



PGPSM

Post Graduate Programme in
Sustainable Management

PLACEMENT
BROCHURE

Class of 2017

*"We cannot choose between economic growth and sustainability - we must have both."
- Paul Polman*

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*This is our world,
a common world.
Everybody should
feel a common
responsibility.*

-Ban Ki Moon

Message from the DIRECTOR



The dynamics of global and national businesses are increasingly being influenced by sustainability concerns. In the last two decades, as societies and businesses have become more aware about environmental degradation and climate change, more emphasis is being given on the understanding of associated socio economic implications and sustainable development, which are vital for businesses and societies alike. Social, economic and environmental sustainability have become an integral part of business strategy with businesses increasingly aligning their vision and operations to global sustainability goals as well as to vision of the geographies in which they are present. The changed business environment, evolving domestic and global policies and regulations are forcing companies to deal with a multifarious stakeholders, often with conflicting demands and interests.

As companies try to understand, evaluate and take action on issues that can affect the triple bottom line, they are now seeking qualified individuals who understand the integrated societal, environmental and business concepts of sustainability. To cater to this need of business and society, IIM Lucknow has launched a two year full-time post graduate programme in sustainable management (PGPSM) from 2015. PGPSM is the first two year programme offered from Noida Campus of IIM Lucknow. Needless to say, the selection criteria and the academic curriculum remain as robust and rigorous as our other post graduate programmes.

It gives me immense pleasure and pride to present our inaugural batch of PGPSM. I cordially welcome you to participate in the placement process.

Dr. Ajit Prasad

Message from the PROGRAM CHAIR (PGPSM)



Greetings from IIM Lucknow community and thanks for reposing continuous faith in us for the last 31 years! I approach you to further reinforce this trusting relationship.

IIM Lucknow has always been proactive in responding to dynamic industry needs for well-trained talent. The institute continuously strives to align the curriculum of existing academic programmes and is always on the lookout for introducing new programmes, keeping in view the ever increasing level of volatility, uncertainty, complexity and ambiguity of the business environment. In the last two decades the business paradigm all over the world has witnessed a radical shift. Due to increased awareness in the society about environmental degradation, climate change, and socio-economic implications of unprecedented corporate power, nation states have forced businesses to mould their business strategies to align with national and global Sustainable Development Goals. At the same time, evolution of voluntary norms and proactive steps taken by some industry associations have brought sustainability agenda to the forefront of business strategy. Businesses are under tremendous pressure to internalize the costs hitherto passed on to various stakeholders in the production system, thereby increasing the cost of production. Business management philosophy is moving from shareholder value creation to stakeholder value creation, which means managing diverse and oftentimes conflicting stakeholder expectations. In the changed business environment, sustainability initiatives cannot remain at the periphery; these have to be at the core of all strategic decisions a business firm makes.

Realizing that the new management paradigm will need business leaders and managers who not only possess sound knowledge of management functions but also have skills and capabilities to deal with sustainability challenges, IIM Lucknow took the lead and launched a full-time two year Postgraduate Programme in Sustainable Management (PGPSM). The uniquely designed PGPSM curriculum with extensive coursework, live projects, and interaction with industry leaders has transformed the talented, bright and experienced students through a perfect blend of general management skills and deep understanding of business sustainability concepts and issues. Well qualified and experienced faculty of IIM Lucknow has been successful in inculcating much sought after traits like discipline, sincerity, dedication and compassion in these students.

I am confident that students of PGPSM batch of 2015-17 are ready to take any responsibility in their onward journey from here. I welcome you to partner with us in their journey.

Prof. Sushil Kumar



Message from the
PLACEMENT CHAIR
PGPSM Placements

Increased awareness on environmental degradation and climate change has led to emergence of sustainable management as an integral part of business, government and society at large. Government of India in its initiative to support the cause have introduced several policies and regulations with a focus on preserving environment, promoting green and renewable energy and making corporate social responsibility (CSR) mandatory for companies. These recent developments have led businesses to increasingly allocate resources, change systems and processes which contribute to economic, environmental and social dimensions of sustainability and look for suitable managerial talent who can understand, evaluate and promote sustainable business practices.

