the soul, and get the best of campus musicians to inculcate a habit of celebrating every little thing with a pinch of music. Bandish escorts organized workshops for music enthusiasts while providing them a platform to showcase their skills. The club also organizes recreational meets every once in a while.



LITERARY CLUB - VAKTA

Vakta Club, as the name signifies, is the official literary club of IIM Jammu. It aims to create and sustain a campus culture of various literary oriented activities such as public speaking, debating, impromptu speaking, JAM session, etc. among the students. The club, throughout the year, organizes interactive sessions that exceed the domain of rigorous MBA curriculum and thus open the possibility to put your creative foot forward. Vakta is all about celebrating the spirit of language and indulging in the wonder of using it.



DRISHTI CLUB -

Drishti, a word that is derived from Sanskrit, meaning vision. It is also a Yogi practice believed to help cultivate vision and inner wisdom through the third eye. The photography club of IIM Jammu visions to enhance the skill & passion of students through the modern-age third eye, i.e., Camera.

A photograph is worth a thousand words, and the club plays an integral role in making the events of IIM Jammu successful and

memorable. The club members hold the responsibility to ensure student engagement through various competitions, photo walks, workshops & initiate photography projects in collaboration with other committees to leverage the creativity and knowledge of students.

Each person has a unique perspective, but the aim is the same to capture moments & treasure them for a lifetime; we at Drishti aims to capture the IIM story, which everyone fails to put into words.



CHESS CLUB

Efficient strategizing is an essential quality not just for a b-school student, but for every individual in his life. Playing chess improves the learning, thinking, analytical power and decision-making ability of a person, all of which are excellent qualities to be found in a person, especially an MBA student. With the aim of making the age-old game exciting and creating a community of chess players, we as a chess club have taken our baby steps to fulfil what we aspired to. Multiple competitions that include an international tournament (FIDE Super Binance Cup) have already been conducted and we have received fantastic response from the batch. We are looking forward to conducting more sessions for the upcoming batch and Inter B-School chess events to promote the brand of IIM Jammu among other prestigious management institutions, to improve not only the game but their decision-making skills. The IIM Jammu Community, regardless of skill level, are welcome to join the Chess Club. We welcome you whether you are a skilled player looking to hone your skills and put them to the test in competitions, a player who simply enjoys playing the game and does not wish to compete, or a beginner looking to learn how to play the game.



INITIATIVES BY CLUBS AND COMMITTEES AT IIM JAMMU

IIM Jammu focuses on holistic development of students and gives them practical exposure to managerial skills through student driven campus and facilities. Below mentioned is the list of initiatives taken by various Clubs and Committees at IIM Jammu to nurture students and develop them.

Disha Committee



- Ice breaking sessions
- Casebook/repository
- Guesstimates session preparation
- Aarambh-Campus to corporate
- MBA Gyaan Quiz series
- PGP02 and PGP03 senior's interactive sessions for SIP preparation"

Finance Club



- "Mock Crypto-currency Trading Challenge in Association with Roostoo.
- Session on Bloomberg terminal
- Major Financial incidents Analysis
- Financial News discussions"

Operations Club



- Six Sigma Certification Program by ISCEA
- Interactive Session by Alumni, OpCast Series on Social Media Handles
- Launched CII Certification Programs
- Summer Internship Doubt Clearing Group for Students having internships in Operations and Supply Chain Domain.

Corporate Communication Committee



- Social Media Series - Talented Tuesday, Winners Wednesday, Summer Intern Diaries
- Webinar - Summer School, coordinated entirely by CCC faculty as well as student members"

Pratibha HR Club



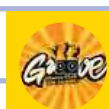
- "Weekly "HR Bytes" which explains the various concepts used in the workplace and "HR Jargons"
- Weekly HR quiz
- Guest lectures by industry experts"

Chess Club - IIMJ



- International Chess tournament - FIDE Super Binance Cup
- Internal Chess tournament- Blitz and Rapid Event"

Groove Dance Club



- Social media series - Hookstep Challenge series, #Danceitaway serie

Coinage | Coin@J



- QUIZ on Kahoot platform - ECOUIZ

Consulenza Consulting Club

- Interactive session – Case Workshop Series
- Guest Lecture – Case discussion"



Malhar: Cultural Committee



- Dive in divertido Lumos: photography competition
- Shaam-e-Malhar
- Shaam-e-Malhar 2.0
- Open mic + Tambola
- Painting Competition

Sports Committee



- Virtual marathon -Fit India Freedom Run
- Fantasy cricket league- Windict
- Olympic quiz 2021- Quizathon 2.0
- Sports quiz 2020- Quizathon
- Chess tournament
- Fitness challenge 2020
- Cricket tournament

Entrepreneurship Development Cell



- Wednesday Shots: Inspirational and informative stories of entrepreneurs
- Startup-Charcha: focus on removing the professional barrier and promotes fun and casual
- Interaction packed with learning for students.
- Platform to empower women Entrepreneurs
- Social media a series"Nari" covering wonderful women's story.
- Working towards Incubation Center

IIMJ Alumni - Student



- Interactive session - First alumni meet (Virtual)
- Interactive session - Alumni Speak series on Topic - Importance of SIP Launched
- AlmaConnect (A platform to engage with our Alumni)"

Mess Committee



- Online event - Chef of IIM Jammu.

IT Committe IIMJ



- Series - "The Digital Shift",



Celebrating 5 Years of Academic Excellence

Indian Institute of Management Jammu completed its five years of journey on 22nd August 2021. It has achieved many milestones along the way, such as setting up the transit campus, while the construction of the 200-acre permanent campus is in full swing. In 2020, IIM Jammu also started its Off-Campus in Srinagar, promoting research and entrepreneurship in Jammu and Kashmir.

Adding to it, IIM Jammu also organized events like HR Conclave, Nari, Management Conclave, Leadership Summit wherein many prominent business leaders, CXO's, Nobel Laureate, imparted industrial insights to the budding future leaders of IIM Jammu. IIM Jammu pioneered the center of happiness to uplift mental health, 'Anandam', inaugurated by Shri Shri Ravi Shankar and Honourable education minister Ramesh Pokhriyal. Anandam aims at facilitating the stakeholders of IIM Jammu to realize and experience joy through a profound manner.

Celebrating
**5 YEARS OF
IIM JAMMU**



Starting in 2016 with 47 students for its flagship Post Graduate Programme, IIM Jammu's final intake for the 2020 academic year stands at 240 students. An exponential increase in terms of Celebrating years of Academic Excellence of numbers and quality. A few of the innovations and firsts credited to the institute over the past five years are as follows:

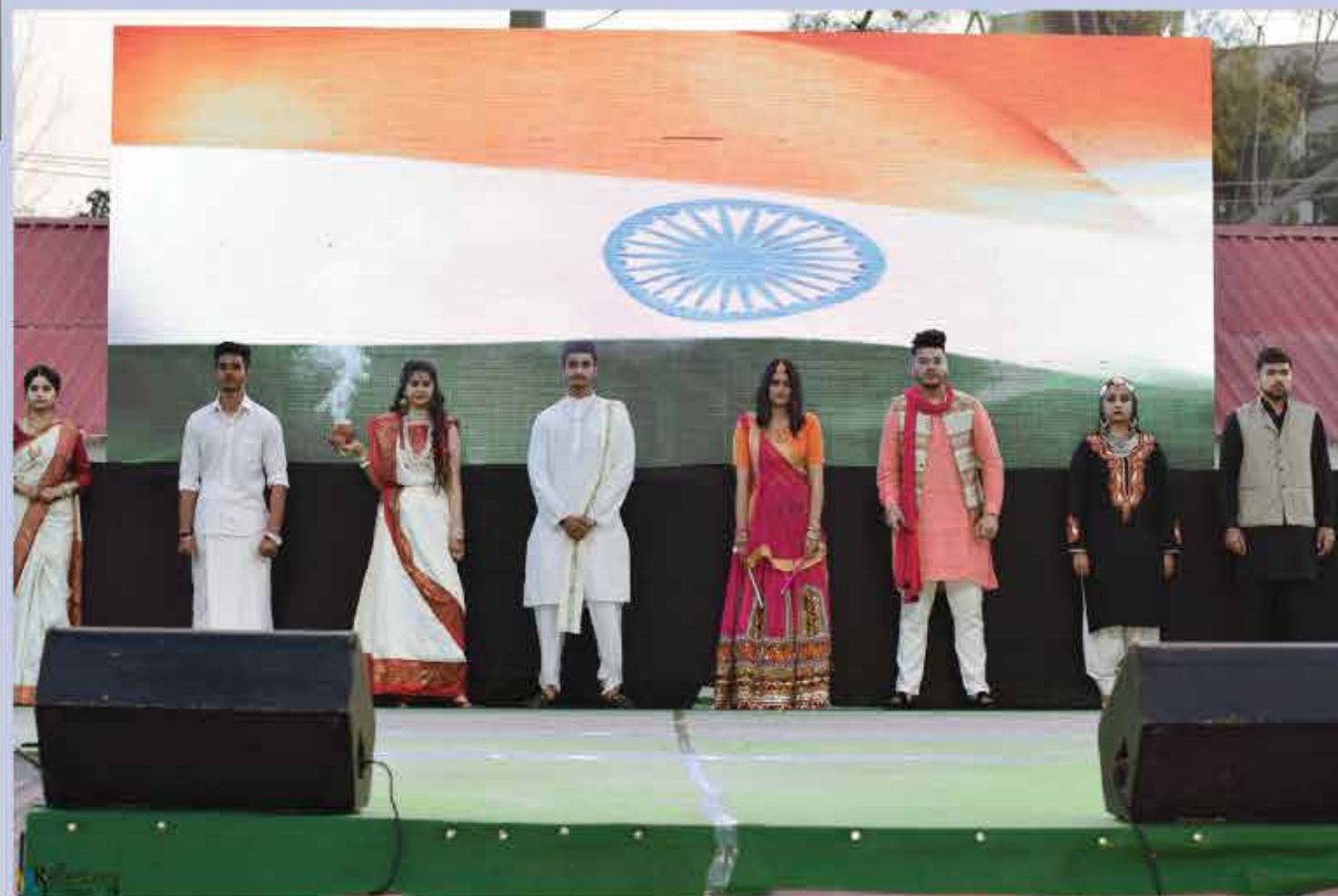
- IIM Jammu has organized various International Research Conferences to nurture the curiosity of students and motivated them to carry out various research in the field of management.
- With more than 35% women in the current batch, IIM Jammu emphasizes on inclusivity and brings a diverse mindset to the table.
- To nurture an entrepreneurial mindset, IIM Jammu has set up an Incubation Centre in Kashmir to boost the morale of local entrepreneurs.
- The institute has collaborated with other institutes of national importance like IIT Jammu, AIIMS Jammu to facilitate students with the knowledge of interdisciplinary courses.
- IIM Jammu proudly holds the alliance with more than 12 International B-Schools to empower the students to get Global Managerial Exposure.
- The institute also launched a 5-year Integrated Management Program along with Executive Management Program for working professionals.
- Students from IIM Jammu have won 18+ National/international competitions under the guidance of faculty members.

The institute has demonstrated exponential growth year on year, both in terms of quality and quantity. The percentage increase in average and median placement package was 38% and 17.6%, respectively.

With the support from faculty, staff, students, Board of Governors and all other stakeholders, we are striving to build further on the strong foundations of IIM Jammu and attain greater heights of excellence.

EMPYREAN

The Empyrean is the flagship annual festival of IIM JAMMU. It is a three-day extravaganza, which is held at the end of January every year. This event strives to appeal to audiences of different socio-cultural and age groups to show their talent on this national platform. Prominent companies across sectors use this platform for their branding. The event starts with management competitions like Opsutra, Infiniti followed by The Theory of steps, the battle of bands and concluded by most awaited EDM night. In its first-ever edition in 2020, more than 1500 participants took part in 11 different events and around 2500 audiences gathered around to mark their presence from 20 different colleges and 10 different cities.





EK BHARAT, SHRESHTHA BHARAT

The land of the gods, diversities, festivals whereby every man and woman from every community, religion and culture celebrates and live together as one i.e., Incredible India gained its Independence after a long struggle with the Britishers on 15th of August, 1947. This day is the symbol of the valiant sacrifice of our freedom fighters and the courage shown by the people of our nation.

To celebrate this freedom, students at IIM Jammu organized an event full of patriotism which showcased the culture and diversity of our motherland. The event started with the Flag hosting session by the Director, Prof. B. S. Sahay followed by the cultural programs performed by the students to showcase their love for the nation and to celebrate the victory of freedom. Students showcased their talent by performing dances on various patriotic songs. Many singers of the batch came forward and lit the hearts of every listener with their soulful voices.



KAAVISH

KAAVISH, a management game festival is an initiative by IIM Jammu to inculcate a culture among MBA students to achieve the pinnacle of success. It is held in the first week of November every year. MBA students from different colleges across India use this platform to showcase their unique managerial skills and innovative idea. In its first-ever edition in 2019, around 500 students from six prestigious colleges participated in eight different management events.



IIM JAMMU FESTIVITIES



AARAMBH

Disha Committee of IIM Jammu organized “AARAMBH”, where all doubts and queries about the MBA life was elucidated upon by our esteemed guest speakers Surabhi Modi (IIM Jammu), Prasun Shekhar (IIM Bangalore), Swapnil Chauhan (IIM Ahmedabad), Simran Verma (IIM Jammu) and Aakash Agarwal (IIM Jammu). An ice-breaking session that set the tone for future business leaders, preparing them for forthcoming events. The main idea of the session was to make “alumni meet potential alumni” and gain upon their insightful learnings from their MBA journey. The panelists talked about life during MBA and the impact of clubs and committees on an aspirant’s education trajectory. The positives of getting multi-cultural experiences, the effect of corporate talks and exposure, having holistic learnings from participation in various B-school competitions, approaches to follow while preparing to contest in competitions, and more. The enthusiasm of the aspirants was evident through their curiosity as the questions did not stop, and Disha had to make a list of compiled questions over mail for the speaker. All the panel members were motivating and gave a taste of the MBA before the actual MBA. Mr. Jabir Ali (Placement chairperson, IIM Jammu) and Mr. Rajni Ranjan Singh (Placement officer, IIM Jammu) graced the event with their presence and motivated the aspirants for their future journey.



Indian Institute of Management Jammu

HR CONCLAVE | 5.0

MAPPING THE UNCHARTED

19th - 20th November 2022



HR Conclave 5.0, the marquee event of the Indian Institute of Management (IIM) Jammu was organized at IIM Jammu from 19th-20th Nov 2022. HR Conclave (HRC) of IIM Jammu serves as a platform for HR Industry experts to share their knowledge about overcoming challenges in today's dynamic world. HRC aims to resonate with IIM Jammu's motto- "सा विद्या या विमुक्तये (It's the knowledge that liberates)" and its vision- "To develop leaders and entrepreneurs who can perform globally to make a valuable difference to the Society and the Corporate World."

The 5th edition of the flagship event has "mapping the uncharted" as its theme and the event feature various esteemed dignitaries from the corporate world. The event had 6 different panels, each discussing different topics revolving around the theme of the event. Mr. Rajesh Uppal, Sr. Executive Director HR & IT, Maruti Suzuki was the Chief Guest and Keynote Speaker on 19th Nov 2022, and Dr. Prem Singh, President, Group HR, JK Organization was the Chief Guest and Keynote speaker on 20th Oct 2022. The inauguration of the flagship event, HR Conclave 5.0 of IIM Jammu was held in the presence of Prof. B.S. Sahay, Director, IIM Jammu, and Prof. Jabir Ali, Dean Academics & Chairperson Placement, IIM Jammu.

Panel 1

The first day of the event featured the first three panels. The topic of discussion of the first panel is - "Malaises of the Matriarch - A working mother's conundrum" presided over by Ms. Pragya Singh, Associate Director, PepsiCo, Ms. Neelam Roy, Associate Director - Talent Acquisition, Zycus, Ms. Namita Vyas, Director - Talent Acquisition, Nike, Mrs. Reetu Raina, VP & Global Head - Talent Management, Amdocs and Ms. Kanika S, Senior HR Business Partner and Talent Lead, Zee Media Corporation Limited.

Panel 2

The second panel of the event will consist of Mr. Arvind Mahajan, Unit Head HR, SMVDNSH, Narayana Super specialty Hospital, Dr. B.K. Santosh Kumar, Chief Executive Officer, illness2wellness, Mrs. Neha Lal, Senior General Manager - HR and Operations, GCS Hospital and Medical College, Ms. Sugandha Jain, Vice President - HR, BeatO and Mr. Pradeep Singh, Senior HR Manager, Cadila Pharmaceuticals Limited.

The second panel discussed on the topic "Plugging the Brain Drain".

Panel 3

This will be followed by the third and the last (for the day) panel's discussion on the topic "1\$ vs. 77 cents: Gender Pay Gap" which will be presided over by Mr. Achint Jain, Head of Early Careers, Asia and Australasia, Willis Towers Watson, Ms. Arfa Merchant, Senior HR Specialist, JP Morgan Chase & Co., Ms. Arushi Wadhwa, Lead - Campus Recruitment and Culture and Talent Advisor, Sprinklr, Mr. Ashish Mahajan, Global Head Talent Partner, MoEngage, Mr. Atul Tiwari, Chief Human Resources Officer, Spice Money, and Mr. Virender Pratap Singh, Senior HR Manager, NTPC.



Panel 5

The Fifth panel will address "R&D in HR- Transformation at Workplace" and the panelists would be Mr. Vishwanadh Raju, Head India Talent Acquisition - People team - Human Resources, Dun & Bradstreet, Mr. Vinay Agrawal, Global Head - Business HR, Tech Mahindra, Ms. Priyanka Jain, Sr. Director- People & Talent, ZestMoney, Mr. Kushal Bhat, Director HR, RazorPay, Mr. Mr. Ashish Bhalla, Head- Campus Relations, HCL Technologies, Mr. Bhavesh Patel, Head Talent Acquisition - MIG, CGI.



The industry Interaction Cell of IIM Jammu was organizing HR Conclave for the students at the institute to gain more corporate insights and can gain knowledge from the best in the industry. The event served as a medium to bring the attention of the corporate world toward the union territory of Jammu and Kashmir and the business prospects in the area.

Panel 4

The second day of the event kicked off with a discussion by the fourth panel on the topic "Psychological safety in workplace: Inculcating DEIB." The panel was presided over by Mr. Sahil Nayar, National Head - Early Careers Recruiting & TA Transformation, KPMG, Mr. Harsh Dave, CEO and Co-founder, ASTRA Labs, Mr. Priya Ranjan Kumar, Vice President- HR, JSW Steel, and Mr. Suvro Raychaudhuri, Director - HR, CGI India.



Panel 6

The last panel of the event consisted of Ms. Mehak Mahajan, CRED Mr. Joshua David M.D, Managing Talent Acquisition- India Campus Hiring, Mphasis, Mr. Rahul Purushothaman, Associate Principal and Head, University Hirings and Engagements, TheMathCompany, Mr. Samsundar Palaparthi, Global Lead - Talent Acquisition, UPL Limited and Mr. Vishal Bansal, Head Talent Acquisition, Lenovo, which will be discussing on the topic "Conflict Resolution: Need of the hour".



LEADERSHIP SUMMIT 3.0

The Leadership Summit is an important marquee event that resonates with the Institute's vision of developing leadership and entrepreneurship. The aim is to bring together visionaries from industry and government to share valuable ideas to support the country's economic growth through industrial transformation.

The Institute has conducted two leadership summits in 2020 and 2021 respectively. The theme for this year was "Leadership Next for Aatmanirbhar Bharat." It focused on promoting entrepreneurship in the country and motivating future leaders to become job creators rather than job seekers.

The event hosted prominent speakers from various walks of life, including Former Lieutenant Governor for Puducherry, Dr. Kiran Bedi, Founder-CEO of OYO Rooms, Mr. Ritesh Agarwal, World's Number One Archer, Ms. Dipika Kumari, among many other esteemed personalities,



WOMEN ENTREPRENEURSHIP EVENT

Entrepreneurship Development Cell, IIM Jammu hosted a Virtual event where ten exceptionally talented women entrepreneurs of Kashmir were invited to share their views, struggles and way forward on promoting women entrepreneurship in Kashmir. The event was also attended by the Director, IIM Jammu Professor B.S Sahay who promised all possible support from IIM Jammu in promoting and encouraging women entrepreneurship in J&K. Prof. Sahay also suggested entrepreneurs from Kashmir to leverage and benefit from the resources and facilities offered by IIM Jammu through its off-campus in Srinagar. The program was moderated by Dr.Muqbil Burhan, Chairperson IIM Jammu, Srinagar Off-campus who interacted with the women entrepreneurs through a question answer session.

The program featured proud business owners from Fashion, Bakery, and Design Industry running some promising ventures like Zaytuna Label by Ms. Samreen, Sunny Smile Bakes by Ms. Mehtab, Hangers the Closet by Ms. Sadia, Rabia Shahnaz by Ms. Naila Shah, Mehak Suhail Architects, Verv the Artelier by Ms. Iqra Khan, and Poash by Ms. Asma Wali. The women entrepreneurs shared their experiences and challenges that they and other entrepreneurs face in Kashmir.

Female Entrepreneurship remains a challenging path, particularly within the maledominated society. The increasing presence of women as entrepreneurs has led to a change in the demographic characteristics of business and economic growth in Kashmir. Women- owned business enterprises play a prominent role in the society by inspiring others and generating more employment opportunities in the Kashmir region.