With an aim to cater to this emerging and pressing need of business and society at large, IIM Lucknow has launched a two year full-time post graduate programme in sustainable management (PGPSM) from June 2015. This program is contemporary and unique in its approach and content. PGPSM is the third two year post graduate programme offered by IIM Lucknow and maiden one from its Noida Campus. The Noida campus also offers one-year post graduate programme for executives and executive doctoral program.

I take great pleasure in introducing the first batch of PGPSM and welcoming you as partner in our journey of building world class talent and jointly contribute to building sustainable societies.

Prof. Sourindra Bhattacharjee



Message from the
FACULTY COORDINATOR
PGPSM Placements

I am delighted to welcome you to the final placements of the inaugural batch of PGPSM. Over the last eighteen months the PGPSM students have gone through various courses, participated in various business and social events and competitions at national and global levels and interned with some of the best known names in Indian corporate, social and environmental sectors. The students are currently working on projects, under Integrated Project, with close to a dozen organizations, in topics as diverse as solar energy, sustainable supply chain, energy analytics, sustainability measurement frameworks, education and green marketing.

The previous work experience of the students, their past academic qualifications, their current grounding in sustainability and other management subjects and their exposure to various aspects of business sustainability gives me ample confidence that the students are ready to enrich organizations and society alike. I proudly welcome you all to participate in the first final placement process of the inaugural batch of PGPSM and look forward to forging a lasting relationship.

Prof. Kalyan Bhaskar

About
PGPSM

Post Graduate Programme in Sustainable Management (PGPSM) is a two-year full time program offered by IIM Lucknow. It is one of the three two-year post graduate programmes offered by IIM Lucknow and the first one to be offered from its Noida campus. PGPSM is the first sustainability focused post graduate programs offered from the Indian Institutes of Management (IIMs) and one of the very few such programs offered in India.

In addition to conventional business dimensions of finance, marketing, operation and human resource management the program focuses on

1. **Systematic linkages among economic, social and environmental challenges**
2. **Critical perspectives on policy institutions**
3. **Analysis of policy and regulatory framework for businesses**
4. **Facilitating change management**
5. **Assessment of environmental, social and corporate governance**

Candidates for PGPSM are selected through a rigorous selection procedure consisting of performance in CAT exam, past academic and extra-curricular record, written ability test (WAT), and personal interview. The program mandates a minimum work experience of 2 years.

PGPSM is designed to produce leaders and managers who are instilled with the principles of inclusive growth and are sensitive to the social, environmental and financial attributes of business and society. It equips students with a holistic perspective of the skills required to combat the challenges of operating in a volatile and dynamic environment.

Why Recruit from PGPSM

Sustainability

Business environment has become increasingly volatile and there is a need within businesses to understand the importance of investing in a long term strategy towards sustainable development. The agenda of sustainability in most organizations has transformed from being considered a cost center to a revenue centre. The PGPSM programme intends to groom its participants into competent and dynamic managers to drive these centres.

Diverse industry background

The class of PGPSM comes with diverse industry backgrounds namely from energy, manufacturing, mining, consulting and IT. It provides a platform for individuals from often contrasting facets of the professional ecosystem to interact and gain from each other's perspective towards various stakeholders, organizational challenges, business decisions and their response to the same.

Robust selection process

Students undergo a rigorous selection process to qualify for PGPSM program of IIM Lucknow. Students are shortlisted for WAT/PI with appropriate weightage allotted to CAT percentile, 10th, 12th and graduation scores. In addition to the above, PGPSM mandates a minimum work experience of 2 years.