It was awe-inspiring to hear the stories of these extraordinary women. Despite facing numerous obstacles, they are now successfully running their businesses. A society in which women cannot realise their full potential loses out on the significant potential for innovation, economic growth, and job creation. It has never been easy for women to prove their resilience. But fighting against the odds, these leading ladies have made valuable contributions to women entrepreneurship. With the new era, more and more women entrepreneurs are rising. IIM Jammu is planning to have a similar kind of event for women entrepreneurs in Jammu and is organizing Women Entrepreneurship Summit at its main campus at Jammu and off-campus located in Srinagar. Promoting entrepreneurship in J&K, IIM Jammu is starting business incubators at Jammu and Srinagar to support young entrepreneurs through training, ideation, seed funding, workspace and acceleration.



STUDENT PROFILE



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Aakanksha Shegaonkar

Summer Internship Organization: AGILE CAPITAL SERVICES PVT. LTD.

Role: Marketing and Sales Intern

"The internship at Agile Capital Services (ACS) Pvt. Ltd gave her first-hand experience as to how real businesses work. As a marketing and sales intern who worked with the topmost management, she was not only given the required training about generating revenue for the company, but also on how to create an impact on a company's brand value. She learnt to think out of the box to create an impact - be it generating lead, contacting them or finally converting them. The sales role required her to work on field, understand the buying behavior of the people. Extensive training in B2C sales through cold calls, lead generation, product pitching, negotiation, dealing with rejection etc. led to increased customer churn. She has done commendable work and won a sales competition organized by ACS."



Aakarshak A Kavimane

Summer Internship Organization: Jiyonwall

Role: Sales & Marketing Intern

"Working with JIYONWALL as a sales and marketing intern provided him a great learning experience. The role helped in connecting dots of theory and their practical application, To understand the gaps in demand and supply, He accumulated retailer feedback, performed a consumer survey to determine the consumer's preference, and implemented all these findings in devising various marketing strategies. Also he learned ways to further increase the market share of a brand as it was a start-up. The project assigned was extremely insightful as it helped him study consumer behaviour and got to know a lot about yoga industry. This Internship helped him take his knowledge beyond the four walls of the classroom and understand the ground reality in the marketing domain."



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Aayush Verma

Summer Internship Organization: Bajaj Capital Limited

Role: Product Management

My internship with Bajaj Capital has given me the confidence to set my foot in a natural business environment. The experience that I got has made me think out of the box and taught me how to implement things that I have learned in the classroom. I was working as a sales and marketing intern, and my job involved marketing and leading a team of 14 interns. I worked with my team to increase the company's revenue and identify and explore influencer marketing strategies in the insurance sector. In addition, I did a customer survey and research to understand the perception of customers towards the products of Bajaj Capital.



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Abhay Chaudhary

Summer Internship Organization: Starnet FX

Role: Finance and Marketing.

My Internship with Starnet fx as a Finance and Marketing Intern has given me first-hand experience in attracting client to invest in forex market. The Internship included reaching out to the prospects and following up on them to close the sales. During these eight weeks, I also worked on a forex market project that revolved around the marketing mix and the company's competitive analysis. I also got the opportunity to suggest some lead generation strategies to the company. The Internship has given me practical exposure and allowed me to apply the classroom knowledge to corporate scenarios.



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Abhigyan Pathak

Summer Internship Organization: BenQ

Role: Market Research Intern

Abhigyan always keeps trying to learn new things and has a great want of broadening his skill set. Driven by a strong inclination towards data, he tries to find and explore every possible solution to a problem. He is a quick learner and is someone who believes in himself. He likes to take responsibility and delivers within time. He has a good understanding of teamwork and developmental skills, which has helped him gain exceptional communicative and leadership skills. Also, he is a tech savvy person who is skilled in Python, R, Excel, MySQL, Photoshop, InDesign and Canva. And during his internship at BenQ, he learnt how to implement classroom learnings into the actual corporate setup. He worked in the Sales and Marketing domain, wherein he curated a digital marketing project that required extensive market research and a thorough primary and secondary survey, which generated meaningful insights about the monitor industry. These insights will help the company understand the shift in consumer behaviour post-pandemic.

Abhijeet Ghogare

Summer Internship Organization: Magnik India

Role : Market Research Intern

His internship at Magnik India was an exceptionally educative experience, which not only gave him the insight in sales, but also gave him insights on customer behaviors and valuable experience of working at the grass root level for sales. His internship included two tasks, where in the first task he generated leads and converted them to customers. Customer acquisition through sales made him to think out of the box and relate the classroom learnings with real life situations. In the Second task, he analyzed the marketing efforts of the company and the competitors then suggested new steps to improve brand awareness and customer retention.



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Abhinav Singh Chauhan

Summer Internship Organization: Scry Analytics Inc.

Role: Product Manager

"It's no longer the big beating the small, but the fast beating the slow." is one of the critical learnings Abhinav picked up during his tenure at Scry Analytics Inc. The enriching experience accentuated his technical proficiency and competence; it cultivated his magnetism as a Technical Product Manager on top of his professional experience in the IT domain. He gained profound insight into the importance of knowing the nuances of strategic product management technicalities such as detailed industry research, competitor analysis, user personas curation, sentiment analysis, feature benchmarking exercises and prioritization, and many more. The kind of mentorship he received was commendable; the experience provided him with evidence of learning and technicalities in the IT domain.

Abhishek Kumar

Summer Internship Organization: Propelld

Role: Business development manager

"He is Abhishek Kumar, resident of Allahabad, Uttar Pradesh. He is pursuing MBA from IIM Jammu. He is a ambitious self motivated enthusiastic and energetic person with an appetite to learn. He is a commerce graduate from insurance specialisation. He has also completed a Diploma in Computer Application. He has participated in many competitions like International Mathematics Olympiad, NSTSE, as he is always eager to learn something new. His goal is to become an entrepreneur. He has done his SIP with Propelld where he helped the company to expand their business by collaborating with the educational institutions. Apart from this he has also done two internships with Country Holidays Inn&Suites Pvt. Ltd. And with Finlatics."



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Aditya Vijaywargiya

Summer Internship Organization: Grow Junction

Role: Operations Manager

Aditya believes anything is possible if you have the right mindset and desire to do it. Planning and organizing data so that it makes sense is rewarding to him. During his summer internship with Grow Junction, he worked as an Operations Manager and applied various theoretical knowledge in use helping the company generate revenue, acquire customers, and smooth backend processes. He is an engineer who makes decisions based on facts and figures and a team player who is always ready to learn and adapt. He is currently a proud member of the Entrepreneurship Development cell of IIM Jammu. He is endorsed as a multi-talented person who is a melodious singer, state-level volleyball player, and fitness enthusiast with good academic knowledge.

Mukul Sajjan Agarwal

Summer Internship Organization: Bajaj Capital

Role: Wealthpreneur Intern

"If you have the zeal to perform, learn and improve, you will always shine through." With the never-ending enthusiasm to learn, he interned as a Wealthpreneur Intern at Bajaj Capital. His experience has made him think out of the box and taught him how to implement things he has learned in the classroom. He worked as a Wealthpreneur intern, and his job involved selling and lead-generation of various financial instruments advised by the company. He worked with his team to increase the company's revenue and identify and explore influencer marketing strategies in the insurance sector. Proactiveness, punctuality, and partnership were the pillars of the work culture at Bajaj Capital, and these are some of the qualities he will take forward to the corporate world.



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Ajay Chandra S Rao

Summer Internship Organization: YES SECURITIES

Role: Investment Banking Intern

My Summer Internship with Yes Securities helped me gain sector-specific insights as well as profound learnings in the finance domain. I got the privilege to work directly under the Vice President of the company, who regularly guided and motivated me throughout the internship. I conducted secondary research on the Beverage Sector and the Fast Moving Electronic Sectors; I also had the opportunity of building a financial model and coming up with a valuation for a company. Additionally, I contributed to carrying out screening and data collation exercises to the satisfaction of my mentor. I became more familiar and adept with some financial concepts and their use case through the course of my internship while developing some important soft skills used in the corporate space.

Ajeet Singh

Summer Internship Organization: Bajaj Capital

Role : Wealth management intern

"My internship at Bajaj Capital was a fulfilling experience. It gave me a chance to be a part of ""wealth premier league"" project for one of India's most trusted financial service company. Further, it imbued me with the knowledge of how the health insurance and mutual fund industry works . Working on this project sharpened my research and technical skills. Finally, I learned how to perform well in high-pressure environments, in this case, to meet clients and achieve sales target."



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Akanksha Varun

Summer Internship Organization: Carnival Group

Role: Marketing and Operations Intern

"The internship opportunity I had with the carnival group was a great chance for learning and professional development. I was working as a Marketing and Operations intern, which not only involved promoting the products and handling social media to increase the reach but it also gave me an opportunity to collaborate with the concerned authorities to achieve the objective of the company. The Summer Internship experience is entirely enthralling and sublime for me; Interacting and working under the business head, designing Market Strategies & social media plans, supporting the head of the group in research, and acting as a sales manager are enriching and insightful. There were plenty of opportunities for learning and experiencing new things in the project. Throughout the experience, I gained insight into the dynamics of the corporate world and found it to be highly useful."

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Amit Choudhary

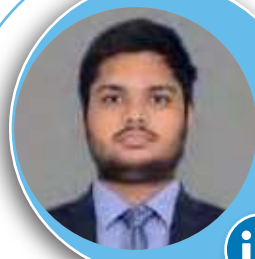
Summer Internship Organization: Plum Benefits Pvt. Ltd

Role: Program Manager(Marketing and Operation)

"Don't just go through life; grow through life" is the mantra of Amit's life, and thus believes that improvement at every stage in life is of utmost importance. His Internship at Plum Benefits Private Ltd has strengthened his understanding of the insurtech industry and has deepened the understanding of the ins and outs of the business. Along with marketing and sales he also worked with revenue operation team as an intern. He worked on projects such as rollover tracker analysis and corporate partnership marketing campaign. Overall, the experience has widened his understanding of the business and approach towards any problem statement."



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Amit Yadav

Summer Internship Organization: AMUL

Role: Marketing and Sales

Coming from a military background, Amit is a disciplined, diligent, punctual, and optimistic person. Having a commerce background and summer internship experience in marketing, he intends to achieve something in the same field. His Internship with Amul gave him exposure to the intricacies of FMCG sector. To understand the Honey market in Jodhpur, he accumulated retailer feedback, performed a consumer survey, interviewed Amul Distributors to determine the consumer's preference, and implemented all these findings in strategizing the launch of Amul honey in Jodhpur.

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Anant Ojha

Summer Internship Organization: BenQ India

Role: E-commerce marketing

The phrase, "Go-getter" aptly describes the approach of Anant towards dedication and hard work. He has done internship with BenQ India Company that has helped him experience how e-commerce marketing work in real world. It has helped me improve my leadership abilities and become a better human being. He experienced a true sense of shared learning when he got an opportunity to pass on his learnings to other teammates and help them in their journey with BenQ India. He proved his mettle at various stages of life whether it be graduating from a prestigious college, consistent academic performance, and actively working for the IIM Jammu community. He is an excellent team player and a good leader shown by conducting an intercity quiz competition or his stint as the placement coordinator in the undergrad institute. He has a keen interest in Geo-Politics and likes to catch up on the latest updates on football.



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Anirudh Kaushik

Summer Internship Organization: V-Guard Industries Limited

Role: Brand Communications Intern

Anirudh's internship experience with V-Guard Industries Ltd. as a Brand Communications intern was an enriching and engaging experience. He got an informative understanding of the Indian FMCD industry and competitor communication/positioning in various home appliances segments. The assigned tasks of providing market expansion insights and channel utilisation recommendations provided him with an in-depth qualitative contrast of the strategic landscape various brands operate in. This enabled him to appreciate both- the brand image and narrative in the front-end, and the research that fuels the back-end in identifying gaps and consumer segments. His regular interactions with his mentors facilitated an environment of learning through exploration and imparted him an in-depth understanding of the company's portfolio and competitive strategy.

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Anjali Kakkar

Summer Internship Organization: Dukes India

Role: Marketing Intern

Investing in yourself' is Anjali's truism. Anjali is currently doing her MBA from Indian Institute of Management Jammu. There she is working as a committee member of Industry Interaction Cell. She is a highly focused, punctual, and an organized person with excellent interpersonal skills. She also loves working in challenging situations and looks forward to learning new things and implementing them. Having an interest in Marketing, she is did her Summer Internship in Dukes India. She had an enriching intership experience with Dukes Pvt. Ltd. It allowed her to grasp a deeper understanding of the FMCG sector. Anjali's role for the internship in marketing was to understand the digital presence of Dukes and all its competitors. Further, She had to provide insights to improve the digital presence of the brand. It allowed her to understand how brands increase their presence in the market and how crucial it was for brand success.



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Anjali Panjwani

Summer Internship Organization: Grow Junction

Role: HR Intern

The internship at GrowJunction exposed Anjali to various nuances of the HR field and a significant amount of learning. She got an opportunity to work on so many exciting projects like the Campus influencer Onboarding Program for GrowJunction, Performing HR Branding, Team management and lastly, Hiring for the Business Development role. Anjali internship at Grow Junction provided her an enriching and holistic experience. It enabled her to align learned academia in the context of day-to-day working and scheduling of an blooming industry ed-tech startup. She learnt to manage stakeholder communication across multiple lines of business operations as team lead and designed and developed strong relationship with them. During the later stages she got an opportunity to be the face of the organization by hosting the professionals for podcasts. She also gained profound insight into the importance of knowing the nuances of your product by indulging in sales, which subsequently helped her garner an immeasurable product immersion and self-confidence.



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Ankita Sitaria

Summer Internship Organization: XCEPT MEDIA PVT. LTD.

Role: Digital Marketing Intern

"Take your passion and make it happen" – this quote by Irene Cara sums up her summer internship experience at Xcept Media Pvt. Ltd. The best thing about working with a startup company is that you get to learn a lot. She got the opportunity to dive deeply into the world of digital and social media marketing, implementing all that she had learned in the classroom. During the internship tenure, she gained practical exposure to various kinds of marketing, namely affiliate marketing, influencer marketing, content marketing, and so on. She also got a chance to get hands-on on multiple projects entailing market research, strategy formulation, human resource management, digital marketing, brand building, customer acquisition, and reputation management.



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Ankush Kumar Patra

Summer Internship Organization: PLUM HQ

Role: Program Manager

Doing an internship in an Insure-tech start-up was a wholesome and enriching experience for him. He had the chance to work on several projects. The first task was to help the outbound marketing director create an email campaign for business partnerships. The second project focuses on determining and optimizing various departments' SaaS, PaaS, IaaS, and cloud expenses. Building the Insurance Q&A for the growth team was his third project. He had the opportunity to communicate with multiple organizational stakeholders throughout this internship. Additionally, this internship exposed him to the dynamic corporate world, which will help him confidently join the workplace.

Anurag Jain

Summer Internship Organization: Bajaj Capital

Role : Wealthpreneur Associate

Benjamin Franklin quoted, "An investment in knowledge pays the best interest." Making this a life motto, Anurag Jain has always been a finance enthusiast. While interning at Bajaj Capital, Anurag was responsible for researching and recommending the best investment strategies for clients' wealth creation. This gave him hands-on experience in investment advisory and understanding the client's investment perspective. With a keen interest in the stock market, he aspires to build his career in investment banking.



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Anushka Paliwal

Summer Internship Organization: Skarn Robotics Pvt. Ltd.

Role: Marketing Intern

"My experience with Skarn Robotics has given me an enriching experience of how sales and marketing actually works in B2B industry. From creating cohesive marketing campaigns for brand awareness to conducting market analysis in order to assist the company about various challenges and growth opportunities, my knowledge about sales and marketing got diversified. My past experience and knowledge of business development helped me get an edge in the company and hence gave me a chance to lead a team of 7 interns where we created various digital media campaigns. The company also exposed me to various verticals of social media marketing and Google analytics. Overall, this internship helped me explore new horizons in the corporate world and I look forward to such great learning experiences in future."

Anushka Srivastava

Summer Internship Organization: Savills India

Role: Intern, Industrial & Logistics

"A believer in 'Whatever happens, happens for good,' Anushka likes to take life as it comes. She is diligent, meticulous, and does tasks with utmost conviction. During her summers, she interned at Savills India in the Industrial and Logistics real estate asset class and was aligned in the verticals of transactions, investments and business development. She was apprised with the domains of supply and demand, project management and financial feasibility. Anushka was also one of the National Finalists in VGuard's Business Plan Competition 2021. Having a fair amount of expertise in content writing, she is currently serving as the senior member of the Corporate Communications Committee of IIM Jammu. She aspires to solve business challenges with her acumen and pragmatism."



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Anwesha Datta

Summer Internship Organization: VISTEON CORPORATION

Role: TA Operations Associate

Having a pre-MBA work experience as a data analyst was indispensable in complementing the role of a TA Operations Intern Anwesha served at Visteon Corporation during my SIP. It provided her an excellent opportunity to gain global experience in critical programs, people management, research, and strategy while assisting the Global TA Operations Lead. She drove process updates in internal tools, made process flows and maps, tracked requisitions, and reported hiring statistics using dashboards. Simultaneously she also interned at HCL Technologies as a Business Analyst. She closely assisted senior product managers in preparing a functional requirement document for 5G wireless technology and technical story cards with wireframes for Payment Gateway solutions using analysis of user persona and competitors' products.

Arjun Dev

Summer Internship Organization: Bajaj Capital

Role: Wealthpreneur Associate

"Every challenge opens the door to a new opportunity. This defines his internship at Bajaj Capital. Working in one of the biggest insurance companies provided him with an enriched learning experience about the ins and outs of corporate life. As an intern he had to assist the channel manager in various stages of the sales funnel, including creating brand awareness, generating leads, and retaining customers. Along with gaining insights into various aspects of market research, this internship helped him in acquiring knowledge about the factors that affect the branding and its impact in the market. The opportunity and work culture at Bajaj Capital enabled him to grow as a professional as well as an individual."



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Arjun Sheka

Summer Internship Organization: Upscale

Role: Digital Marketing

Having work experience in the manufacturing field before joining his MBA, Arjun has been building on his operations background through Six Sigma and Supply Chain Management certifications. Thanks to internships for Digital Marketing roles in Upscale and a cryptocurrency startup, Arjun has widened his practical knowledge in the marketing field as well and is working towards bagging a consultancy role, where he can leverage knowledge from both domains effectively towards dealing with problems that organizations face daily.

Arnav Singhal

Summer Internship Organization: Bajaj Capital

Role: Finance and marketing intern

His internship at Bajaj Capital was valuable learning as it provided me with the opportunity to experience not just one but two domains, making the experience holistic and enlightening. As an intern, He assisted in the sales and marketing of the company's product and hence learned how to network appropriately, which paved the way for him to create a network of people in his life, which is essential both during and after his MBA. For finance, He Developed Financial portfolios & suggested solutions to prospects based on their requirements & financial goals. He also gained rich learning in Wealth management avenues of Mutual funds, Life insurance, General insurance & overall 360° Financial planning, as imparted by the company. His internship was a success because He stayed current with industry news and took the initiative intending to make a difference.



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Aryan Goyal

Summer Internship Organization: THE PERFECTIONIST

Role: Investment Social Media Intern

Encompassing the insights gained from exposure to various functionalities such as branding, advertising, and marketing, as well as learning how businesses are now utilizing the digital space, the summer internship experience at The Perfectionist has helped Aryan become better equipped with understanding how companies identify and attempt to mitigate challenges with well-planned implementation of brand value proposition, benchmarking and communication strategy elements. Given the opportunity to independently create brand communications and content strategy, he was able to utilize his critical thinking, creativity skills, and enthusiasm to explore and provide recommendations pertaining to social media and brand launch campaigns.

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Ashiwani Kumar

Summer Internship Organization: PLUM BENEFITS PRIVATE LIMITED

Role : Community Marketing Intern

"Develop a passion for learning, if you do, you will never cease to grow" -this quote by Anthony J. D'Angelo sums up my summer internship experience at Plum Benefits Private Limited. During my two months of internship at Plum, I was assigned to work on establishing the company's presence in multiple HR & Founder communities through social media and contacted them to understand their consumption behaviour in order to learn how to target such segments effectively. I connected with law firms and digital marketing agencies to understand prospective targeting opportunities Plum can aim to engage in profitable relations with founders of MSMEs. The organization was open for all my suggestions and looked for ways to implement them. of marketing including digital marketing, product and brand management strategies and advertisement. Overall, my internship provided me with ample learning opportunities and enriched me with the learnings of the corporate world.



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Atishay Jain

Summer Internship Organization: ANS Commerce by Flipkart

Role: Business Intern

Working with ANS Commerce gave him a wholesome experience in digital marketing. He also developed a good network with all the brands associated with ANS Commerce to strengthen relationships. Being a Business Intern, He was working as bridge between clients and the organization. The key learning of his internship came from formulation strategies for digital marketing and implementation of marketing campaigns. He got the detailed understanding and hands-on experience of all the tools which are widely used in E-commerce Industry which included Google Analytics, Google Ads, Meta Ads, Shopify, Excel, Captive etc. During the whole internship, He was very confident and adaptable. It was an experience that has given him the confidence to set foot in the real business environment.



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Atul Kumar

Summer Internship Organization: BDO India LLP

Role: IT Audit/ Governance, Risk & Compliances (GRC) Intern.

Working with BDO India LLP as an IT Audit/ Governance, Risk & Compliances (GRC) Intern provided Atul with a great learning experience. This role helped in connecting the dots of the theory of MIS and its practical application in a corporate setup. He worked on ITGC, SAP controls testings, Information security policies drafting under ISO 27001:2013, impact assessment matrix, etc. The output that he delivered was the audit report with gap analysis and suggested remedial measures. The project assigned was extremely insightful and the findings from the audit helped him to deliver the mitigation plan aimed at de-risking any potential failures in the IT system of the client's organisation.



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Atul Kumar

Summer Internship Organization: MAGNIK INDIA

Role: Marketing Intern

"You'll always shine through if you have the enthusiasm to perform, learn, and develop." - With this belief in mind, Atul worked as a marketing intern at Magnik India. Since he's constantly eager to learn new things, his Summer Internship helped him acquire profound professional and educational experience. He had the good fortune to begin working directly with the company's head of marketing, who consistently mentored and inspired him throughout the internship. He had the core sales responsibility, where he thought creatively and learned the intricacies of appraising private companies and clients. Even with almost no data available from the company's end, Atul had done commendable work and impressed his mentor with it.

Ayushi Bhalla

Summer Internship Organization: Jiyonwall

Role: Marketing and sales intern

"Working at Jiyonwall as a Marketing and sales intern was a wholesome learning experience. She worked on three projects that helped her get a clear idea of sales and marketing, and strategy building. She did market research about the fitness industry and its boost after Covid. This internship helped her gain practical experience. She gained knowledge by working on diversified tasks. It was a great learning experience and crucial part of her career."



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B Animisha Rao

Summer Internship Organization: IKEA

Role: Market Research

While working as an intern at IKEA and as an employee at Deloitte, she got practical exposure to the business operating of retail and service sectors and the diverse skillsets that these sectors demanded. The internship has allowed her to apply textbook learnings to assess the market growth and map the customer touchpoints and satisfaction journey. She could find specific gaps in the selling process and has made a few recommendations to enhance the B2B Sales based on the historical sales data. Working in Deloitte helped her witness agile project management and its know-how in a corporate setup. Overall, it was a fantastic learning experience with the firms she would always carry in her future endeavours.



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Bharat Manglani

Summer Internship Organization: V-Guard

Role: GTM & Category Strategy

My internship experience with V-Guard Industries as a marketing strategy intern working on category strategy and developing research synthesis tools has been great learning on an industry level. I got a whole new perspective and in-depth exposure to the FMCD Industry. It has given me the opportunity to apply my classroom learnings in practical scenarios. During my internship with V-guard, I gained a new sense of professionalism and a clearer view of what it meant to be in the professional world. It made me aware of what all goes into before launching a product in the market. Moreover, regular interaction and guidance from the experienced top management team helped me broaden my horizon and understand different ways to approach and solve a business problem. It has not only allowed me to grow personally but also helped me gain new skills in the market research area.



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Bhavika Agrawal

Summer Internship Organization: VEDANTA LIMITED

Role: Management Trainee- HR

Vedanta Ltd. strongly believes in building strength through PEOPLE. Working with them as a management trainee will always remain the stepping-stone to Bhavika's career. She worked on 6 projects that gave her exposure to various functions of HRM. She was involved in benchmarking Rewards and Recognition Practices for employees. Moreover, she devised a framework for Leadership Development that will help an organization in creating future leaders. She analyzed compensation data and provided recommendations for the outliers. JD & KSA Mapping, Transgender Inclusion at the workplace, and IDP creation are other areas of my work. This milestone opportunity was a wholesome learning experience and helped in gaining real-time exposure to the corporate world.

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Bhumika Tarachandani

Summer Internship Organization: We360.ai

Role : Product Management

Her on-location internship experience with We360.ai, a SaaS based B2B start-up has helped her gain exposure to working in actual office environment and made her well-equipped to deal with real business complications. During her internship she collaborated with CEO and product development head for improvisations and innovations in the software being offered by the company. Having worked with the leadership, this internship gave her a panoramic view of how product management is done at a software-based company – from competitor's analysis and data research to demand generation, then strategizing for optimization of product, and finally to pitching her strategies. Overall, it was an enriching and wholesome experience which allowed her to explore the domain of product management and apply the learnings gained in the classroom to the real-life corporate scenarios.



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Bibhu Prasad Mallick

Summer Internship Organization: Dukes India

Role: Marketing Intern

Working as a marketing and operations intern gave Priyanka an opportunity to get an exposure to client negotiation and to get involved in effective marketing strategies. Her internship with Carnival Group has helped her explore unlearned things and broaden her perspective and learnings. The opportunities that she got as an intern at the company has helped to hone her skills. The experience here made her more conscientious, hard working and a person with high learnability.

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Bojji Sudha Priyanka

Summer Internship Organization: Periyar Dairy Farm LLP (Carnival Group)

Role: Marketing & Operations Intern

Working as a marketing and operations intern gave Priyanka an opportunity to get an exposure to client negotiation and to get involved in effective marketing strategies. Her internship with Carnival Group has helped her explore unlearned things and broaden her perspective and learnings. The opportunities that she got as an intern at the company has helped to hone her skills. The experience here made her more conscientious, hard working and a person with high learnability.



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Ajay Chakre

Summer Internship Organization: JIYONWALL

Role: Sales and Marketing Intern

"His internship in Jiyonwall as a Sales and Marketing intern was full of challenges. From generating leads to selling the product he learned a lot of skills. He got privilege to work with top management and professionals from the industry to learn the convincing skills. He learned about how to perform market research and was able to generate potential B2B leads for Jiyonwall. He worked in a team and created several social media marketing campaigns which increased the customer engagement and reach of the company on social media. Also, he was awarded the letter of appreciation for being the best performer"

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Niranjan Chaudhary

Summer Internship Organization: SURETI IMF

Role: Sales and Marketing Intern

Niranjan's summer internship at SURETI IMF gave him insights of how corporate world works. It taught him that there is no alternative to hard work. In order to grow one must be agile to ensure an equivalent pace with the changing requirements. During the Internship at SURETI IMF he worked as a sales and marketing intern where he learned about the working of insurance companies. This internship taught him new skills in sales pitching and consumer research which he previously did not have. He did secondary research to explore digital marketing and marketing outreach activities of insurance selling firms. He did a short survey to know the buying behavior of consumers towards the insurance plan of a company.



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Chebarthi Lahari

Summer Internship Organization: BOSCH

Role: CHANGE MANAGEMENT - PROJECT MANAGEMENT INTERN

"This internship at Bosch is a small stepping stone to her dream field. She always aspired to work as a Project Manager. She looked after projects scheduling, studying timelines and resolving operational issues. Working at Bosch, gave her a holistic view of Automobile sector. The organization was open for all her suggestions and looked for ways to implement them. The learning experience was excellent and she was strongly pulled by their core values and dedication of employees to deliver the best."

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Shivanjali Chouthmal

Summer Internship Organization: Dukes India

Role: Digital Marketing

"Shivanjali believes that hard work pays off and involves herself in learning new skills. She is a highly motivated and energetic person. Her internship experience exposed her to the many processes and procedures used in the FMCG industry and familiarized her with how to put the ideas she had studied in the classroom into practice. The work she did during her internship gave her a better understanding of how the business develops its ATL and BTL marketing strategies, maintains its digital presence across many platforms, and concurrently affects clients through brand awareness initiatives. Duke's portrays itself as a brand that is focused on the needs of its customers and strives for excellence in this area."



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Debabrat Lahon

Summer Internship Organization: ANTIQUE STOCK BROKING

Role: Equity Research Intern

Every challenge opens the door to a new opportunity; this defines the internship at Antique Stock Broking. As an Equity Research Intern, he conducted Market Research on consumer behavior and certain industrial sectors to develop meaningful insights that help the company analyze the shift in consumer behavior pre and post pandemic and the presence and strength of branded and unbranded products. This allowed him to gain knowledge of certain aspects of consumer behavior and elements of marketing. He realized how vital primary ground data was for an organisation and how this impacts a firm's decision.

Deshpande Girish Santosh

Summer Internship Organization: CLEAR EXAM

Role: Project Management Intern

Girish believes in the quote "All our dreams can come true if we have the courage to pursue them". He is committed to achieve employer's objectives. He has been a part of Mess Committee. Girish has prior summer internship experience at Clear Exam as Project Manager. His internship at Clear Exam was a small step towards his dream field. He always aspired to work for the FMCG company. He looked after project scheduling, studying timelines and resolving operational issues. Working at Clear Exam, gave him a holistic view of Education sector. The organisation was open for all his suggestions and looked for ways to implement them. The learning experience was excellent and he was strongly pulled by their core values.



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Devansh Verma

Summer Internship Organization: Magnik India

Role: Sales and marketing

He is an ambitious individual who agrees to take the responsibilities head-on and delivers efficiently. During his summer internship with Magnik India, he worked as a sales and marketing intern, which provided him with the opportunity to analyze the shifts occurring in the digital publishing industry in India. The tasks delegated included selling and promoting the products of the company thus improving consumer reach, using customer engagement techniques, optimizing pitch delivery for various customer segments, and providing feedback to improve the product offerings by the company. The summer internship experience gave him a subtle glimpse of corporate life and proved to be an enriching experience.



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Devyani Patel

Summer Internship Organization: Vedanta Resources limited

Role: HR Intern

"Devyani is an energetic, enthusiastic and a keen learner. She believes in doing quality work meeting the deadlines. She says the best way to learn is by asking questions. The goal of her life is to cultivate best of practices and to keep upskilling and reskilling. Her Summer internship experience at Vedanta Resources limited was full of opportunities and on field exposure of a mining and manufacturing industry. Her interaction with the head of departments, staff, and the workers has broadened her horizon of how an organisation functions, their take on ideas and strategies. This internship has inculcated within her the confidence, interpersonal skills and pulled her out of the comfort zone when faced with challenges."



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Aditya Dhobale

Summer Internship Organization: PROPELLD

Role: Business Development Intern

Internship at Propelld allowed him to explore the world of Fintech and learn about the lending business landscape in India. His role was to develop business and increase the company's reach in unexplored territory. He was responsible for closely working with management-level personnel of educational institutes to help grow Propelld in the red ocean of the Fintech industry. Working with the regional head, he connected with 40+ institutes. The experience of interacting with prospective institution partners taught him how to understand non-verbal communication and effectively explain the multiple education financing products in ways that will develop interest, which was different for each one.



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Dhruv Raj Singh

Summer Internship Organization: BOLT

Role: Market Research and Business Development

Dhruv's two-month internship at Bolt was a wholesome and enriching experience for him, as he got an opportunity to work closely with the leaders at the startup. He executed a market research and business development project around the EV charging infrastructure industry in India, spearheaded a project on creating GTM methods for companies' new line of products, and did a dealership model benchmarking of the organization's competitors. His on-location internship experience with BOLT helped him gain necessary exposure to working in an actual office environment and made him well-equipped to deal with real business complications.



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Dibakar Gogoi

Summer Internship Organization: Bachfun Pvt. Limited

Role: Marketing and Sales intern

His internship in FMCG company Batchfun Pvt. Limited was to promote the products in the stores in Bangalore. He worked with the team and was able to bring up more sales of the products in various stores located in different locations. He analyzed the process of sales in hypermarkets and how salespeople play an essential role not only in making the sale but how they build relationships. During the internship, he realized that most FMCG sales still happen in the traditional trade method.



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Divyansh

Summer Internship Organization: Jiyonwall

Role: Sales and Marketing Intern

Divyansh stands out for his quick learning, adaptability, and time management skills. During his internship at Jiyonwall, he generated leads using Sales Funnel Strategy and STP marketing model and converted them to increase the company's revenue. He also conducted Market research to identify opportunities for collaboration for the company, suggested promotional strategies, and increased the company's visibility through Social Media Marketing. He did a Market Research live project at Pernod Ricard, where he analyzed the Alcohol-Beverage industry and conducted primary research at On & Off trade accounts to assess consumer awareness. He developed a Growth driven marketing plan for 100 Pipers and recommended initiatives to increase brand awareness & loyalty. He is an active Sportsman and is passionate about sustainability.

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Divyanshu Jain

Summer Internship Organization: Periyar Dairy Farm

Role: Marketing & Operation Intern

His internship with Periyar Dairy Farm, a subsidiary of multinational conglomerate Carnival Group gave him corporate exposure and opportunity to apply the knowledge in the real world. His role as a marketing & operations intern initially offered him extensive research on Incense sticks, suggestions, its pricing structure and strategies. He got knowledge of operational activities at Gaushala, learnt about Ghee making process, its pricing and sales. His live projects with Play My Opinion gave him immense learning and practical exposure about STP analysis, AIDA model, personality, user journey mapping etc. He conducted In-depth Personal Interviews and interpreted the market research data. He is an ambitious young fresher ready to enter the corporate world with the mantra learn, unlearn and relearn.



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Edwin Paulose

Summer Internship Organization: FLORENCE CAPITAL

Role: Management Credit Analyst and Finance Intern

"Success is not final; failure is not fatal: it is the courage to continue that counts" (Winston Churchill) are the lessons Edwin has learned over the years. His internship at the Florence capital gave him immense opportunities to apply his theoretical knowledge to practice. He was assigned to analyze factors leading to NPA's of the firm and provide suggestions based on his analysis to make changes in the firm's credit policy. He is self-motivated, ambitious, and strongly believes in the "never give up" attitude. He is always open to learning, whether in the classroom or in life. He is currently a Senior Alumni coordinator at IIM Jammu. He has deep passion for basketball and want to experience different cultures.

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Ekansh Chauhan

Summer Internship Organization: Mahanadi Coalfields Limited (A subsidiary of Coal India Limited)

Role: Finance Intern

"Ekansh is a seeker for challenges and new learnings. A resilient and tenacious individual who believes in positive thinking and working relentlessly towards making progress, he likes to explore things holistically. He interned at Mahanadi Coalfields Ltd. (a subsidiary of Coal India Ltd.) as a finance intern during the summers and worked in the sections of cost and budget, taxation, investments and corporate accounts. He assisted in the areas of portfolio analysis, portfolio diversification and asset management. Prior to MBA, he worked at Infosys as a System Engineer and honed his analytical and problem solving abilities. In the future, he aspires to become a finance professional by employing his knowledge and skills."



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Falguni Kishor Babhare

Summer Internship Organization: Play My Opinion

Role: Marketing Intern

Her internship experience with Play My Opinion as a marketing intern working on category strategy and developing research synthesis tools has been great learning on an industry level. She got a whole new perspective and in-depth exposure to the social media Industry. Working on this project has helped her understand the front end of strategy making in the business and the back end of the research which goes on in the process. Moreover, regular interaction and guidance from the experienced top management team helped her broaden her horizons and understand different ways to approach and design a business plan.

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Gagan Kumar Bharti

Summer Internship Organization: OSR Trust

Role: Care Counsellor

My summer internship at OSR Trust as a care counsellor provided me an enriching learning experience. Being a fresher, it was expected to turn out to be my first hands-on experience in a corporate environment. As a marketing intern, I was exposed to different areas of marketing. The experience that I got has made me think out of the box and taught me how to implement things that I have learned in the classroom. I did a customer survey and research to understand the perception of customers towards the service of OSR Trust. In addition, I was managing social media pages of the organisation.



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Garima Sharma

Summer Internship Organization: ARCELORMITTAL NIPPON STEEL INDIA

Role: HR Intern

Garima's internship experience at ArcelorMittal Nippon Steel India, an organization committed to its people, was an enriching journey both in terms of managing people and being one of them. The project she worked on allowed her to blend with a captivating team and comprehend various technical and interpersonal skills. She worked with the Learning & Development team to increase the penetration of e-learning at AM/NS India through the online campus - ArcelorMittal University Portal. Garima was also a member of the core organizing team of a grand 'Learning Week(s) 2022' event, and these two months of corporate exposure have offered her a lot to learn, treasure and reflect on.

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Gaurav

Summer Internship Organization: Xcept Media Pvt. Ltd.

Role: Marketing Intern

Gaurav worked in Xcept Media Pvt. Ltd. As a Marketing Intern. Where he began his internship in the marketing and content writing team. Founded in 2017 Xcept Media Private Limited is a 360 Degree Marketing Company dealing across BFSI, Automobile, Education and Gaming. Gaurav not only worked hard with the team but had made work fun and productive. Some of the best memories are created when the team share meals together, attend meetings, call prospects, as well as laugh at each other's mistakes and quirks. His internship has been full of fun with having learning opportunities every single day. Over the past week's meeting many amazing individuals and have learned about the nuances of sales. These two factors have been the highlights of his summer internship. Everyone at Xcept Media were extremely helpful and supportive regarding any confusions he had and have always helped him whenever he needed their support throughout his internship, especially the Marketing Team. He learned how to work with a team in a corporate environment, and the lessons learnt shall benefit him tremendously in the future, both in college and professionally.



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Taniya Gidwani

Summer Internship Organization: The Leading Solutions (TLS)

Role: Finance and Marketing Intern

An avid learner, inquisitive and resourceful are the qualities which define Taniya. She always embraces new challenges and thrives through them. She believes in self-motivation which allows her to push her limits. She has a keen interest in the subjects of Finance and Marketing. According to her, Financial Management takes care of the analytical side of Marketing and Marketing takes care of the sales and growth of the business. Her aim is to learn new skills and add some value to the society. Having represented her institute at National level Stock Market Quiz to being a part of the Mess committee at her Institute, has given her immense exposure to work in intense situations. Her exposure has given her the strengths of Responsibility and Reliability. Apart from this she is an excellent team player and a sports enthusiast.



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Gudapati Easter Babu

Summer Internship Organization: BenQ India

Role: Product Management

"Being a fresher, it was my first corporate experience and it will not get much better. I worked as a product management intern for their Design and Photography Monitors. The assigned project gave a good exposure about the real world expectations and helped me to get the useful insights. I got the opportunity to do the market research, interpret and gave the ideas to develop a separate channel for their monitors. The experience at BenQ helped me to understand what corporate holds and the skills required and expected from the management students."



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Gunjan

Summer Internship Organization: AMUL (GCMMF)

Role: Sales and Marketing Intern

It was an extraordinary experience being associated with a name that brought together milk farmers and created a revolution that made India self-sufficient in the milk and associated sectors. I worked as a Marketing Research intern who was tasked to develop a quick penetration strategy for the bakery division of AMUL. With the help of primary research on Retailers, Distributors, and Consumers, and analyzing of their product pricing, packaging, placement, distribution channel, supply chain, promotion strategy, and sales channel, I discovered the shortcomings of their value chain. Using these insights, I devised a GTM strategy for their butter and chocolate cookies which included promoting their products using pamphlets at "Point of Purchase" and solving the problems of Retailers.



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Gunjan Nim

Summer Internship Organization: Aayu (Medcords Healthcare Solutions Pvt. Ltd.)

Role: Brand Partnership Intern

Working with Medcords was indeed an awesome experience to Gunjan. She was too much involved and eager to enhance the skillset that she currently holds. The Medcords team was reachable through her entire work period and she took full advantage of that and learned a lot from them while maintaining good relationship with colleagues. The experience was breathtaking and it was a must to kickstart the corporate life. This will help her with her upcoming journey for really long.



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Vyankatesh Gupta

Summer Internship Organization: Plum Health Insurance

Role: Sales Operation Intern

Vyankatesh is a composed, energetic, and upbeat individual. He enjoys taking on challenges as they push him to perform at his best. At Plum Health Insurance, he was a sales operation intern. He designed process flow maps for the marketing and sales teams. Through his work with Plum, he gained knowledge of the InsureTech sector. Additionally, he documented the SOPs for Plum's sales and marketing process. With the knowledge he gained from it, he can boldly enter the corporate world.



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Harjas Singh Sodhi

Summer Internship Organization: Dabur Limited

Role: Marketing Intern

"Harjas Singh Sodhi is Author of the books, 'The Righteous Rebel' and 'Responsibility Towards Humanity'. He is a TEDx Speaker, and a former Life Skills Educator at Bhoomaya Foundation, Delhi. For Life Skills, he has been invited as a Speaker at many colleges, schools, and NGOs. He regularly pens down his thoughts on LinkedIn and personal website, talking about life, relationships, and marketing. Harjas completed his B.E from Thapar Institute of Engineering and Technology, Patiala, after finishing his schooling from Modern School, Barakhamba Road, New Delhi."



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Harsh Agrawal

Summer Internship Organization: PHAROSCIION GLOBAL

Role: Sales/Marketing Consultant

"Harsh is a calm and adaptive person. He adapts to diverse situations quickly and with ease. He is proactive when it comes to deadlines. He has work experience of 9 months as an assistant manager at a small-scale steel brokerage firm. He worked as a sales/marketing consultant at Pharoscion Global, a digital consulting company. He had to build his lead network and contact the leads directly. In his first month of internship, he had already onboarded a huge company client. For the same reason, the company awarded him the "Rising star of the month." By the time his training ended, he had onboarded three clients."



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Harshwardhan Ingle

Summer Internship Organization: GrowJunction

Role: HR, Lead-talent and People intern

The internship at GrowJunction exposed Harshwardhan to various nuances of the HR field and a significant amount of learning. He got an opportunity to work on so many exciting projects like the Campus influencer Onboarding Program for GrowJunction, Performing HR Branding, Team management and lastly, Hiring for the Business Development role. He is grateful to GrowJunction for this fantastic opportunity and exposure to various functions of HRM.