Global perspective

The curriculum of PGPSM is designed by incorporating the global perspective of sustainability and the challenges faced by businesses worldwide. IIM Lucknow has also been promoting interaction with the global academic community by designing, developing and implementing international programmes with partner business schools across the world. Our students and faculty regularly participate in global interaction forums like conferences, symposium, conclaves and exchange programmes.



"You cannot change your future, but, you can change your habits, and surely your habits will change your future"
-Dr APJ Abdul Kalam

PGPSM Curriculum

The PGPSM curriculum focuses on inculcating a holistic perspective to solve the problems that industries could encounter in the near future. It extensively deploys case study methodology to infuse analytical thinking. Regular industry visits and guest lectures by industry practitioners ensure that the students are abreast with the developments in the industry. Integrated projects during second year provide an opportunity for the students to implement the skills and techniques developed during the course of academic interaction.

The International Immersion program gives PGPSM students an opportunity to gain exposure to sustainability policies and initiatives in nations that are leaders in this area. The course structure of PGPSM is rigorous and provides equal emphasis to both conventional management topics as well as specialized courses on sustainability right from the first term.

The focus shifts more towards exploring sustainability in detail through well designed compulsory courses in Terms IV & V, and elective courses in Term VI. Course Structure is as below:

Term 1	Term 2	Term 3	Term 4	Term 5	Term 6
				Integrated Project	
Managerial Economics	Communication for Sustainable Management	Environmental and Resource Economics	Externalities and Externalities Trading	Lifecycle Management	Business Sustainability: Strategies, Leadership and Management
Principles of Sustainable Management	Macroeconomic Environment	Business Certification for Sustainability	Social Entrepreneurship	Sustainability: Measuring & Reporting	Financial Inclusion and Microfinance
Quantitative Analysis for Management	Creativity and Innovations for Designing Sustainable Solutions	Basic Decision Making Techniques for Sustainable Management	Research Methods for Sustainable Management	Stakeholder Analysis and Management	Sustainability and Corporate Valuation and Restructuring
Accounting for Sustainable Management	Financial Decision Making for Sustainable Management	Designing Sustainable Organizations	HRM for Sustainable and High Impact	Environment and Social Risk Analysis and Management	Marketing Strategy and Sustainability
Human Dimensions of Sustainability	Systems Thinking	Information Systems	Sustainable Supply Chain Management	Public Policy Processes and Institutions	Environment and Social Development Consulting
Behavior in Organizations	Environmental Law and Policy	Understanding Consumer Behavior			Sustainable IT Strategies
	Sustainable Marketing Concepts	Strategic Management			
	Operations Management				

International IMMERSION

The concept of sustainability mandates a 'Glocal' perspective which includes an in depth understanding of localized risks and challenges as well as a unified global strategy to strive towards holistic development. The international immersion module sensitizes the participants towards the best practices and robust administrative structures which exist in countries like Sweden and Denmark which are considered pioneers of sustainable development. A two week sojourn in world renowned institutions like Linnaeus University, Aalborg University and Copenhagen Business School is aimed at enriching the experience of a meaningful immersion.

The rigorous academic schedule is highly complemented with a conscious and deliberate industry interaction with experts from organizations such as IKEA of Sweden, Dong Energy and Rockwool which are considered to be Industry benchmarks for sustainability in their respective sectors. Moreover, the participants actively engage with local municipal bodies and citizen groups who are often instrumental in bringing about behavioural changes in society towards sustainable living. The programme also creates a platform for cultural exchange among participants and the local community.