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Rushikesh Arun Jadhav

Summer Internship Organization: Magnik India

Role: Sales and Marketing Intern

His Internship with Magnik India has allowed him to apply the theoretical concepts in the practical world and explore the world of sales and marketing. He was working in the sales and marketing department of the organization and worked in various areas including Sales, Lead Generation, Customer Relationship Management, Digital Marketing, Product and Brand Management, Advertisement, and Competitor Analysis. He had to suggest various strategies that could be applied by Magnik India to reach its customers and increase engagement with the brand. During his tenure, he got to understand the business model of the print media industry and the challenges associated with it. This internship has given him great experience with which I can confidently enter the corporate world.

Abhijeet Jagdale

Summer Internship Organization: The Leading Solutions

Role: Sales & Marketing Intern

My Internship with The Leading Solutions as a Sales and Marketing Intern has given me first-hand experience selling insurance. The Internship included reaching out to the prospects and following up on them to close the sales. During these eight weeks, I also worked on company's competitive analysis. I got the opportunity to suggest some lead generation strategies to the company. During this internship period, I learned a lot working as a sales intern, like forming the sales pitch, and also dealing with rejection.



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Jaideep Kumar

Summer Internship Organization: ULTRATECH CEMENT LIMITED

Role: Logistics Intern

His internship at UltraTech Cement Limited proved to be an extraordinary experience. As a fresher, he got the opportunity to get involved in the plant's day-to-day operations. Being a logistics intern he was given the tasks to analyze and recommend scope of improvements for the KPI's thus improving the financial side of things as well as giving them competitive advantage. He showed great interest, awareness, and enthusiasm for the work given. Despite initially feeling a little out of place, he got into his groove within a week and started asking doubts without hesitation. Qualities like optimism, honesty and determination are very close to him. He has shown that he has a great head and can lead a successful corporate life.

Jatin Yadav

Summer Internship Organization: Amul(GCMMF)

Role: Marketing and Sales

Jatin is a curious person who loves to learn new things and is open to new experiences that push him out of his comfort zone. He is an empathic and rational person who believes in growing cooperatively and bringing out the true potential of everyone in his team. Discipline and ethics are an integral part of his working approach. He was a part of various event organizing and managing teams during his graduation, which ignited his interest in management. During his SIP, he worked as a Marketing and Sales intern at Amul(GCMMF), Jodhpur, which helped him understand the ground-level workings of the FMCG industry and how distributors and retailers work collaboratively with Amul to deliver the best consumer experience.



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Jay Bhamre

Summer Internship Organization: Jio Platforms Ltd.

Role: Supply Chain Management Intern

Adaptive, optimistic, and hardworking are the skills that define Jay. He has recently completed his summer internship with Jio Platforms Ltd, working for supply chain from procurement to return & scraping of inventory for all Jio businesses. Priorly worked as Production Manager for assisting formulation & supervising production process where he managed a team of 14 members including juniors and daily wagers. He has always shown keen interest in social & extra cocurricular activities and was General Secretary of Student's Council during his graduation, showcasing his leadership, organizing & managerial skills. He is a team player who can lead from the front when the situation demands. He is a quick learner & known for his good interpersonal skills.

Umesh Jogdande

Summer Internship Organization: Grow Junction

Role: Operations Management Intern

His Internship at Grow Junction was challenging and enthralling, giving him profound business knowledge. He held responsibility for defining and driving operational business goals by managing stakeholders' communication across multiple lines of business on operational milestones and spearheading the research and strategy development with customer support. He got the privilege to work with top management and professionals from the industry to create various workshops and podcasts. Also, he worked on preparing different dashboards for analyzing the marketing campaign data to be used for increasing sales and conversion rate optimization. This was accompanied by industry and competitor analysis, understanding the target audience, and then creating a roadmap to achieve specific targets within a stipulated time.



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K Z Humayoon Azhar

Summer Internship Organization: ITC LTD.

Role: Product management intern

As a product management intern Humayoon was assigned the market research for ITC Ltd's Operation Brahmastra and got a keen understanding of the FMCG and retail market. Worked under both the Area executive managers of the state and visited nearly 200 shops for data collection and understanding of the market on a grass root level (did B2B sales as well). learned about ITC's FMCG portfolio in detail and worked in the Personal Care Products department. The market research report also included a detailed competitor analysis, perception study and cannibalization study. The internship helped in understand brand management, distribution and the challenges related to a new product launching. collated all his insights and findings to recommend strategies that can help increase market share for ITC Ltd. Humayoon is seeking opportunities in the marketing domain where he can add value and skills to their growth while learning the same.

SAI VIKAS KALISSETTY

Summer Internship Organization: CLEAR EXAM

Role: PROJECT MANAGER

"A mammoth target is just an aggregate of small achievable targets, that can be laid to rest with a proper plan" is one of the key takeaways of Vikas during his tenure at ClearExam. He has conscientiously handled a heterogenous amalgam of technical and content writing interns from diverse backgrounds in his due course of the project. Working in a start-up that's operating in a highly contentious domain has exposed him to numerous predicaments, which he meticulously handled with appropriate plan for every obstacle. He has been a part of various phases of digital marketing such as market research, content writing, SEO backlink integration.



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Karan Chawla

Summer Internship Organization: Michael Page

Role: Team Executive Intern

My internship at Michael Page was challenging and enthralling in every sense and gave me a profound professional knowledge. My experience as part of the Finance Discipline at Page Group helped me further hone my communication and critical thinking skills. I worked on the company's specialized CRM platform to create multiple candidate mappings. I assisted a team of consultants for end-to-end functions of the recruitment cycle of ad hoc projects. Overall, the entire experience left me walking away with a clear sense of how to naturally act and react in a business environment effectively.

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Karishma Kumari

Summer Internship Organization: Jiyonwall

Role: Sales and Marketing Intern

Karishma is very loyal and passionate about the things that she has an interest in. She is focused on learning new things as she believes that learning is the key to improvement. She loves to talk to people and explore different things in life. During her internship, she got a lot of exposure by talking to different people. She was able to enhance her soft skills. She is creative and very flexible, which means she has the ability to respond to changing circumstances readily. She is interested in marketing and wants to make her career in marketing. Moreover, she likes to play badminton and enjoys listening to music.



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Karthik Janipalli

Summer Internship Organization: AZIM PREMJI FOUNDATION

Role: HR Intern

My internship with Azim Premji Foundation has developed my skills and given me a clearer view of professionalism. It has also helped me accept the challenge by seeing the underlying opportunity and making the most out of it. During the 2 - month internship, I handled end-to-end recruitment, and it helped me gain better insights into the recruitment process and talent acquisition. I also handled the Logistics arrangements for the candidates who came for in-person interviews. These all helped me connect and apply classroom learning to real-world scenarios and understand its intricacies.

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Kartik

Summer Internship Organization: Insplore Consultancy

Role: Marketing and HR

His Internship at Insplore Consultancy was challenging, spellbinding and enriching all at once. With an opportunity to get dual field exposure in a Marketing and an HR project, he expanded his horizon and applied problem solving skills. He learned how BFSI sector works with all its intricacies and after reaching out to prospective clients on a ground level he understood the customer psychology. On the other side, while working on talent acquisition, his HR project provided experience of campus placement drives where he created strong talent pipelines for company's current and future hiring needs. This wholesome internship experience will further help him for his future endeavours.



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Kartik Patidar

Summer Internship Organization: Ultinity

Role: Marketing Intern

Kartik is a laser-focused, ambitious, and spirited person eager to learn. He is a commerce graduate and has good interpersonal, leadership, and team management skills. His Internship with Ultinity has given him the opportunity to apply the theoretical concepts in the practical world and has allowed him to explore the world of marketing. He was working in the Digital Marketing department of the organization and worked in various areas including SEO and content writing. Being self-motivated and energetic, he has shown interest in music, photography, and sports. He has undertaken various social initiatives as a Student Activist with Shiksha Welfare Society (NGO), Indore.

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Keshav Grover

Summer Internship Organization: Habitat

Role: Marketing & Creator Acquisition

His Internship at Habitat (an Edtech company) was a milestone in his professional career. Research on emerging markets gave real-time exposure to understand the business potential for future projects in the organisation. Project deliverables included conducting primary and secondary research to understand the market potential and existing players in the market, targeting the segmented audience and onboarding them on the platform through cold calls and other methods. During the internship tenure, every task and study invoked a different perspective that further developed to churn him into an industry-ready individual.



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Keshav Garg

Summer Internship Organization:

Role: SUPPLY CHAIN EXECUTIVE

SS SUPPLY CHAIN SOLUTIONS

Keshav interned at SS supply chain solutions private limited, which provides supply chain and operations solutions to various industry leaders such as Panasonic, General Motors, Red Bull, and many more. He worked as a Supply Chain Executive intern. He got to work under the global control tower head during his internship. His project was at Arvind Mills Ltd., where he was responsible for understanding the complete EXIM(Export-Import process) and looking for optimization and automation opportunities. He got a good hands-on experience with software like Power BI, SAP, and SAKSHAM OMS(order management software). He also got the chance to present monthly reports to clients, which helped him understand in-depth the customer requirements and perform the analysis accordingly.

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Khushboo Soni

Summer Internship Organization: Adani Ports & SEZ

Role: HR Intern

Being a fresher, Khushboo was privileged to have worked with some of the brightest minds as an HR intern at Adani Ports & SEZ. She got an opportunity to have a first-hand experience of the day-to-day challenges being faced by the leaders and how they dealt with them. This nurtured her problem-solving capabilities and widened her horizons to see things differently. The company mentors involved her in projects that needed a lot of experimenting and research, which allowed her to network and have informative discussions with the people working in varied fields. She recruited candidates for tech-based roles and provided the organization with essential insights on its Diversity & Inclusion initiative. Khushboo is currently a member of Disha Committee & Admissions Committee at IIM Jammu.



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Khyati Mehta

Summer Internship Organization: AMUL

Role: Sales and Marketing Intern

Khyati is a genuine observant and a good listener who believes in the concept of never quitting. She can adapt to new situations and can handle last-minute pressure tranquility. She is a Computer Science Engineer and possesses good people management and interpersonal skills. During her graduation, she has worked with Regal Outsource PVT Ltd as an intern and had developed a website. She can work with people of diverse backgrounds, making it serene for her to fit in almost any work environment. She has a keen interest in food and travel and has organized several trips in college. Currently, she is a part of the Corporate Communications Committee as a content writer at IIM Jammu. She has completed her summer internship in AMUL(GCMMF) as a sales and marketing intern.

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Kiran Kumar Kumawat

Summer Internship Organization: Microsoft

Role: Program Manager

Kiran believes in the mantra of 'Be kind to people for no reason. Being part of two institutes of national importance and work experience in MNC has provided him the chance to live with the people of different states in India and taught him to understand the people and culture in a better way. He utilizes this experience to exchange diverse ideas and to create a synergetic environment for the entire team he is part of. He feels grateful for everything in his life. During his summer internship at Microsoft, he was able to learn and improve his PM capabilities.



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Kishan C

Summer Internship Organization: NEERINFO SOLUTIONS

Role: Leadership Hiring

Kishan worked as an intern at NeerInfo solutions, where he analysed trends in the IT industry and leadership hiring. The daily tasks included advising and consulting talents, analysing talent movements, prepare reports on industry news for hunting new business deals. Previously, he worked as an assistant system engineer at Tata Consultancy Services for a critical airline application as an automation tester which polished his time management and communication. These experiences gave him a holistic approach to analysing business problems and solving them within time and budget. During his graduation, he was an NSS volunteer and one of the technical coordinators of an Entrepreneurship Summit, showing his leadership skills.

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Kondareddy Srujan

Summer Internship Organization: Insplore Consultants

Role: Marketing Intern

Srujan believes "A little progress each day adds up to big result". With a keen interest to learn, he strives to grab opportunities and multitask to hone management skills. He is optimistic and firmly believes that life is full of opportunities, just waiting to be seized. His internship with Insplore Consultants has been a great learning experience providing him with the practical knowledge on product management, brand management, sales and advertisement. His role involved client relationship management and social media handling. He feels that every task and study during the internship tenure invoked a different perspective that further developed to churn him as an industry-ready individual.



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Kopanati Harshitha

Summer Internship Organization: Jiyonwall

Role: Sales and Marketing Intern

The most exemplary aspect of working for a startup is the opportunity for extensive learning. For sales, she has to research potential prospects, then convert them into clients. Her responsibility for the marketing internship was to comprehend Jiyonwall's online presence. She also had to offer suggestions for enhancing the brand's online visibility. It encouraged her to think creatively and showed her how to put concepts into practice in real life. Her ability to apply marketing principles to actual situations while working on the many tasks assigned allowed her to realize that the market demands a lot of analytical and understanding abilities. She has gained much valuable experience from her internship that will help her eventually enter the corporate sector.

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KSS Mythili

Summer Internship Organization: V-Guard

Role: Consumer and Market Insights Researcher

"Perseverance is the hallmark of Mythili. She strongly believes in completing tasks assigned to her/ taken up by her in a timely manner. She is not only sedulous and organized but also equipped with Reasoning and Analytical skills. Owing to her industrious nature and shrewdness, she could perform exceedingly well in academics all throughout. Her skill set has earned her a position of placement coordinator at IIM Jammu. She has interned as Consumer and Market Insights researcher at V-Guard Industries, where she could enrich her learnings in the Marketing field. The internship has given her a window into the FMCD industry and market in India, one of the most dynamic industries, with a great scope to break new grounds. The opportunity has been a feather in her cap."



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Kunal Jain

Summer Internship Organization: MINTIFI FINSERV

Role: Research and Strategy Intern

Kunal is calm ,balanced and focused with diverse academic background. Being a law graduate ,he is a keen observer of national and international legal-corporate happenings. During his internship as Research and Strategy Intern, he polished his skills and performed efficiently in the corporate culture. He keeps himself motivated and has ability to adapt to new challenges. Kunal has a great understanding of leadership and teamwork. Being a calm and patient individual by nature helps him perform under tremendous pressure. His analytical skills and critical thinking helps him in taking good decisions. He is passionate about cricket and like playing and following the game. He is currently serving as placement coordinator at IIM Jammu.

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Lakshmi Ojaswini Siripurapu

Summer Internship Organization: ICICI Bank

Role: Management Trainee

Working as a Management Trainee for ICICI Bank was one of the best experiences. I had the opportunity to work under the Regional Head and Zonal Head of ICICI Bank which helped me in gaining an enriching experience that added considerable skills to my basket of knowledge. Extensive research and data analysis of the market, industry, and company helped me understand the current processes and improve them gradually. The SME sector is the most vibrant in our economy, and I got the chance to work learn about it.



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Lokeshwaran B

Summer Internship Organization: PlumHQ

Role: Program manager - Marketing operations

The exhilarating experience in a startup like PlumHQ with a unique business model helped him to dive deeply into Outbound marketing, implementing all he had learned in the classroom. During the internship, he gained practical exposure to various kinds of Outbound marketing, namely Cadence building, SALs generation, digital marketing campaigns, and sales pitch analysis. He also got a chance to get hands-on on multiple projects entailing strategy formulation, handling sales tools, brand building, customer acquisition, and reputation management. His overall experience opened up his learnings in critical domains of a startup.



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Hemant Mahajan

Summer Internship Organization: Reliance Industries Limited

Role: Talent Management Intern

Working with an MNC like Reliance Industries Ltd. helped Hemant understand how culture flows through an organization. He worked in the talent management team and understood how to bridge the gaps between the HR function and the expectations of high-potential employees of the organization by closely working in Reliance's Career Acceleration Program (CAP). He did an extensive data analysis of the company's learning and developmental programs and helped curate solutions regarding the growth opportunities for the CAPs. Hemant also helped provide solutions towards employee engagement by submitting a framework to build an employee community of CAPs inside the organization. These two months with Reliance helped Hemant gain a deeper understanding of HR and its functions and have made him future ready.



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Mahendra Pratap Singh

Summer Internship Organization: BAJAJ CAPITAL LIMITED

Role: Wealthpreneur

Mahendra is optimistic and a self-motivated individual with the flexibility to adapt to new situations and deliver consistent results. He has been a technological enthusiast and ambitious engineer with hands-on experience in coding with R and Python projects. He has experience also in CRM building. He is interested in Artificial Intelligence – CNN, Machine Learning, Big Data, Blockchain, and Cloud Computing. He is a quick learner and is also interested in games like football, cricket, snooker, and modern online games.



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Maitreya Chatterjee

Summer Internship Organization: Jiyonwall

Role: Marketing Intern

I am Maitreya Chatterjee from Kolkata. I am a B.Tech grad who possess an inclination toward different kind of coding languages, and analytical platforms like Excel, Tableau, and Power BI. I have done my summer internship in Jiyonwall as a marketing intern. I was involved in B2B marketing for my esteemed company and generated revenue and a new customer group for my company. I also conducted research about the marketplace, and current competitors and reverted back to the solution that the company can go with to improve its market share and utilize its market potential. I put my sincere regards to all the company professionals who helped me throughout the journey and smoothened the process.



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Manami Mandal

Summer Internship Organization: Mphasis

Role: Summer intern

Manami has always been a very diligent, patient and optimistic person. She takes her chores, irrespective of the urgency of the completion, very seriously. The same has been reflected through her work ethics and performance during the tenure of the summer internship where she was able to perform tasks with excellence. Some of the tasks include researching about the AWS Marketplace, process of SaaS Deployment on AWS, usage of AWS services such as Amazon RDS, Lambda, app runner etc. She had a mentionable contribution in the creation of the landing page and handling the authorization bit of it with the help of AWS Cognito. Apart from it, she has time and again took initiatives and handled & headed the academic group projects, case analysis discussions, and in-lecture presentations. She strongly believes in hard work and always aspires to be helpful and grateful.



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Manas Gupta

Summer Internship Organization: The Leading Solutions

Role: Finance and Marketing Intern

Manas had a fascinating experience with The Leading Solutions. He gained knowledge of the fundamental intricacies of the investment industry. As I got to meet with potential clients, listen to their needs, and walk them through the importance of investment and insurance in my line of work, my patience and persistence, two of my guiding principles in life, were put to the test. In general, It was a very enlightening experience that helped me appreciate the role of investment in an individual's life.



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Shreyash Mandora

Summer Internship Organization: VINCULUM TECHNOLOGIES

Role: Sales Intern

His internship at Vinculum gave him deep insights into the B2B technology industry. He has worked with cross-functional teams to facilitate and convert accounts across Fashion, ecosystem partners, and healthcare e-commerce legacy brands and retailers. His experience was indeed one of a kind, and he looks forward to working in technology companies and shaping my skills further.



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Maninder Singh Malkania

Summer Internship Organization: Jiyonwall

Role: Sales and Marketing Intern

Maninder did his internship at Jiyonwall OPC PVT LTD, which taught him how to think outside the box and provided him with first-hand experience about how real business works. He worked in a startup providing online yoga sessions and learned various things about sales there. He developed his strategy for presenting company offerings to potential customers by applying STP analysis and completing his target. He is very good at communicating with people and has a confident personality. He has a passion for marketing and has excellent presentation skills. He also researched companies sensitive to employee health for B2B sales and developed strategies for reaching out to them. He has a keen interest in branding and digital marketing. He also gathered SEO skills during his internship. He likes to interact with new people and also loves to do social work.



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Manish Tiwari

Summer Internship Organization: Mensa Brands

Role: Marketing

Working on marketing under Mensa Brands has been a very insightful and practical experience. Over the course of 2 months, I was trained about the various marketing strategies involved in digital marketing. My prime responsibility was to boost social media through digital marketing strategies. The overall working environment was dynamic and vibrant, and it helped me groom myself professionally. The findings from the work helped devise new strategies and an action plan for the company.

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Manisha Singh

Summer Internship Organization: Mintifi

Role: HR Intern

The internship at Mintifi was a great learning experience, and as it was my first corporate involvement, it gave me significant insight into the HR department and its work. I handled the end-to-end hiring of mid-level managers, designed an onboarding program, and implemented it at the pilot level. This internship experience has helped me to gain new skills and grow individually and professionally.



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Mayank Dhawan

Summer Internship Organization: VALUE ROUTE PVT. LTD.

Role: Equity Research Intern

Interning at Value Route Private Limited had given me profound professional and learning experience even via the work from home mode. I was given the core finance task where I understood the peculiarities of valuating private firms. I worked on Options Trading, Algo Trading and the DCF method for carrying out a sample valuation of the company. I got the privilege to work immediately under the Director and CEO of the company, who regularly guided and motivated me throughout the internship. I had the opportunity to learn insights and workings from the financial world.

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MD Arshad

Summer Internship Organization: Teleradiology Solutions

Role: Finance Intern

Teleradiology Solutions provided him with an enriching and holistic internship experience as a finance intern in their finance department. He assisted in statutory audit work going on in the organization and did business valuation of the company for FY21 and FY22. Performed variance analysis of the revenue form clients of the organization and gave recommendations to marketing and operations team. He attended meetings with finance team and external consultants to review the business process of the organization. Overall, he got an exposure of how finance department works in the organization and understood their role.