Leadership Talk SERIES

Prominent Speakers

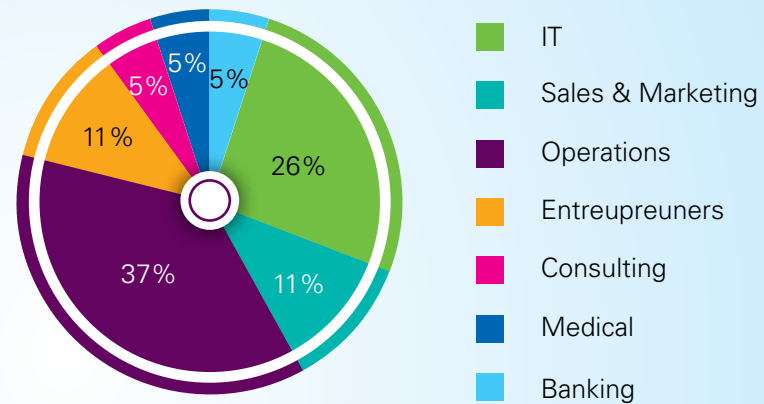
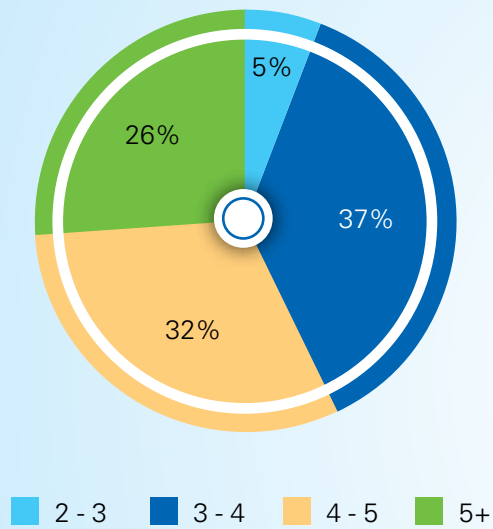
Mr. S Venkateswaran	Chief - Tata Sustainability Group, Tata Group
Mr. Sudipta Das	National Leader and Partner, Climate Change and Sustainability Services, Ernst & Young
Mr. Surojit Bose	Director at PwC, Environmental Services
Mr. Manpreet Singh	Director at KPMG, Climate Change, Sustainability and CSR Services
Mr. Sachin Joshi	Director at CII-ITC Centre of Excellence for Sustainable Development
Mr. Arvind Mahajan	Counsel to CEOs and Boards (Partner & National Head Energy, Infrastructure & Govt; Senior Independent Director on KPMG Board)
Mr. Tapan Singhel	MD & CEO, Bajaj Allianz General Insurance Group
Mr. Amit Singh	Director, PwC Advisory
Mr. S N Sahoo	Joint Secretary, Rajya Sabha
Dr. Mritunjay Chaubey	Global Vice President – Environment & Sustainability, UPL
Mr. Himadri Banerji	MD, EcoUrja, Member of McKinsey Executive Panel
Mr. Vibhav Nuwal	Director and Co-founder at REConnect Energy Solutions
Mr. Vinod K Kala	MD and Founder, Emergent Ventures India
Mr. Vikas Mehra	Program Director, HSBC Hong Kong
Mr. Anshu Gupta	Founder and Director, GOONJ
Mr. Vivek Malewar	Manager Trust & Safety, Google
Prof. Sudhanshu Rai	Faculty, Department of Innovation, Copenhagen Business School
Mr Venkatesh Valluri	Chairman, Valluri Technology Accelerators & Valluri Change Foundation



PGPSM BATCH PROFILE at a Glance

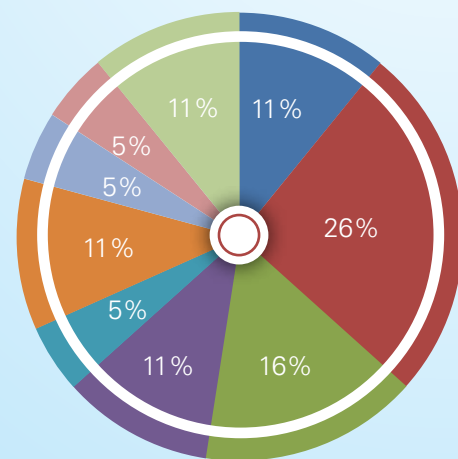
Years of Experience

Functional Area



- IT
- Sales & Marketing
- Operations
- Entrepreneurs
- Consulting
- Medical
- Banking