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Meesala Jayaprakash

Summer Internship Organization: Sids Farm

Role: Project Management Intern

Working as an Intern with Sids farm Pvt Ltd has strengthened his understanding of the FMCG industry, especially in the Dairy product segment. During the internship, he managed a project to automate the company's Performance Management System. The project was intellectually challenging and novel but, at the same time, offering ample opportunities to learn and experience new things. He worked across domains with various business heads and evaluated the KRAs and KPIs of the employees in different departments. He was awarded the Best Employee Award for his work during the internship.

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Mohamed Muzamil S A

Summer Internship Organization: Scry Analytics India Pvt. Ltd.

Role: Management Intern – Technical Project Manager

His stint as a Management Intern (Technical Project Manager) in Scry Analytics, an august opportunity, has created a right set of circumstances to showcase his experience and to get peek of real time usage of trending IoT technology. The on-going project of building IoT connected smart city made him to understand the IoT landscape, its applications and Current & Future trends. Further research on advance analytics methods and industry independent advance analytics use-cases made him to implement new use-cases in company's expanding Water and Energy Industries vertical. Synergic move with data science team helped him creating a roadmap for the proposed use-cases.



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Mohammad Nadeem

Summer Internship Organization: GOOD SPACE

Role: Marketing Intern

Working with GoodSpace provided him a great learning experience. The role of a marketing intern in one of the biggest job search companies in India taught him ways to further increase the market share of a brand that is already leading. He researched the jobseeker's difficulty in finding job. The project assigned was extremely insightful as it helped me study consumer behaviour, their preferences, and the effectiveness of various marketing strategies. Being mentored in a way to deal with the real-world scenarios at such an early stage of his corporate journey was a blessing indeed.

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Mohanish Mangalam

Summer Internship Organization: ZIGRAM

Role: Programme Management intern

"Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others." As a Programme Management intern, Mohanish was exposed to a variety of strategic aspects of evaluating and assessing enterprise necessities and operations such as detailed industry research, product conceptualization, competitor analysis, pitch deck creation, and then creating a roadmap to achieve certain targets within a given stipulated time. The experience helped him gain profound professional knowledge pertaining to research, analysis, development, and assessment of various facets of a data asset product. He was also responsible for coordinating with engineering, data science, operations & solutions teams to meet business critical goals.



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Mohibbul Rahman

Summer Internship Organization: PlumHQ

Role: Program Manager (Sales and Marketing)

The harder you work, the luckier you get. That's what has been the inspiration for Mohibbul. Mohibbul did his SIP at Plum as a Program Manager (Sales and Marketing). He exemplifies the characteristic of being curious to learn about customers, operations and business in general. Mohibbul has a great sense of time management and this helped in faster processing of all work functions that he handled. With excellent scores throughout his academics and experiences in internships during his undergrad makes him one of the most ambitious and resilient person one can encounter. Apart from academics, he stood 1st rank in Young Scientist Talent Test. During the pandemic, he was associated with the National Student Union of India and Manas Utthan Charitable Trust to fight and safeguard people against the Covid-19 pandemic. His goal is to become one of the most diligent and cooperative personnel in an organisation and earn a good name in the corporate world.



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Mohit Prasad

Summer Internship Organization: Teleradiology Solutions

Role: Marketing Intern

With the intent of getting corporate work experience, Mohit is grateful having completed his summer internship in Teleradiology Solutions, where he got to know the feasibility and importance of Customer Relationship Management Software which helped him to have an in depth understanding of client database management and to crunch out crucial analytical information. He also got to know the global presence of various clients, from which the potential important clients can be sorted out which would help to find out future prospects of clients.



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Mrinalini Minal

Summer Internship Organization: JEEVITAM

Role: Project Management Intern

Work hard for what you want in life and never settle" is the mantra of Mrinalini's life. My internship as a project management intern provided me with a wholesome and enriching experience. A key to leading my project to a successful end was drawing up a charter at the very onset of my internship. It worked as a roadmap for me in terms of understanding the work breakdown structure of what I aimed to achieve and how should I achieve it. Single-handedly working on a project from scratch, defining its scope, designing an action plan, and delivering it allowed me to learn every aspect of it intimately. All in all, this internship was an experience that I probably will cherish for the years to come.



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Mudit Jain

Summer Internship Organization: ArcelorMittal Nippon Steel India Limited

Role: Finance Intern

His internship at ArcelorMittal Nippon Steel India Limited was extremely fruitful and enriched him with the knowledge and experiences that one requires to be part of the corporate world. This was his first corporate opportunity and he made use of it as much as possible. He worked as a Finance intern working in the Capital Expenditure department. His project was on analyzing investment projects to determine their actual outcome and impacts on the company. He drew financial analysis of the projects and presented the results before the management. These two months of the Summer Internship helped him gain insights on the areas he is inclined towards.



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Mugesh M

Summer Internship Organization: In.Corp Advisory Services Pvt. Ltd.

Role: Business Restructuring Intern

Mugesh always believes in working for the requirement, not for the manager's sake, which makes him take responsibility to complete the work without any trigger and deliver high-quality results. He delivered many projects successfully while working with Infosys and made an automation tool to reduce the workload of his co-workers out of his interest. He worked as a business restructuring intern at In.Corp and designed a framework. Now that is acting as a centralized process for the entire unit. Mugesh loves to coordinate events and dance. As a member of the Cultural Committee, he coordinates multiple events parallel to academics and placements. As a whole, he is a mixed package of Inter and Intra personal skills.



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Naman Saxena

Summer Internship Organization: MINTIFI FINSERV PRIVATE LIMITED

Role: Human Resources Intern

"Naman worked as an Human resources intern with Mintifi a NBFC which deals in supply chain financing. During the internship he came across several aspects of HR domain and got experience in recruiting, talent acquisition, onboarding and training, payroll structure etc. These aspects helped him to enhance his skills on various levels and gave him an enriching experience of an organizational culture where he was able to use his theoretical knowledge in the practical world."



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Navpreet Hans

Summer Internship Organization: Bolt

Role: Market Research and Business Development

Navpreet's internship at Bolt was an electrifying experience. Working in the electric vehicle (EV) space helped him understand the nitty-gritty of the EV charger industry. He worked on competitor analysis of India's major electric vehicle charge point operators. Navpreet executed on-ground market research of Bolt's competitors and also created an EV fast charging station mapping model for Bolt to help them set up DC fast charging stations. He also got the opportunity to work with C-level executives which taught him how things work at the top level. His interest and enthusiasm in the EV and automotive field helped him deliver innovative solutions in this upcoming 'EV' field which will be driving the future mobility of the world.



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Navya Lal

Summer Internship Organization: Agile Capital Services

Role: Business Development Intern

Navya is a guy from next door who was raised from the bottom of the pyramid and struggled his way out to be equitable. He is honest and motivates to bring out the best among his peers. He did his Summer Internship at Agile Capital Services as Business Development Associate. His primary role there was to make the customer aware about the product and further convince them for upselling and cross selling. Additionally he also worked as an HR where his role involved a host of services including salary slip making, training and development, and conflict management. Currently, he is an Academic Committee member and aspires to become an entrepreneur filled with morals and ethics.

Neelambuj Roy

Summer Internship Organization: We360.ai

Role: Product Management intern

Neelambuj, is calm like blue lotus(Neelambuj) while making his decision and his degree in engineering helps him to be analytical in his approach. He has developed a keen interest in product management, especially after his summer internship, where he got to work with customer success and product team and got to work on the firm's NPS and was encouraged to provide insights to streamline the customer acquisition process of the SaaS firm. While Neelambuj is career oriented and never shies away from taking additional responsibility. He is the infrastructure secretary in IIM Jammu and is focused on mitigating infrastructural issues on the campus.



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Nikhil Beniwal

Summer Internship Organization: GCMMF (AMUL)

Role: Marketing Analyst

Nikhil is an inquisitive and optimistic person who is always looking for new opportunities to learn. He is highly interested in upcoming technologies that help a business grow and leads to a better future for all humankind. His two month work at GCMMF Amul involved performing Distribution gap analysis of AMUL products in the markets. During the project, both qualitative and quantitative analysis were performed by interacting with retailers, distributors and integrating historic data to create data warehouse. Based upon the analysis multiple steps were taken from dynamic beat restructuring, reducing bullwhip effect, targeted retail acquisition, salesman optimization outreach and many more. To optimize the functioning Logistics management was combined with the market analysis to better serve the consumer and increase profitability by many folds.



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Nikhil Bhad

Summer Internship Organization: ArcelorMittal Nippon Steel, India

Role: Management Trainee Intern

As Alfred Tennyson has quoted, "Knowledge Comes, but Wisdom Lingers", Nikhil's internship with ArcelorMittal Nippon Steel, India has given him the opportunity to apply his knowledge in the real business world. His internship as management trainee intern in service procurement department was concerned with managing PRs on SAP, studying PO generation process and its optimization. In his internship he applied concepts related to data analytics, supplier relationship management, vendor development and process optimization. This internship has further polished his soft skills, critical thinking ability and negotiation skills. The learning's from this Internship would go a long way in shaping my future career.



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Nikhil Choudhary

Summer Internship Organization: FINTHINK

Role: Finance Intern

He believes consistency is the most important thing for getting transforming results in any task. He was also a co-founder of a food service-based startup named "Couper" which was functional for about eight months. He is an excellent team worker who prioritizes the team's goals. He has experienced that being passionate about work gives a lot of energy and focus on achieving the end goal. He is also highly passionate about cars & learned about automobiles since childhood because his family was in the Automobile related business. He constantly works to improve and believes that even slight improvement with time can result in extraordinary results.

Nikhil Danodia

Summer Internship Organization: Bajaj Capital

Role: Wealthpreneur Intern

"Persistence is the key to success" is what Nikhil lives by. Working as a "Wealthpreneur Intern" at Bajaj Capital Ltd. has strengthened this belief. His self-motivated nature and discipline make him a great team player. At the same time, his patience and calm mind allow him to be good at decision-making. These attributes have been amplified through the work and culture that Bajaj Capital Ltd. provided. Having dealt with clients first-hand has been crucial in developing negotiation and presentation skills. Constructing investment portfolios, educating clients on products and services offered, and providing personalized recommendations were some of the key activities undertaken during the course of two months. This internship has been helpful in expanding knowledge and gaining experience beyond the curriculum.



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Nishant Khadwal

Summer Internship Organization: FLORENCE CAPITAL

Role: Marketing Strategist

The internship experience at Florence Capital was challenging, enthralling, and enriching all at once for him. The two projects he worked on for his 8-week internship were, a detailed competitor analysis of UI Design & User experience (UX) and building a draft for the new version of the brand book. The daily interaction with the Founders and various team heads for the brand book helps him to prepare the brand book draft, which can help stakeholders with tactical and strategic decisions. It was also a part of his responsibility to think of and implement ways to create and increase brand awareness on the digital platform. Among the hustle of work, his marketing and product sync was always a fun and learning event to be a part of.

Nishtha Nahata

Summer Internship Organization: Vinculum Solutions Pvt. Ltd.

Role: HR

Her internship at Vinculum Solutions opened several doors of opportunities to explore. She learned various aspects of competency mapping in a SaaS based organisation which gave her a platform to interact with all the different business units' heads and work with them to develop career roadmaps for their respective business units. Apart from the project, she developed corporate networking skills which will enhance her future endeavours.



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“ Nitish Kumar

Summer Internship Organization: Starnet Ltd

Role: Finance and Marketing Intern

Working with Starnet Ltd has deepened his understanding of the stock, commodities and currency market. Throughout his two-months internship period he was involved in conducting Market Research to make investment recommendations to the customers, ensuring that Starnet Ltd cater best to the needs of the respective customers. This opportunity allowed him to analyze various markets, better understand and apply the finance and economics concepts taught to him in the classroom. He got the chance to work with the experienced mentors in the industry who guided him throughout his internship and let him make the most out of his summer internship. Additionally, he got industrial experience which helped him in enhancing his skill set.



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” Parul

Summer Internship Organization: HireTale

Role: Marketing and HR Intern

Her internship at HireTale was challenging and enthralling, giving her profound professional knowledge. She worked as a Marketing and HR Intern spearheading the company's brand development research and implementation. She got the privilege to work with top management to create various detailed marketing strategies. Also, she worked on end-to-end recruitment for different roles and clients of the company. This was accompanied by building and managing trustworthy relations with clients and candidates, successful final joining of candidates, better reach on social media platforms, and growth for the company.



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“ Parveen Chhikara

Summer Internship Organization: THE LEADING SOLUTIONS

Role: Finance and Marketing intern

"My internship experience with SURETI IMF has given me great insights into how the corporate world works. It taught me how to apply the book knowledge into real-life aspects, how complicated the challenges can be and how to tackle them efficiently. I worked as a Sales and Marketing intern, where I learned a great deal about the workings of Insurance Companies. I provided valuable details on how a customer thinks before purchasing a specific product, be it an insurance policy or a physical object. I created a demo video describing the company profile."



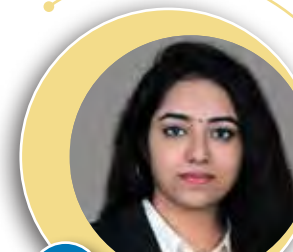
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” Patibanda Sri Divya

Summer Internship Organization: VEDANTA RESOURCES LIMITED

Role: Human Resources Intern

Divya interned with Sterlite Copper, a unit of Vedanta Ltd, in HR department where she understood the key aspects of manufacturing industry and various HR verticals that helped hone her management skills. As part of Talent Management, she designed Individual Development Plans for High Potential Talents and drafted a people management handbook for managers. Further, conducted benchmarking on employee retention strategies and recommended best possible solutions fit for the organization. She gained real-time exposure to the corporate world through this milestone opportunity. She is the national finalist in XStrat, a strategy case competition by Vedanta. She is an earnest individual, a quick learner, an energetic person and believes in creating a net-positive effect in the society, which inspired her to be a part of Aashayam Foundation.



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“ Patil Jatin Santosh

Summer Internship Organization: Vinculum Group

Role: Business Development Intern

The Couple of months he worked at Vinculum, he got exposure to the entire eCommerce industry in India and abroad. From Marketplaces to Webstores and start-ups to billion-dollar multinationals, he has first-hand experience of the problems they faced in reaching, accepting, and fulfilling orders. He contributed to solving the issues by communicating directly with the client firm's CXOs and introduced Vinculum's ERP, which automated their internal system and streamlined operations. His mentors were incredibly supportive and gave him the freedom to face challenges and learn from experience. Vinculum has a terrific work culture with an amalgamation of creativity, productivity, and positivity.



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” Pawan Kumar Gupta

Summer Internship Organization: Magnik India

Role: Marketing Intern

"Pawan is a beginner in learning something new but an expert when it comes to execute them. He is a major in marketing, operation with a deep understanding of mathematics. He is experienced in Data Science with a skill possession of data analysis. A problem solver with excellent analytical and communication skills. He is creative up to the brim and think tank up to the depth. Enthusiastic, excited and motivated is what Pawan is."



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“ Apoorva Pawar

Summer Internship Organization: PLUM BENEFITS PRIVATE LIMITED

Role: Human Resources Intern

Working at Plum HQ, a leading insurtech Bangalore-based startup, was indeed an enriching experience for Apoorva. He worked as a Program Manager under Retention & Revenue Operations Team. He built the Customer Account Book and explored the customer retention practices practiced in the organization. He helped in designing a three weeks salesperson on-boarding program. Also, he maintained data sanity in the customer information databases. The organization exposed him to the customer retention journey, enhancing his competence. Seeing his exceptional performance, his internship duration was further increased. Because of the organization's invaluable mentorship, he explored new horizons. He gained real-time exposure to the corporate world through this milestone opportunity.



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” Piyush Patnaik

Summer Internship Organization: Mphasis

Role: Analyst Intern

Interning at Mphasis has provided him with a great learning experience and knowledge of Quantum Computing from varied perspectives. Working with an industry leader has polished his understanding of theories and has given him a real-time experience in the industry. His research project helped him understand how different industries operate and what factors and use cases impact their productivity. His mentor helped him realize the importance of learning and understanding every aspect of the project before implementing it. As an analyst intern, his involvement in different tasks like industry analysis, ML modelling, presentations and solving excel-sheet problems has given him the confidence to set foot in the natural business environment.



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Janhavi Shridhar Pokale

Summer Internship Organization: BOSCH India

Role: Market Research

"Don't follow the crowd let the crowd follow you.", this line describes Janhavi. She is a focused person who takes efforts to understand the job and give her best for it. Being a quick learner, she shares her knowledge with others and inspires them as well. She has a good academic background, along with participating in extracurricular activities. Thus, learning to maintain a work-life balance. Janhavi is a member of only cultural committee of IIMJ (Malhar) and has successfully organized events. Working with organizations like MDL and BOSCH, she has developed good communication and professional skills, thus giving positive shape to her future. Janhavi enjoys touring and painting.

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Jayraj Pol

Summer Internship Organization: Play My Opinion

Role: Marketing Intern

Interning with Play My Opinion was an exceptionally educative experience, which not only gave me the insight in marketing field but also helped in applying theoretical concepts in the real-life situations. I was working as a marketing intern which not only involved promoting the product and handling social media, but it also gave me an opportunity to intense marketing research and understand the working process of social media organization. It was great learning period of two months.



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Sahana Ponugoti

Summer Internship Organization: CAMS ONLINE (COMPUTER AGE MANAGEMENT SERVICES LTD)

Role: HR Intern

There is nothing noble in being superior to others, true nobility lies in being superior to your former self", this is what Sahana believes in. She is a self-driven, observant, and pragmatic person. Being an engineer, she has a natural inclination toward analytics. During her time as an intern at CAMS, she has gained a lot of knowledge & insights while working along with the industry leaders & top-level executives. Apart from this, she is passionate about yoga & a music enthusiast. She also loves exploring sustainable businesses & studying their eco-friendly practices, which she believes, is the need of the hour.



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Pooja Rathi

Summer Internship Organization: Thinkthrough Consulting

Role: HR Intern

"Life is as complicated as you make it" is the motto that Pooja abides by. Optimistic, empathetic, and adaptable are the words that describe her in a nutshell. Instilled with good observation skills, she is a humble and growth-oriented person who can grasp new things quickly. In her leisure time, she likes to indulge herself in fiction novels and music. Her keenness to help others led her to join the Disha Committee at IIM Jammu. The Summer Internship at Thinkthrough Consulting made her gain profound insights into the importance of knowing the nuances of HR activities which subsequently enhanced all her skills.



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Prabhat Kumar Upadhyay

Summer Internship Organization: The ProdZen

Role: Product /Management consultant

"Karamveer Chakra awardee Prabhat follows the mantra of "Ability is nothing without opportunity." A National Defence Academy (NDA 136) qualified individual awarded by the prestigious ICONGO (International Confederation of NGO) sponsored by the UN. His internship with ProdZen as Product /Management consultant gave him the exposure to hold multiple hats interacting with clients from CX platform, PSA platform. It gave him opportunity to work in the Intellectual Property division along with management consultants devising Gtm strategies, competitive analysis, and formulating market entry opportunities for the North American market. His product innovation to improve the LinkedIn CX experience was appreciated by Director, Product Management (LinkedIn). He created the business proposal for a Spacetech firm which later received funding from UP Govt."

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Prabuddh Kumar Singh

Summer Internship Organization: Ultinity

Role: Human Resources Intern

Prabuddh's experience as a Human Resources Intern with Ultinity was enriching and exposed him to various nuances of HR. He got extensive knowledge and hands-on experience in the talent acquisition domain of Human resources. Handling the hiring process for various client organisations gave him deep insight into the hiring process and various traits that different organisations appreciate. This enabled him to develop a deep understanding of varying organisation cultures and behaviour. His regular interactions with his mentors facilitated an environment of learning through exploration and gave him in-depth knowledge of the company's portfolio and competitive strategy.



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Pradeepgouda Patil

Summer Internship Organization: INCORP ADVISORY SERVICES PVT.LTD

Role: Business Analyst

Being a self-motivated person, he has a keen interest in finance and business analytics with good listening and leadership skills. Being capable of adjusting to any conditions, he can work with diverse teams and in different atmospheres. He can also set an example for others with exemplary dedication, hard work, discipline, and sincerity. He has strong decision-making skills, which makes any team that he is a part of relying on him during crucial situations. During his summer internship, he was able to handle multi-tasks efficiently and involved in creative tasks. Moreover, He is also interested in reading inspirational books, watching motivational talks, traveling, and working in social welfare activities.



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Pradhumn Saraf

Summer Internship Organization: AMUL (GCMMF)

Role: Calculating ROI of Distributors and Suggesting Improvement Plans

Amul(GCMMF) provided me a wholesome and enriching experience. This opportunity allowed me to analyze and study customer relationship management techniques while calculating ROI of distributors. The main role involved observing the current market trend and providing recommendations to prospective distributors, ensuring that we cater best to the needs of the respective distributors. The kind of mentorship I was embraced with was commendable, the experience provided me with evidence of learning the technicalities that I will nourish for life.



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Prakshep Dhiman

Summer Internship Organization: AMUL

Role: Market Research Intern

Prakshep did his summer internship in AMUL (GCMMF) as a market research intern. He has conducted primary research on 109 hotels and restaurants in Bikaner, Rajasthan. He studied Amul's current marketing strategies and supply chain management at a strategic level. He has Performed competitive analysis of major competitors in the HoReCa segment across Bikaner City. He analyzed and visualized the data based on research and suggested new marketing strategies. He is ambitious, dedicated, good at managing people, and currently serving as the president of the student council at IIM Jammu.



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Pranav Krishnan

Summer Internship Organization: Soulflower

Role: Business Analyst

Pranav is a driven individual with keen analytical skills who is enthusiastic about learning and honing his skills. He is highly motivated and is willing to put in the effort to ensure his work can meet the highest of standards. Additionally, he has got a lot of exposure to the field of IT due to his prior experience in TCS and Zoho.



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Pranesh Soni

Summer Internship Organization: AMUL

Role: Market Research Analyst

"Pranesh Soni is an Analytics and Marketing enthusiast currently holding a position as a committee member at Industry Interaction Cell, IIM Jammu. He has successfully conducted an HR conclave event under the IIC committee, the flagship event of IIM Jammu. His internship with Amul exposed him to the FMCG sector's intricacies. He got an opportunity to work on Amul's Dairy product category, understand the competitive landscape and devise a strategy to boost sales in Jodhpur and Pali region of Rajasthan. The project involves a thorough understanding of Sales and Distribution management in the FMCG sector. His role involved analyzing the market potential for the product category by conducting market research and competitor analysis. While working on this project, he developed a pragmatic approach and a fair understanding of the concepts of marketing and analytics."



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Prateekshit Tamta

Summer Internship Organization: JIYONWALL

Role: Sales and marketing intern

"Working as a marketing and sales intern under JIYONWALL has been a very insightful and practical experience. Over the course of 2 months, I was trained about the various sales and marketing strategies involved in the fitness sector. My prime responsibility was to make sales for the company and to boost social media through digital marketing strategies. Various esteemed professionals interacted with us on a regular basis to help us understand the fitness sector as a whole. The overall working environment was dynamic and vibrant, and it helped me groom myself professionally. The findings from the work helped devise new strategies and an action plan for the company."



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Pratik Kumar

Summer Internship Organization: Indian Oil Corp. Ltd.

Role: Marketing and sales intern

Pratik's internship with Indian Oil Corporation Ltd. as a Brand Sales intern was both lucrative and engaging. He gained a thorough understanding of the Indian Oil sector, as well as competition communication and positioning in several Lubricants. The tasks entrusted to him, which included presenting market expansion insights and sales strategies recommendation, gave him with an in-depth qualitative comparison of the strategic landscape in which various brands operate. This helped him to appreciate both the front-end brand image, as well as the sales that fuels the back-end in identifying gaps and market segments. His constant encounters with his mentors fostered a learning-by-doing environment and provided him with an in-depth insight of the company's portfolio and sales strategy.



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Praveen Ranjan

Summer Internship Organization: Sureti imf

Role: Management trainee

Working as a marketing and sales intern under Sureti IMF has been a very insightful and practical experience. Over the course of 2 months, he was trained about the various sales and marketing strategies involved in the insurance sector acumen. His prime responsibility was to make sales for the company and to prepare balanced scorecard for the organization. Various esteemed professionals interacted with him on a regular basis to help him understand the insurance sector as a whole. The overall working environment was dynamic and vibrant, and it helped him to gain insights about the issues which organizations face in the real world.



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Prince Alok

Summer Internship Organization: NETWORK18 (CNBC, CNN, FORBES)

Role: Marketing Strategy Intern

Prince believes that perseverance, adaptability, and diligence are the keys to success. He strives to keep growing by learning and aims to have a bird's eye view of how businesses work across all areas of operation. As a Marketing Strategy intern, Prince came across the challenges facing a brand and build relevant & effective solutions via insights into brand, product and customers. He was overseeing planning, pitching, marketing and execution of large-format IP initiatives and branded-content campaigns across Network18's English and Business cluster platforms in TV, Digital and Print. He acquired a deep understanding of marketing in large media organisations by leading a multitude of big-ticket campaigns for Fortune 500 clients. He was responsible for coordinating with sales, content, editorial, production, digital agencies, and other support function to achieve business critical goals.



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Priya Wasnik

Summer Internship Organization: Carnival Group

Role: HR-Talent Acquisition

Her internship with Carnival Group has helped her grasp the details of talent acquisition and the numerous issues the organization has in its day-to-day operations. It was a tremendous learning experience for her in terms of knowing how culture flows through the business. She had to study the psychology of the employees at all levels of the hierarchy as an HR intern and keep track of the position profile tracker. Additionally, she got the chance to create a recruiting and selection strategy that could be used to the company's hiring procedure. This internship greatly helped her to practically apply the theoretical concepts of business.



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“ Pronit Kumar Dihingia



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Summer Internship Organization: Cognizant

Role: Market Research and Consulting intern

"You are never too old to dream a new dream," a saying that has always inspired Pronit. A self driven professional with an eye for detail and excellent leadership skills, the Summer Internship at Cognizant extended a remarkable opportunity to Pronit in gaining insights into the real world of Market Research, Technology and Management Consulting and how to add value to Clients. With 3 years experience as an SAP consultant at Tata Consultancy Services, he is hard working, humble and believes in team spirit. An active musician he is creative and has a keen interest in Operations and Marketing."

Rahul Kumar

Summer Internship Organization: Bajaj Capital

Role: Wealthpreneur Associate (Finance & Marketing Intern)

His internship experience with Bajaj Capital helped him understand various nuances of investment world. He not only learnt about various financial instruments but also developed financial portfolios of clients as per their financial goals and requirements. He prepared a working model & final plan of action and conducted public awareness Initiative to spread awareness on 'Financial Well Being' for prospects. Overall, it was a wholesome learning experience that has given him the confidence to set foot in real business environment.



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“ Ranvir Kumar

Summer Internship Organization: Propelld

Role: HR Intern

The role of a Business Development Manager was challenging; working at the ground level for an education loan financing company gave him the opportunity to learn, improve, and do something good for society. He has completed his challenges with his best effort and helped the company get the collaboration with the most prominent coaching institute in Jharkhand. He has gained new skills in decision-making, persuading, and conversing. During the two months of the internship period, he not only achieved the necessary experience but also became disciplined and punctual. He has developed some hobbies like playing chess and staying healthy. All these learning and habits will go a long way with him.



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Sarvesh Rathi

Summer Internship Organization: sKarn RoboticS

Role: Marketing Intern

At sKarn RoboticS, Sarvesh got the fantastic opportunity to work with the highest-level management to bring about digital transformation in Data Privacy and Security, which has predominantly been the talk of the town. His work at sKarn was to understand the commercial readiness of technologies and identify strategic partners that can help strengthen the company's service portfolio. This internship has allowed him to interact with multiple stakeholders, internal or external, client or partner, business development, or operations. It has given him a better understanding of their requirements, how they fit into the equation and how data privacy and security should be the top priority. His stint at sKarn has helped him be genuinely ready for the future and the challenges.



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“ Ratul Das



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Summer Internship Organization: Play My Opinion

Role: Marketing Intern

"Ratul is an ambitious, self-motivated, and resilient person. An optimistic frame of mind helps him to remain calm and thrive in any environment. His internship experience with Play My Opinion was both exciting and challenging. He worked as a marketing intern in the company, which included multiple projects. It started with acquiring new users for the platform, followed by market research. The market research helped in understanding various marketing metrics. The projects ended with developing a business plan for the company. He got the opportunity to put the theoretical knowledge into the real world. Overall, it was a great learning experience, and he got to know a lot about the corporate culture while working in the company."

Rishab

Summer Internship Organization: THE PERFECTIONIST

Role: Marketing Intern

Rishab's internship at The Perfectionist was challenging and enthralling, giving him profound professional experience. He worked as a summer Intern spearheading the research and strategy development of different online marketing campaigns. He got the privilege to work with top management, content & creative team to create various campaigns. He worked on preparing industry and competitor analysis, understanding the target audience, and then creating a roadmap to achieve specific targets within a given stipulated time.



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Rishabh Kumar

Summer Internship Organization: Periyar dairy Farm LLP (Carnival Group)

Role: Business Analyst

As a result of internship with Periyar Dairy Farm LLP, Carnival Group, Rishabh gained a better understanding of business nuances and developed his confidence. The experience taught him to think outside the box and relate the classroom learnings to real life situations. As part of his work on the 'Sales and Marketing Strategy' project, he analyzed the A2 Protein Dairy market in India and prepared a Right strategy for the firm. He conducted a thorough marketing study of all the competitors in the market and identified prospective customers. Having the opportunity to work with the company's executive management was a fantastic experience for him.



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“ Rishik Reddy Methukupally

Summer Internship Organization: The Leading Solutions

Role: Marketing and Finance Intern

Adaptability, optimism, persistence, and resilience are the qualities that define Rishik. He is a mechanical engineering graduate from Mahindra University, Hyderabad. A finance enthusiast, Rishik studied about financial management and financial instruments during his summer internship at 'The Leading Solutions'. It also acquainted him with some valuable insights in the marketing domain as he interacted with customers pitched them the product. Apart from having a consistent academic career, Rishik has also represented his State Under-16 cricket B-team. He is currently a member of the Industry Interaction Cell at IIM Jammu. In his leisure time, he likes to solve puzzles and play cricket.



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Ritu Singh

Summer Internship Organization: AFOURTH PARTNER ENERGY

Role: Business Development

Ritu can be described as strong, independent and ambitious girl who wants to make a name for herself in a world where it's not convenient for a female to do so. "Not convenient", Ritu never goes for convenience and this is what helps her be goal oriented and perfectionist. Being the member of academic committee, she is used to taking criticism positively and doesn't shy away from taking her stand even in front of higher authorities. Her internship with Fourth Partner Energy helped her to gain experience in real word. Being a business development intern for the company she helped in connecting with potential clients and bring business for her team.



Rohan Chauhan

Summer Internship Organization: ULTINITY

Role: Business Development Intern

The internship with Ultinity provided him with a full understanding of a real-world corporate environment. Being a young organization, it strives to groom young minds. He believes that high-quality internships are crucial to acquire important talents that cannot be learned in a classroom and he was able to acquire this quality while working at Ultinity. He studied and put into effect pertinent sales and marketing strategies to increase business for the organization. The main responsibilities included calling potential clients to expand their customer base and interviewing prospective clients to get data about their financial resources and discuss their existing requirements.



Rohan Kumar Chaurasia

Summer Internship Organization: Dukes India

Role: Marketing intern

My internship at Duke's deepened and strengthened my knowledge of the FMCG industry and has acquainted me with the functioning of the corporate world. I learned how an FMCG works with all its intricacies like marketing automation and competitor benchmarking. I was involved in benchmarking and mapping the gap analysis to recommend actions that social media handles of dukes required to increase social media reach and visibility. To brief my experience, working at Duke gave me vast corporate exposure.



Rohan Pandey

Summer Internship Organization: BOSCH Ltd.

Role: Market Research Intern

"My internship project i.e., ""Government engagement opportunities with Bosch mobility connected portfolio"" was on Integrated Industry wherein I analyzed market potential analysis considering existing Bosch mobility solutions i.e., Mobility Cloud Platform, ParkZeus and L.OS (Logistics. Operating System).BOSCH provided me a wholesome and enriching experience of working in a corporate environment. My tenure in the company cumulated my technical and soft skills proficiency and competence, with major focus on strengthening Bosch and government's partnership when looking for portfolio expansion."



Saanidhya Sharma

Summer Internship Organization: MINTIFI FINSERVE PVT. LTD.

Role: Human Resource Intern

Saanidhya is a person of vitality, zest and discipline. He believes in " Train people well enough so they can leave. Treat them well enough, so they don't want to." Working with Mintifi Finserve Pvt. Ltd. Gave me an immense learning experience regarding how a startup culture works in India. As a Human Resource intern, it gave me a complete perspective of how the HR department works in a Fintech NBFC. He was responsible for designing and implementing an employee onboarding program, training and development program, payroll and compensation, grievance handling, and end-to-end recruitment.



Sagar Tomar

Summer Internship Organization: Brenstone International Private Limited

Role: Digital Marketing/Project Management

Sagar is a self determined , goal oriented, decision maker. He never shies away from taking new responsibilities and is always up for a challenge. Although coming from an engineering background he was quick to assume his role as a digital marketer in Brenstone. During his time as an intern he exhibited exceptional ingenuity and was instrumental in driving the growth of the firm. The internship experience has not only given him invaluable learnings in digital marketing but also the confidence in his ability to adapt and overcome new challenges in his both professional and personal life.



Paritosh Sagiraju

Summer Internship Organization: Plum Health Insurance

Role: CRM Intern

His Internship with PLUM Health Insurance in the RevOps team as a CRM Intern gave him the opportunity to learn the real time functioning of the HubSpot CRM. He worked on optimizing the existing setup by modifying the automations and fixing the gaps in capturing the potential leads data. He worked closely with the sales and marketing team leaders in creating the dashboards and reports for the individual Performance analysis of their team members. By the end of the first month he was solely responsible for maintaining the CRM. Along with this, he worked as a POC for 3 newly onboarded members of the RevOps team. He was also responsible for providing data and support for the HubSpot to Salesforce Integration.



Sahaj Jain

Summer Internship Organization: Soulflower

Role: Operations and Supply chain intern

As his name suggests, Sahaj is a very calm and serene person. He loves to talk to people and wants to know them better. He has completed his summer internship as an Operations and Supply chain intern at Soulflower, Mumbai. He determined the scope of operational improvement initiatives via his consultation and evaluation. He also acted as production manager for a week in the Ambarnath factory of the organization where he led a team of 30 workers. Filled with enthusiasm to contribute to society, Sahaj is a part of the Robin Hood Army, Indore, which serves the less fortunate. He has done several internships in different fields and subsequently has a lot of exposure to various domains. Currently, he is working as a Senior alumni coordinator at IIM Jammu.



Sai Notham Konapala

Summer Internship Organization: CRISIL
Role: Fundamental Research Intern

Notham is a diligent and composed individual striving toward excellence in his interests. He endeavors for a career in the domain of Finance. His internship at CRISIL has been an insightful and enriching experience adding significant value. The summer internship project primarily focused on financial modeling and report writing. The internship gave him a glimpse of the corporate world and the Finance domain. He is looking forward to a role that challenges his abilities on a day-to-day basis, thereby catapulting him on a learning journey. He believes that continuous learning is the essence in today's ever-evolving world.



Sandeep.

Summer Internship Organization: Bajaj Capital Ltd.
Role: Financial Consultant

His internship at BAJAJ CAPITAL LTD. was valuable learning as it provided him with the opportunity to experience not just one but two domains, making the experience holistic and enlightening. As an intern, he assisted in the sales and marketing of the company's product and hence learned how to network properly. For finance, the module emphasized understanding a company's business strategy and evaluating financial data from major asset management companies, and creating portfolios for clients as per their risk aversion and financial goals. He surveyed "financial literacy" to spread awareness on "Financial well-being. His internship was a success because he stayed current with the industry, and economic news and took initiative intending to make a difference.



P S Y Sandru

Summer Internship Organization: Forge
Role: Executive Intern

Sandru is an enthusiastic, quick learner with insatiable curiosity. His internship at Forge opened up greater learning grounds in knowledge consulting, incubation and open innovation. His scope of work included end-to-end project management and implementation. His leadership qualities and conflict resolution skills were strongly exhibited while coordinating with the in-house teams at both Forge and Amity Innovation Incubator. Currently, he serves as a member of the IT Committee at IIM Jammu and has consistently performed under high-pressure situations. He is also a tech enthusiast and a member of the FOSS community.



Sanket Waghmare

Summer Internship Organization: Carnival
Role: Operations & HR

Sanket is a determined and committed individual persistent in the face of adversities. He is assertive yet affable, leads by example and can be trusted with delivering high quality work even with tight deadlines.



Sanya Gupta

Summer Internship Organization: Carnival Group
Role: Marketing and Operations

Her internship was with the multinational conglomerate Carnival Group included two different projects for its new business vertical of Periyar Dairy. This internship allowed her to conduct detailed market research for Incense Sticks and develop marketing tactics. Her second project was to create Standard Operating Procedures (SOPs) and training modules for its startup in hospitality service. This allowed her to explore the world of service design, prototyping a tourism product, and building a go-to-market strategy. With the help of this internship, she got the exposure to learn new things and apply the theoretical learnings gained in MBA.



Sanyam Sehdev

Summer Internship Organization: Plum Benefits Private Limited
Role: Program Manager

Learning is not attained by chance; it must be sought for with ardor and attended to with diligence is Sanyam's mantra for life. Competence in taking initiatives, adaptability, and flexibility in new environments enables him to add unique flavors of individuality. He did his summer internship as a Program Manager at insurance technology platform company Plum Benefits Private Limited where he worked in Channel Development team. He built the cadence for entire development and helped company to achieve a perpetual revenue model. Furthermore, his insights and suggestions were highly acknowledged and appreciated by company. Additionally, he works as a coordinator of Disha Committee and Vakta Club at IIM Jammu.



Sarang K P

Summer Internship Organization: IBS Corp
Role: Marketing intern

Intelligence is an essential aspect of human development. But not as much as dedication. Sarang strongly believes in the power of human will and commitment to bring out his best. This was reflected during his internship with IBS Corp as a marketing intern, where he conducted research to study the post-pandemic market conditions. Previously, he worked as a Sales Executive at Amando, hunting for new business deals that enhanced his customer relationship skills. His areas of interest include HR, Operations, and Marketing. He had secured Six Lean Sigma Green belt certification. He was a member of a charity foundation that conducted social awareness campaigns and charity events, giving him insights on corporate social responsibility.



Saroj Biswas

Summer Internship Organization: Antique Stock Broking Limited
Role: Channel Checks Associate (Equity)

Working at Antique as an equity market research intern gave Saroj an enlightening and real-time exposure to the business potential and current market scenario of various sectors. He conducted a detailed primary market research in the state of Punjab and Chandigarh (UT) in various key sectors like FMCG, Retail, Banking, Agriculture, Automobile etc. During the internship tenure, every task and study invoked a different perspective in him that further developed to churn him as an industry-ready individual. Additionally, he is an optimistic person with a lot of patience and a positive mind frame, which leads him to excel and adapt to challenging situations. He is currently serving as Coordinator of Disha Committee at IIM Jammu.



Sarthak Chauhan

Summer Internship Organization: CARNIVAL GROUP

Role: Talent Acquisition - Human Resources Intern

With a keen interest in HR and Marketing, Sarthak got the opportunity of working at the Carnival Group as an HR Intern. It made him understand how Talent Acquisition actually works at large organizations. From hiring to profiling, he was trusted with finding the right workforce for various job roles. Through his work as an intern, he was able to understand the role that technology plays in HR today. He was able to understand the importance of following specific processes for different functions and understood the inner workings of the HR department at Carnival. The internship provided him a great insight into the workings of the corporate world.



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Satirtha Pattnaik

Summer Internship Organization: JIYONWALL

Role: Sales and marketing intern

He satisfies the spirit of IIM Jammu and lives the moments of academics, sports, internship and seminars with all his focus. He proves that IIM Jammu is not merely a college having good placement but a place to learn and grow. His 18 months of work experience in TCS has given him exposure to corporate values and the agile methodology in IT world. Working as the academic committee member and serving as the CR boost his work ethics second to none. His experience in SIP as a sales and marketing intern in Jiyonwall helped him in connecting dots of theory and its practical implementation. His sheer curiosity compels him to listen and read from various sources that enriches his knowledge on economics, geopolitics and its impact on trade and businesses, modern history etc.



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Saurabh Chawla

Summer Internship Organization: COGNIZANT

Role: Consulting - Retail, Consumer Goods, Travel & Hospitality (RCGTH)

"Life is a journey of continuous learning. Focus, consistency and discipline make it successful." This is the mantra Saurabh staunchly abides by. He has been associated with strategic product development in food and beverage industry for 3 years and closely understands its nitty-gritties. His summer internship at Cognizant introduced him to the consulting universe, and it couldn't have been more fulfilling. He got exposure to a variety of product management techniques such as detailed industry research, competitor analysis, and sentiment analysis. Saurabh finds himself lucky enough to have amazing mentors who made him understand that consulting is all about fabricating a progressive and convincing story around a project which must be strongly backed by data.



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Saurabh Dalal

Summer Internship Organization: LG Electronics Pvt. Ltd.

Role: Marketing Intern

The internship at LG Electronics was a wholesome experience for Saurabh. He got to know about the functioning of CRM and e-CRM in organizations. His skills were tested on a larger scale and was able to perform on the platform he was provided with. His main work was to propose new CRM campaigns to the organization and put them into an annual calendar. Full fledged detailed planned of every proposal was given by him with proper functioning and implementation of the same.



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Shiv Kumar Sahu

Summer Internship Organization: AMUL

Role: Sales and Marketing Intern

Shiv is a class of 2023 MBA from IIM Jammu. He completed his summer internship at AMUL as a Sales and Marketing Intern. His training involved doing a competitive analysis of the distribution of various AMUL products. During the project, he had to perform a value chain assessment by interacting with retailers and distributors. To understand the gaps in demand and supply, he accumulated retailer feedback, conducted a survey to determine the consumer's preferences, and implemented all these findings in devising various marketing strategies for AMUL. Before his MBA, he worked as a Transaction Processing Associate for Accenture Pvt. Limited, India in its Order to Cash department (SSAB Client). He holds a Bachelors of Commerce degree from University of Delhi.



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Shourya Chakrabarti

Summer Internship Organization: BENQ INDIA

Role: Marketing

Shourya Chakrabarti had done B.E. in Civil Engineering from Jadavpur University. Later he had worked as a Data Analyst for a year at BRIDGEi2i Analytics Solutions where he worked on network optimization, demand forecasting, and making dashboards. In his summer internship at BenQ India, he had worked on market research and e commerce optimization. He is a part of the Entrepreneurship Development Cell and also worked in the Consulting Club at IIM Jammu. He is a cricketer and had represented Under 15 West Bengal Cricket team in national and international tournaments.



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Shrey Yadav

Summer Internship Organization: Bolt

Role: Market Research and Business Development Intern

Shrey executed a market research and business development project on International EV charging infra business. He worked on identifying market defining factors, trends and opportunities for growth across the most viable geographies. Shrey communicated with business stakeholders in a global environment to create possibilities for future partnerships to expand the business of the company outside India.



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Shreyanshu Kumar Anubhawi

Summer Internship Organization: Tata Steel

Role: Marketing Intern

Shreyanshu has worked for 34 months with Accenture as a software development analyst, post which he took a break to pursue his MBA from IIM Jammu. During his internship, he had an enriching experience working with Tata Steel as a marketing intern. He worked on market survey of CR Sheet to Identify and Improve Market Share and Product Promotion Activities which helped in gaining fruitful insights of the B2B market. He was in constant touch and communicated with distributors in the area and performed a thorough market research to understand the market. He designed new product promotional activities and better marketing strategies with the team, for better marketing and extending reach of the product. Working on this project sharpened his research and analytical skills and helped him in connecting dots of theory and their practical application.



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Shruti Haswani

Summer Internship Organization: GROW JUNCTION

Role: Operations intern

Shruti's internship at Grow Junction provided her an enriching and holistic experience. It enabled her to align learned academia in the context of day-today working and scheduling of an blooming industry ed-tech startup. She learnt to manage stakeholder communication across multiple lines of business operations as team lead and designed and developed strong relationship with them. During the later stages she got an opportunity to be the face of the organization by hosting the professionals for podcasts. She also gained profound insight into the importance of knowing the nuances of your product by indulging in sales, which subsequently helped her garner an immeasurable product immersion and self-confidence.



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Shruti Goel

Summer Internship Organization: Apps Deployet

Role: Business development intern

Shruti is a person who likes to explore new things and new places. She is a team player and can work efficiently in a team. Being a member of Infrastructure Committee, she was responsible to plan the recruitment process for juniors. She has good time management and leadership skills. Her nature to adapt to changes quickly and easily makes her unique amongst others. Also, her friendly nature makes her stand out in the crowd. Her passion is travelling and dancing. It has taught her the importance of coordination and balance in life.



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Shubham Yadav

Summer Internship Organization: ThinkThrough Consulting

Role: HR Intern

"My eight-week internship at TTC gave me a wide range of opportunities and experiences, which accelerated my learning process. I had a fascinating journey in the field of HR Consultancy, where several opportunities were provided to me to function autonomously, with every small effort being valued by my team. I was given the chance to work recruitment for client organisations and drafting proposals for HR advisory services, which enhanced my internship experience."



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Shubhojeet Dutta

Summer Internship Organization: The Leading Solution

Role: Marketing Intern

Being a dynamic and vibrant working environment, this experience taught him how to implement his learnings in the classroom in the real-life scenarios. Working closely with the customer base, analyzing their financial investments & future goals, thus suggesting customized insurance products, helped him gauge the insurance industry's market trends, understand the consumer buying behaviors and develop sales strategies based on valuable insights. As one of the phases of the internship mainly focused on sales, he has managed to bring in a decent amount of business to the firm and learned that having a proactive approach is very important during sales.



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Shukla Rudra Anilkumar

Summer Internship Organization: Leo Burnett

Role: Strategist

"When you reach for the stars, you might not quite get one, but you won't come up with a handful of mud either." - Leo Burnett

The very first day when he entered Leo Burnett's Delhi office, he could sense the feeling of creative expression, open and informal culture merely by looking at the colours and doodles sprawled out across the workplace. While working on PepsiCo's pitch, he got exposure to different jobs – primary and secondary research, insight mining, trend mapping, competitor analysis, creative- brief writing, and communication strategy concepts for various brands."



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Shuvayan Biswas

Summer Internship Organization: IIM Jammu

Role: Program Manager

Shuvayan's internship at Upscale was a wonderful learning experience and an essential milestone in his professional development. Upscale provided him with an inside look at corporate life and what it demands from MBA graduates. He worked on projects throughout the internship that helped him comprehend our country's design/Branding market landscape. He worked on various projects, including competitor analysis, market research, market analysis, content writing, SEO, Web Development, and Graphic Designing, which helped him better understand the industry. The internship also provided him with firsthand experience in marketing and strategy management.



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Siddhant Ramteke

Summer Internship Organization: Amura Marketing Technologies

Role: Account Manager Intern

My internship at Amura Marketing Technologies was a fulfilling experience. It gave me a chance to spearhead projects such as Force Gurkha, Inside AIML, BetterPlace, Shah Shivji Valji & Company to increase the brand awareness by using Email Marketing and CRM software. It served as a window into the world of digital marketing and gave me flavour of how large organizations work. Further, it imbued me with the knowledge of how the Indian startup ecosystem has evolved over the last two decades, in terms of promotion on social media marketing, PPC advertising, and email campaigns. Working on these multiple projects sharpened my research and technical skills. Finally, I learned how to perform well in high pressure environments, in this case, to meet tight deadlines and use new software.



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Siddharth Keshwani

Summer Internship Organization: Venture Catalyst

Role: Finance Relations Intern

Siddharth's internship with Venture Catalyst, India's No.1 Integrated Incubator firm that offers early-stage entrepreneur-financial investment, mentorship, and business networking, has been an enriching experience for him. His responsibilities as a finance intern were to target investors of the GCC and MENA region countries and facilitate funding for Indian startups in tier 2 & 3 cities. He has performed due diligence and analysis on potential investment targets to build solid investment propositions for the firm. He has screened, evaluated, and executed connection requests to big Family Houses, Venture capitalists, Angel Investors, and the CFO and CIO of Gulf Region Countries. This internship has taught him valuable insights about the Indian startup ecosystem adapting to the new changes in the global environment.



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Siddharth Rohan

Summer Internship Organization: ULTINITY PRIVATE LIMITED
Role: HR Intern

Siddharth is an optimistic and enthusiastic individual who is also a quick learner. His experience as an Intern was very enthralling. His prior work experiences helped him to do assigned duties more efficiently. Working as an Intern helped him in significant learning about the workings in the HRD department. He was assigned various projects to work upon and was responsible for shortlisting candidates for different job roles. He showed managerial skills in the college fest during his graduation. He is a sports enthusiast, and in his leisure time, he indulges in various games like Badminton, Cricket, Volleyball and Chess.



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Siddharth Singh

Summer Internship Organization: BAJAJ CAPITAL LTD.
Role: Wealth Management Intern

"Siddharth is a hardworking, ambitious, and composed personality. He is a very calm and active listener, and pays high attention to detail. He has a keen interest in Finance and wishes to make his career in the same domain. His internship with Bajaj Capital Ltd. was a great learning experience for him wherein he did extensive research on various mutual funds and advised clients on appropriate investments depending on client's risk tolerance and time horizon of their investment. He also reviewed and optimised clients portfolio depending on their financial goals, insurance needs and risk appetite."



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Sidharth Singh

Summer Internship Organization: PLUM BENEFITS PRIVATE LIMITED
Role: Program Manager - Marketing

The internship with Plum Benefits Private Limited will always remain the stepping stone to Sidharth's career in management. He got a chance to work as a Program Manager at insurance technology platform company Plum Benefits Private Limited where he worked in the Outbound Marketing Team. Extensive training in product pitching, building cadence and convincing prospective customers through various means helped him develop personally and professionally. It also helped him to improve his leadership skills and become a better team player. The whole experience taught him to think outside the box and relate the classroom learnings to real-life situations. Additionally, he works as a member of the Infrastructure committee at IIM Jammu.



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Simaran Malik

Summer Internship Organization: Realme
Role: Management Trainee

Simaran has long developed her interest in the marketing field and portrayed the same in Jio Creative Labs. She curated content strategies and worked on client pitches during the same. Going forward, her SIP in realme introduced her to the brand management and public relations aspect of the organisation. She was exposed to offline product launch events and media interactions during the same. Internship at realme gave her valuable insights into the PR and the smartphone industry. The learnings have a direct impact on her research capabilities and understanding the work that goes into a brand's positive image being portrayed across the internet.



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Soumya Mandal

Summer Internship Organization: VEDANTA RESOURCES LIMITED
Role: Finance Intern

As a finance intern, Soumya joined Bharat Aluminum Company, a division of Vedanta Resources Limited, for the summer internship. His eight weeks in the office were an enriching experience that gave him in-depth knowledge of India's mining and manufacturing sectors. He also developed his personality by interacting with the organization's most competent people and consequently learning about the corporate culture. As a finance intern, Soumya was tasked with conceptualizing the applicability of tax rates under the International Taxation Act and management reporting of the Growth Project-BALCO. Due to his internship at Vedanta, Soumya has been more interested in learning about the corporate world and focused on advancing the company and himself.



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Sourabh Agarwal

Summer Internship Organization: ANBAC ADVISORS
Role: Investment Banking Intern

Being an Investment banking intern, he got the front-end opportunity to work with various startups from different industries to assist them in fundraising. This internship has brought his classroom learning into practice. Interaction with Founders & CEOs of startups has given him insights into the startup ecosystem as he worked on several projects for them to develop financial models through DCF and relative valuation methods to project their future cashflows, arrive at the valuation and communicate their idea to investors through pitch decks. His work has assisted clients in getting the required funding from investors. Overall, this two-month summer internship has enhanced his skill set and equipped him to gain his first enriching financial corporate experience.



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Sourabh Kumar Panday

Summer Internship Organization: Riskcovry
Role: Marketing Intern

Sourabh is an inquisitive, creative and versatile person, constantly seeking new and exciting experiences. He did his summer internship as a Marketing Intern at Riskcovry wherein he managed the digital marketing campaigns and monitored the analytics of the company. His fascination for technology led him into doing many projects based on machine learning and DBMS. Being a team player as well as a leader, he has been instrumental in organizing various events in school and college. Possessing a flair for creativity, he likes to sketch and paint too. He is currently a member of the Corporate Communications Committee at IIM Jammu.



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Sourodeep Ghosh

Summer Internship Organization: Tata Motors
Role: Finance Intern

Sourodeep's experience at Tata Motors was very insightful and enriching. He analyzed the Indian Automotive Industry and identified the position of Tata Motors in the competitive landscape. As an intern in the Business Planning Unit(Finance), his main objective was to project sales and income for the next financial year and recommend methods by which the company could improve its profitability and investor relations. He suggested these methods by analyzing the financial ratios of the company and benchmarking them against a company with better financial strength in that sector. His findings from the study also helped him recommend a strategy that the company must follow to produce superior financial returns in the future.



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Sreelakshmi M

Summer Internship Organization: ULTINITY

Role: Business Development Intern

Sreelakshmi is an enthusiastic, self-motivated, and ambitious person with a never-give-up attitude. Her interests and prior academics are in the area of Accounting, Finance, and Financial Markets. Her stint as a Business Development Intern at Ultinity has aided her to improve her skills on market research and lead generation activities, which thereby has given her the confidence to step into the real-life business environment. During the internship period, she has connected 338 potential clients and has converted over 34 leads and was responsible for leading a team of three individuals to support the expansion of business at Ultinity. On the personal front, she is a nature-loving, adventurous person - prefers travelling the road not taken, actively engaged in Animal Welfare, and enjoys collecting & reading books. Sreelakshmi is an enthusiastic, self-motivated, and ambitious person with a never-give-up attitude. Her interests and prior academics are in the area of Accounting, Finance, and Financial Markets. Her stint as a Business Development Intern at Ultinity has aided her to improve her skills on market research and lead generation activities, which thereby has given her the confidence to step into the real-life business environment. During the internship period, she has connected 338 potential clients and has converted over 34 leads and was responsible for leading a team of three individuals to support the expansion of business at Ultinity. On the personal front, she is a nature-loving, adventurous person - prefers travelling the road not taken, actively engaged in Animal Welfare, and enjoys collecting & reading books.



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Srimasis Rout

Summer Internship Organization: OSR charitable trust

Role: Care Counsellor, Sales, and Marketing Intern

The internship experience has been enthralling and enriching. His internship at OSR charitable trust allowed him to interact with the customers directly and get a closer look at their demands and problems. It led him to gain empathy and helped him become a strong communicator. Before coming to IIM Jammu, he worked on multiple video games as a developer and publisher. It helped him develop good strategic thinking, decisiveness, and a vision for creating and implementing a roadmap for product development.



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Sundar V

Summer Internship Organization: Qure.ai

Role: HR Intern

Working with Qure.ai as a HR management intern helped him gain real time insights and experience on various facets of talent management and acquisition. He was primarily responsible for hiring and onboarding new talents while occasionally taking care of employee engagement and well-being. Even as an intern he was involved in various leadership discussions. This work culture of giving freedom and inclusion of all voices have imbibed him with confidence to achieve his goals and contribute beyond just the designated tasks. This has also helped him mould his communication skills in an unprecedented way as the nature of job required him to interact with multiple people within and outside the organisation.



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Suveik Kesar

Summer Internship Organization: IIM Jammu

Role: Product Management

Working at GoMechanic as a performance management trainee was a wholesome learning experience. I worked on different projects, giving me a clear idea of the corporate culture. I worked on exploring Google Ads, Twitter, and other social media platform to learn how SEO & SMO works. Moreover, the organization allowed me to suggest new ideas that can be used to design new marketing campaigns. Apart from this, I experienced the critical role digital marketing play in the business of today. I was able to gain real-time exposure to the corporate world through this milestone opportunity.



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Swati Yadav

Summer Internship Organization: GoMechanic

Role: Performance marketing Intern

Working at GoMechanic as a performance management trainee was a wholesome learning experience. I worked on different projects, giving me a clear idea of the corporate culture. I worked on exploring Google Ads, Twitter, and other social media platform to learn how SEO & SMO works. Moreover, the organization allowed me to suggest new ideas that can be used to design new marketing campaigns. Apart from this, I experienced the critical role digital marketing play in the business of today. I was able to gain real-time exposure to the corporate world through this milestone opportunity.



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“ Tanish



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Summer Internship Organization: BAJAJ CAPITAL

Role: Wealthpreneur Associate

Tanish is a finance enthusiast who wants to pursue a career in finance. He has a learning attitude and a zeal to become reputable and elite personnel in the field of finance. He has done his internship with "Bajaj Capital" as a Wealthpreneur Associate, where he learned about the Insurance and Mutual Fund Industry. He learned how to approach prospective clients and build a financial portfolio for them using industry insights to benefit the client and the company. Apart from the finance world, he likes to play badminton, football, and sudoku.

Tanishq Singh

Summer Internship Organization: BAJAJ CAPITAL

Role: Wealthpreneur

"Diligence, enthusiasm, and compassion are what defines Tanishq. He is known for his negotiation skills and critical thinking ability. The internship Tanishq completed with Bajaj Capital was very enriching. He was given the title of Wealthpreneur under the Wealthpreneur's Summer Internship Programme. He worked on developing and planning a marketing campaign to reach out to potential clients for the products and services offered by Bajaj Capital. He conducted and coordinated on various digital workshops with the target customers to propose a healthy investment strategy. Additionally, he developed financial portfolios for clients based on their capacity for risk taking. Finally, he learned how to perform well in high-pressure environments, in this case, to meet the high expectations of the client and the tight deadlines."



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“ Tanishq Tushar



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Summer Internship Organization: IBC CUBE PVT. LTD.

Role: MBA Intern

"Success is the sum of small efforts, repeated day in and day out." is the key upshot of Tanishq during his internship experience at IBC Cube. During the course of his internship, he worked to develop marketing strategies for possible expansion of the company in unexplored domains based on customers' perception and scope of the company's work. Working under a startup operating in the highly competitive IT sector has helped him in honing his analytical and decision-making skills along with some experience in the said sector."

Tanuja

Summer Internship Organization: THE LEADING SOLUTIONS

Role: Marketing Intern

"Accepting failures and success can only lead one to reach the goals of life" is the motto that keeps driving Tanuja further. Working as a marketing and sales intern under 'The Leading Solution' has been a very insightful and practical experience. Over this tenure, she was trained about the various sales and marketing strategies involved in the insurance sector. As a management trainee, she was responsible for increasing the revenue of the organization through sales conversion of insurance products which has allowed her to develop a holistic understanding of the business environment & the factors influencing the same. This internship helped her in understanding the marketing domain better with some real customer experiences which surely prepared her for the future.



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“ Tanya Juneja



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Summer Internship Organization: CRISIL

Role: Research Analyst

Tanya has interned with CRISIL as a Research Analyst, where she Performed Secondary research on Consumer Discretionary Industry including its market capitalization, market structure, sub-sector classification & the factors affecting its demand. Her project was based on Researching 3 consumer discretionary industries- Hotel, Apparel & Online Retail Industry comprising the business model, revenue drivers, key trends, and future risks in the industry. Based on research she Computed & analyzed the current valuation multiples of the Consumer Discretionary Industry. She is focused, passionate and persistent and currently serving as a placement coordinator at IIM Jammu

“ Tilakshaha Kangali

Summer Internship Organization: DUKES

Role: Marketing Intern

"Don't climb mountains so that the world can see you. Climb mountains so that you can see the world" - A simple inspiration that guides to get a better outlook on life. He is a Mechanical Engineer. He always strives for the highest quality in his endeavours, which encourages him to flourish as a better human being in every aspect. Interning with Dukes India was a wholesome and enriching experience for him. His project is in the marketing area involving competitor analysis for social media handles and market research for confectionery products. He communicated with multiple organizational stakeholders throughout his internship. Additionally, this internship exposed him to the dynamic corporate world, which will help him confidently join the workplace.



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Udit Gupta

Summer Internship Organization: SURETI IMF PVT LTD

Role: Sales & Marketing Intern

Udit was born and raised in Kanpur, Uttar Pradesh. He earned his bachelor's degree in Business Administration from Jagran college in Kanpur. After two years in the family business, He opted to pursue an MBA at IIM Jammu. His two-month summer internship with Sureti IMF was enlightening and instructive, and it helped him better understand his skills, weaknesses, preferences, likes, and dislikes. He had the opportunity to comprehend the topics he had been reading about throughout his internship, which solidified his learning process and improved his focus. During his internship, his mentor pushed him to be flexible, accept new challenges, and use his critical and creative thinking. The best part of his internship was getting to work on actual projects. While applying the concepts learned in MBA, He contributed to his live project's success, which gave him additional motivation.



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“ UNNAYAN PRASAD

Summer Internship Organization: Agile Capital Services

Role: HR strategist, TA and Management trainee

Unnayan has always been inclined towards mentoring and guiding people towards refinement. May it be complex decision-making, critical problem solving, or negotiating, he was always able to display the profound example of such skills. An amalgamation of such skills and character, Unnayan prasad has aspired to be a human resource manager. Acknowledging the words of Peter Schutz, "Hire character, train skill," he, while interning with Agile Capital services, guided and motivated the team to achieve the required performance.



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Utkarsh Puri

Summer Internship Organization: Artha Venture Fund
Role: Investments Intern

Working with prominent Venture capitalists of the industry has been the major highlight of my internship at Artha Venture Fund. The 10 week long internship with a micro-VC fund were full of new challenges and the learnings that came along with it. As a fresher, the exposure I got to the functions of a VC fund & the early-stage start-up ecosystem was colossal. From deal sourcing and evaluating startups to drafting investment memorandums and supporting portfolio companies, I worked on all crucial activities performed by the investments team of any VC fund. After analyzing more than 100 start-ups and researching 6 sectors extensively, I feel confident about applying the acquired skills and expertise in an organization going ahead.



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Utkarsh Singh

Summer Internship Organization: Havells
Role: Marketing Intern

Working with Havells as a Marketing Intern has been a great learning experience. It was a wholesome experience as the work assigned has helped him too exposed to the Customer loyalty program and Consumer behaviour. The result was quite intriguing as it involved thorough research of the company's core competencies, conducting consumer surveys with retailers and electricians using the Likert scale. And it was understanding the aspects of changing trends in the market. The findings from his work helped the company devise new strategies and an action plan for the company



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Vaibhav Singh Chaurasia

Summer Internship Organization: Agile Capital Services
Role: Sales and Marketing Intern

His internship at Agile Capital Services has taught him how to think differently and has given him first-hand experience in how real businesses work. It has been an enriching experience to work as a marketing intern under such experienced people who not only gave him the required training about generating revenue for the company, but also how to create an impact on a company's brand value. He was taught to think out of the box to create an impact - be it generating lead, contacting them or finally converting them. The second part of the internship included performing detailed research on any sector which gave him a real-life experience of the things that are taught in class and how things actually work at grass root level.



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Vanshika Garg

Summer Internship Organization: Zee Media Corporation Limited
Role: Marketing Intern

Her internship at Zee Media Corporation Limited was nothing less than a delightful learning experience under their digital marketing division. It was definitely a rollercoaster ride as she got to learn about different verticals of marketing in the media house. Also, she was exposed to marketing in international hospitality industry, where she worked on YOI Health Resort project. Working on this project sharpened her research and technical skills. This internship gave her flavour of how large media organisations work as she was fortunate enough to work with multiple teams like social marketing, performance marketing, digital marketing, website development team, OTA management, content creation team etc. Finally, she learned how to perform well in high pressure environments that polished her decision making.



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Vikas Yadav

Summer Internship Organization: The Leading Solutions
Role: Finance and Marketing Intern

"Hard work and self-confidence along with humility and gratitude are his life's principles. He is optimistic ambitious, hardworking, and quick learner. His Internship with The Leading Solutions as a Marketing & Finance Intern was concerned with studying Sales and Marketing Strategies of the Insurance Sector in India and improving the company's sales along with financial analysis and risks of public sector banks. As a fresher, he got the opportunity to understand many parts of the sales process, such as lead generation, conversion, etc., and he gained a better understanding of practical financial analysis of insurance sector. He educated the prospects, executed the surveys, analyzed the gaps, and then prepared a plan for bridging them. Furthermore, regular interaction and guidance from the management team helped him learn different approaches to solving unforeseen challenges."



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Viney Yadav

Summer Internship Organization: Propelld
Role: Business development intern

His internship experience at Propelld has helped him apply the classroom learnings to solve real life problems and given him the confidence to step into a real life business environment. He was assigned the role of business development intern, which required him to develop and improve the current sales cycle and provide recommendations about how Propelld can increase their reach. Every assigned task made him think, research, and then develop an idea or a solution. He has excellent interpersonal skills and is interested in learning about a new culture. He is pro active and loves to take initiatives. He is a calisthenics aficionado and an athlete who loves running marathons. Being an athlete, he knows how to stay focused and calm under pressure.



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Vipin Dharmik

Summer Internship Organization: The Leading Solutions
Role: Marketing and HR intern

"His internship at The Leading Solutions provided him an opportunity to explore multiple domains of business, his summer internship journey provided a beautiful opportunity to comprehend the unsaid behavior of people & market strategies, learn what customers and employees deal with and provide solutions for how to manage it. As future managers, it is crucial to be cognizant of real business problems for improving our skills and abilities. He is grateful for the set of diversified tasks which helped him to enhance his acumen further. It was a great learning on practical aspects of an organization's human resources and marketing strategies."



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Vishal Choudhary

Summer Internship Organization: ZILLIONITE
Role: Digital marketing intern

"Vishal Choudhary values determination and consistency. His summer internship experience with Zillionite has been more than exemplary. It required a lot of due diligence of the market and the companies core competencies. He had to work directly under the executive management team, understand their goals, strategies towards growth. Finally, he had to incorporate this information to develop growth this information to develop growth strategy with diversification, product development and market development tactics in place."



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Vishal kumar Kedia

Summer Internship Organization: BOSCH

Role: Operations Associate

His project, which focused on the agriculture sector, included market potential analysis, gap analysis, competitor analysis, and how Bosch can enter this market by working with the already-established players. The deliverables included recommendations for future business opportunities for BOSCH in the agriculture sector. BOSCH provided him a wholesome and enriching experience of working in a corporate environment. His time spent with the organisation added up to his technical expertise, with a strong focus on comprehending Macro and Micro indications of an Industry while trying to expand its portfolio. The tasks given to him were quite insightful and exposed him to many different facets of operations management.



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Sahil Yadav

Summer Internship Organization: Agile Capital Services

Role: Marketing & HR

Sahil's Internship at Agile Capital Services was a two month journey packed with learnings, experiments, challenges, exposure to corporate etc all in one go. By getting dual field opportunity and handling both of them with ease and even learning and developing even better problem solving skills, he has proved his mettle of managing workload and hence has expanded his horizon. Sahil's internship being in BFSI sector, he has developed a good considerable amount of this sector's working and its intricacies and not only this but has understood practically about consumer psychology and hence understanding many of the concepts of CRM practically. On the other side, while working as HR trainee, he was provided with project in which he had to prepare a report regarding work-life balance and this project gave him a whole new vision as to how one should take this concept of work-life balance seriously since it only increases individual's efficiency in all walks of life and not only in some. This wholesome internship experience will further help him for his future endeavours.



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Yash Aggarwal

Summer Internship Organization: TELERADIOLOGY SOLUTIONS

Role: Operations : Automation Architect

"Title: Case Allocation Automation, Teleradiology solutions receive upwards of 2000 cases per day. Each of these cases needs to be allocated to a specific radiologist or Technician based on their skill set, workload, and several other factors. While allocating a myriad of factors had to be taken into consideration such as patient history, age, case criticality, etc. An employee could at his/her best allocate these cases in under 2 mins and in total, a team of 24 employees worked on this domain. The organization was facing scalability, retention, and ownership issues. The automation project aimed to solve these issues by automating the process and thus enabling the organization to scale and use its human resources in better roles."



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Yash Lulla

Summer Internship Organization: BAJAJ CAPITAL LTD.

Role: Sales Intern

Yash is a self-driven guy who can easily adjust to new circumstances and produce reliable outcomes. He spent his summers as a sales intern at Bajaj Capital. Working as a sales intern under such seasoned professionals provided him with the necessary knowledge on generating revenue for the firm and how to influence a company's brand value. His 15 months of experience as an inventory manager at Kamlesh Brothers have improved his management and leadership abilities and have given him exposure to various fields of business. He is skillful when working with numbers; He is a great team player and an innovative individual. He enjoys travelling, playing cricket, and has a keen interest in social work.



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Yash Pahwa

Summer Internship Organization: SURETI IMF

Role: MANAGEMENT TRAINEE

Determined, ambitious, and meticulous are three things that define Yash. A student with a background in commerce, he had varied experience in internships across domains like marketing, branding, and finance. His internship at Sureti IMF was nothing less than a delightful learning experience. Working on Investment Analysis Project has sharpened his fundamental, technical and research skills. With his thorough investigation, he recommended some of the best stocks, ETFs, and mutual funds for the company's advantage. It was undoubtedly a rollercoaster ride because he had to develop prospects and leads for the company from scratch. He did all the tasks with utmost sincerity and used all the known social media platforms to accomplish the objectives. Finally, he gained experience dealing with customers and handling their queries regarding health insurance.



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Yash Shandilya

Summer Internship Organization: GROW JUNCTION

Role: DIGITAL MARKETING INTERN

Working as a Digital Marketing Manager for Grow Junction I was instrumental in developing and implementing social media strategy for LinkedIn, managing their YouTube channel, and editing YouTube podcast videos using Adobe Premiere Pro, Audacity, Handbrake, and Canva. During my internship, I understood various components of growth and got the opportunity to work closely with Cross-functional teams to fuel product adoption, develop GTM strategy, and launch products. I also got the opportunity to work as an Operations intern with the IO (Wi-Fi solutions) product manufacturing division of the HFCL group. I was involved in implementing a lean workspace and managing manufacturing operations of Access Points, P2P, and P2MP Unlicensed Band Radio at VVDN (a contract manufacturer) and procurement of electronic components.



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Yashesh Rao

Summer Internship Organization: Florence capital

Role: People and culture intern

"His internship with Florence capital included projects like Recruiting for 2 roles, working on a new idea called Athena International fellowship, Rewards and recognition Framework, Competency framework and Employee engagement event for 2 Sister organizations in Ed-Tech and Fin-Tech Space. He was given a lot of responsibility because it was start-up and it was a transformative experience working with HR team for the first time and applying the concepts he learned in class while learning new concepts on the job."



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YOGINDRE V PAI

Summer Internship Organization: SOULFLOWER

Role: Operations and Supply Chain Management

"Instilled with calmness, motivation, and resilience, Yogindre is a quick learner of new skills. He jumps to every possible opportunity that comes across his path, contributing to his involvement in national-level competitions, committees, and many different teams, giving him experience of being an excellent team player and a good leader. Operations, Supply chain, and Marketing are some of his fields of interest. His experience as a Summer intern with Soulflower has given him real life experience in the FMCG, in Beauty and Cosmetic products. His role was not restricted to merely operations and supply chain, but covered many departments of the company. Being an avid follower of technology, business and politics, he likes to keep himself updated. His hobbies include watching football matches, informative videos and playing strategy games online."



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Kishankumar Patel

Summer Internship Organization: MAGNIK INDIA

Role: Sales and Marketing

Kishankumar is an ambitious, hardworking, and composed personality with good listening skills. He believes that "opportunities don't just come by, you have to go to them." He was a sales and marketing intern at Magnik India, with firsthand experience in lead generation and making sales pitches. He attended the Gulfood Dubai 2k19 exhibition for export business. He is known for his reasoning and analytical skills. He was a leader of the team which got first prize at Kaizen-2k19. He is a quick learner and interested in games such as cricket and volleyball.



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“

Udit Chhabra

Summer Internship Organization: Plum healthcare Ltd.

Role: Program manager

A two month internship at Plum was a wholesome and enriching experience of closely working with the startup. Udit, worked with partnership based marketing team, and was managing the program to increase the onboarding of the startups. The organisation was open to all his suggestions and looked for the ways to implement it. Working on the project sharpened his research and technical skills. He learned how to work efficiently in the high pressure situation, in order to effectively meet the deadlines.



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BATCH PROFILE



COMPETITIONS WON BY STUDENTS OF IIM JAMMU

FinShiksha Learning Championship

Participants
Himanshu Shingne

Organised by
FinShiksha

Title Won
National Winner

Global Management Challenge

Participants
Midulaj Safreen, Pruthul Kamble, Suryanshi Gupta, Monisha M, Jitender Yadav

Organised by
Global Management Challenge - International Competition of Strategy and Management

Title Won
Top 54 Teams

Marketing Crusader 4.0

Participants
Faisal Jawed, Pranay Hajela, Simoni K. Dalal

Organised by
Indian Institute of Management Nagpur

Title Won
National Finalists

Global Management Challenge - World's largest Strategy and Management competition

Participants
Harsh Seth, Suryanshu Gupta, Harsh Matta, Nitika Marwah, Harshal Krishna

Title Won
National Finalists

E- Conjecture, Atharv 2020

Participants
Sonali, Swastika Singh, Vaishali Jain

Organised by
IIM Indore

Title Won
National finalist

DATASPRINT

Participants
Nitin Kumar, Ruchi Jain, Sai Naresh

Organised by
IIM Vishakapatnam

Title Won
Finalists

Prerana General Quiz

Participants
Faisal Jawed, Pranay Hajela, Simoni K. Dalal

Organised by
National Institute of Industrial Engineering (NITIE)

Title Won
National Finalists

VANS SNACKTHON

Participants
Midulaj Safreen, Pruthul Kamble, Suryanshi Gupta, Monisha M, Jitender Yadav

Organised by
VANS SKILLING

Title Won
TOP 10 national

Brain-a-lytics 3.0

Participants
Kritika Tyagi, Nitin Kumar, Srajan Singh

Organised by
IIM Nagpur

Title Won
Third Position

Business Analytics Competition - Cipher at NEEV'20

Participants
Nitin Kumar, Ruchi Jain

Organised by
SCMHRD, Pune

Title Won
National Winner

Digibytes, Vista

Participants
Prateek Jain, Darsana Dutta, Kritika Tyagi

Organised by
IIM Bangalore

Title Won
Qualified for finals

Mahayodha- Avenues 2020

Participants
Varun Kurichh

Organised by
Indian Institute of Management, Bombay

Title Won
national finalist

V-Guard Big Idea Business Plan Contest 2020

Participants
Faisal Jawed, Prateek Jain, Gunjan Sharma

Organised by
V-Guard

Title Won
National Finalists

Advectus - International Business Case Study Challenge

Participants
Ashish Sawant, Neha Sharma, Ridhika Dhir

Organised by
MDI Gurgaon

Title Won
National Winners

Ekatva - Business Transformation using IT, Operations and Strategy

Participants
Midulaj Safreen, Gowtham M , Kritika Tyagi

Organised by
IFMR Graduate School of Business

Title Won
Winners

BSE Finathlon

Participants
Jagriti Sharma, Vivek Sharma

Organised by
IIM Lucknow

Title Won
9th position

Vishleshan - The Analytics Event | Nisadya

Participants
Nitin Kumar, Ganesh P Nikam, Ayushi Singhal

Organised by
NIT Trichy

Title Won
9th rank

Global Management Challenge

Participants
Chandra Prakash, Kritika Tyagi, Saif Ali Khan, Sudhanshu Vadik, Rajat Saxena

Organised by
EFMD Global Network

Title Won
National Finalist

Global Management Challenge

Participants
Akash Soie, Prajwal Kangotra, Vritika Rastogi, Madni Moin Hasan

Title Won
Top 54 Team

Making the headline - PR Crisis Handling case study competition

Participants
Harsh Matta, Nitika Marwah

Organised by
IIM Nagpur

Title Won
2nd runner up



INDUSTRY INTERACTION



NAV SAMVAAD

SIMA Funds, Delhivery, Puma Group, Motilal Oswal, DCB Bank, Deloitte India, HUCO, Crescendo Global, Aditi Toys Private Limited, Hyundai Motors India Ltd., Aditya Birla Sun Life Mutual Fund, Standard Chartered, Ernst Young, Darashaw, GoAir, Relaxo, Thoughtworks, Boehringer Ingelheim, Britannia, Jio Studios, MergerWare, Havells, CoEmerge, Geolife, Lawyered, Rapido, Flipkart, Cisco, Udaan.com, Scrumstart, Cadila pharmaceutical Limited, DTDC Express Limited, Incedo Inc, Soci  t   G  n  rale GSC, Pepe jeans india Limited, AON, SP Growth Partners, Startup Lanes, Emami Ltd, Baker Hughes, Choithrams, MetLife, Bajaj Allianz General Insurance Company, State street hcl services, Routematic, Nexteer Automotive, Big Basket

MANAGEMENT CONCLAVE

Emami Ltd., JioDevelopers, TCS, AbInBev, celio India, BPCL, Modi Naturals, Syska Group, Cummins India, TATA POWER, CSG, Mphasis, Everest Group, Ebro India Pvt. Ltd., Adobe India, Schindler India Pvt. Ltd, LTI, Kimberly Clark India, Cimpres, EY, LocoNav, Reliance Jio, Kellogg Company, ACC, Britannia, Amazon, Mondel  z International, Infosys, Zee entertainment enterprises, Delhi Duty Free, Baskin Robbins, IBM, Iconic Fashion India, UltraTech Cement, Aditya Birla Group, Infosys, JSW Infrastructure, Edelweiss Financial Service Limited, DSM, FIS, Fortune 500 General Mills, Seclore, ZEISS Group, Zvest Financial Services, GE, Abbott, Mobikwik, TVS Supply Chain Solutions Limited, HUL, Apollo International. Ltd, Johnson Controls, Pernod Ricard India

HR CONCLAVE

Informatica India, V- Mart Retails Ltd, Siyaram Silk Mills, Lifestyle International Pvt. Ltd, L&T NxT, Maruti suzuki india ltd, Naukri.com, Vivo, Piramal Pharama, Hero MotoCop, Mphasis, Grant Thornton, Dr Reddy's Laboratories, Virtusa, Cipla, Bennett Coleman, Boehringer Ingelheim, Nexus, Allcargo Logistics Ltd, Reliance, Hyundai, Virtusa, Paytm, TCS, Skyscanner, DarkMatter LLC, Clariant, RB Singapore, Johnson controls-Hitachi, ValeurHR, LAPP Asia Pacific, CBLD Center, Dabur, DTDC, Google

| Designation | Nav Samvaad | Management Conclave | HR Conclave |
|-------------------------|-------------|---------------------|-------------|
| CXO/CEO/COO/CMO/Partner | 16 | 9 | 8 |
| Director | 10 | 10 | 6 |
| VP | 8 | 3 | 12 |
| Manager | 31 | 30 | 37 |



NAV SAMVAAD



IIM JAMMU IN MEDIA



LEADER'S SPEAK



Understand the WHY of every job, as it automatically eases out the HOW and WHEN process.

Marulasidda MC
Country Head- Human Resources
Nexteer Automotive India



Inculcating empathetic values apart from just encouraging inclusivity.

Rashid Eqbal
Manager- Advisory Finance and Operations
KPMG Saudi Arabia



Trusting employees is the key to motivate them

Kaustav Chakravarthy
Executive Director- Global Human Resources
Johnson Controls- Hitachi Air Conditioning

Exposure should not be restricted to culture.

Ify Iyadi
Human Resource Manager
Tolaram Group



Talent sustainability is a major challenge nowadays. Employee knowledge creation should be adopted to overcome the challenges in future

Mohammed Haffejee
Head of HR- Middle East & Africa,
Clariant



ALUMNI TESTIMONIALS

Ruchit Kevadiya, BATCH04

IIM Jammu has imparted many valuable things in me over the two years including academic excellence, clear vision, greater confidence and ethics. IIM Jammu possesses beautiful campus, fruitful courses, dedicated and friendly faculties, colorful culture, and diverse and lovely batchmates. IIM Jammu has great academia-industry connection to provide practical business knowledge and placement support. IIM Jammu has much more in it and here i tried to use only more accurate and closer adjectives.

Associate solution advisor, Deloitte USI

Sourav Sandeep Pattanaik, BATCH02

As I studied in the 2nd batch and we were being mentored by IIM Lucknow, the professors were excellent and the knowledge you get from them helps you in your professional careers. As you have lived in a highly competitive environment for 2 years in your MBA it helps you to excel in highly demanding situations in corporate world. I loved the winters in Jammu. The campus was very small when I studied, but it had a beautiful lawn and loved every bit of the beautiful campus

Project and Strategy Manager, Reliance Retail

Madhumanti Banerjee, BATCH02

IIM Jammu - When I stepped into this place, I was unknown to what an amalgamation of hope, despair, joy, and happiness would look like! We hear it quite often that every moment, every struggle in an MBA college is a part of your learning! It is what you learn beyond the classroom lectures that adds up to your growth. Sounds cliched right? We have learnt it too but in the most unique way - it is how we managed to have food inventory in place even in the toughest of days, it is how we have concentrated on our assignments and quizzes with the beauty of the city trying to distract us, it is how we started learning the basics of marketing with branding our own college. Needless to say, we had some of the world class classroom teachings available for us - within and beyond the boundaries of India! IIM Jammu is a reality that still feels like a dream! From the best of friends to the best of moments - I, now have it all. Not to forget the convocation day, when I was on Cloud nine while receiving the PGP Chairman's Bronze Medal from the erstwhile Honble. Governor of J&K - Mr. Satya Pal Malik.

Product Manager, HCL Technologies

Simran Verma, BATCH03

IIM Jammu did not only provide me with a platform to develop a varied set of skills but also a platform to interchange ideas with diversified pool of people. Starting from the intellectual batchmates to the eminent personnels from different domains and industries, each one of them gave some valuable insight that has enriched my thought process. The international exposure through IIP at ESCP Berlin gave me an hands on experience to diversity and inclusivity. Moreover, it gave me a better understanding of organisations and business acumen in an international level. The last two years at IIM-J has brought out a fine personality in me by enhancing my knowledge, and confidence. At the same time, the place has taught me to be humble whatsoever. I will preserve and cherish all the learnings (professional as well as personal) from my stay at IIM-J throughout my life. I will always be indebted to the Institute for all my future endeavours.

Executive Assistant, CEO Office, Tech Mahindra

Aniket Sharma, BATCH01

With great tags come great responsibilities. Being in the pioneer batch made my fear of placements go away and all I needed was full focus on the field I admired the most, data science. Despite being a below average performer in most of the subjects, I had offered a job during a guest lecture. IIM Jammu (faculty, beloved batchmates and juniors) boosted my confidence to believe in my goals and achieve them. Special thanks to Prof. Neerja Pande, Anadi Sir and late Ajeet Sir their guidance helped shape my personality.

Risk Analytics Manager, Axis Bank

Mohammed Anees KP, BATCH04

For me, IIM Jammu is not just about academic improvement, but holistic improvement. There is difference like day and night between the person who stepped his foot at the campus on July 10, 2018 and the person who left the campus on March 31,2021. My tenure as the Vice President of the Students' Council helped me to explore myself and thus identify the skills which I'd earlier overlooked. Also, my experience as an admissions committee member helped me a lot during my placement process at GUVI, which is an EdTech company and the learnings that I'd gained by dealing with the aspirants acts as the guide when I deal with the customers today. Late night project works, exam preparations, presentations, being a core team member of our first annual fest and successfully pulling it off alongside my IIM Jammu family are some of my fondest memories at IIM Jammu.

Business Development Executive, GUVI

ABOUT JAMMU CITY

Jammu is an important administrative division of Union territory of J&K. It consists of several districts such as Doda, Jammu, Kathua, Ramban, Rajouri, Reasi, Poonch and Samba. Most of the land in Jammu city is hilly with mountain ranges. Jammu city also includes the very popular Pir Panjal range. This range separates Jammu city from Kashmir valley. Jammu city is also known as Jammu-Tawi.

Jammu city is the second-largest city of the state in terms of growing urban agglomerations and in the race of booming infrastructure.



HOW TO REACH

Jammu is the largest city in the Jammu Division and the winter capital of the Union territory of J&K, situated on the banks of the Tawi River.



IIM Jammu campus is just 20 mins away (5 Kms) from Jammu city airport. It has daily direct flights from Srinagar, Delhi, Amritsar, Chandigarh, Mumbai and Bengaluru.



BY RAILWAY

Jammu is a very well connected city. Jammu Tawi is the nearest railway station. It is just 15 mins away from the IIM Jammu.

Scan for
Directions



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