Summer roles offered



- Energy Analytics
- Carbon Management
- Smart Cities
- Policy Making
- Sustainable Marketing
- Waste Management
- Green Finance
- Green Supply Chain
- Social Capital Valuation

PGPSM Class of 2017 STUDENTS' PROFILES



Students' PROFILES

AAKASH GUPTA

EXP: 5 Years 6 Months

Previous employer(s) – Capgemini, Quality System, Infosys

Role(s) – Senior Consultant, Software Engineer



**B.E. (E&C),
Rajasthan University**

Aakash has 5.5 years exp. in Consulting, Project Management & Service Delivery; a Global Semifinalist in Energy mgmt. competition by Schneider Electric; did Freelance Consulting on Carbon Emission & waste mgmt. and has expertise in Sustainable Marketing, Energy mgmt., Carbon mgmt. & GRI Reporting.

Key Skills – Strategy & Consulting, Product Management, Public Policy, Energy & GHG Management, Stakeholders Negotiations, Risk Management, Customer Acquisition & Relationship management

Summer Internship – Mahindra & Mahindra

Evaluated Hospitality sector & developed Carbon Neutrality Plan as per standards PAS2060, GRIHA & HCMI encompassing Financial Modeling, Competitor Analysis, Renewable Energy policies & Risk management.

Integrated Project – Mrida Group

Strategizing FMCG Product development, Marketing, Policy & standard adherence in Indian & Overseas Mkt.

ADITYA PANDHARE

EXP: 5 Years

Previous employer(s) – Adani, Sunny Construction, FoodbyMood

Role(s) – Senior Engineer, Project Coordinator, Marketeer



**B.Tech (Civil
Engineering),
NIT Warangal**

Apart from an exceptional career in Contract Management and Construction, Aditya also has a passion for new technologies and is a Stack Web Developer. A synergist in the team, he is easy to mingle with new people and loves to write. He also actively represents his class in sports like soccer.

Key Skills – Business Analytics, Vendor Development, Contract Management, Construction, Project Management, Python, Django Webframework, HTML, CSS3

Summer Internship – Confederation of Indian Industries

Improved and added to questionnaires with respect to different sustainability indicators through extensive research for 'Sustainable Plus' label awarded by CII to top 5 companies in each sector in BSE

Integrated Project – Mrida Group

Developing corporate level strategies, financial models and cost efficient supply chain for growth.

Students' PROFILES

AKHIL ROKADE

EXP: 5 Years

Previous employer(s) – BizAstral Technologies

Role(s) – Software Instructor, Co Founder



**B.E. (IT), UIT,
Barkatullah University,
Bhopal**

Within 5 years, Akhil trained hundreds of students for Oracle Certification. And In the process built BizAstral into one of the fastest growing start-ups in Bhopal. He has expertise in waste management, green marketing and GRI reporting. He is resolute, determined and quick learner.

Key Skills – Training and development, Project management, Waste management, Marketing strategies, Financial analysis

Summer Internship – SWEEP Enviro Pvt.Ltd.

Akhil Designed financial modelling & marketing plan for the new product launch, conducted feasibility study of solid waste management plants, worked on HR policy formulation

Integrated Project – Mrida Group

Strategizing Impact tourism model for rural tourism & strategizing market place for village products.

ANITHA C

EXP: 6 Years

Previous employer(s) – Ingersoll Rand, PRA Health Sciences

Role(s) – Senior Software Engineer



**B.Tech (IT),
Prince Shri
Venkateshwara
Padmavathy
Engineering College,
Affiliated to Anna
University, Chennai.**

Anitha has an ability to work in agile environment, engaging all stakeholders enabling mutual trust. She demonstrates quick learning of domain knowledge by balancing techno-managerial skills. Inspired by sustainability, she is passionate to take up projects which bridges economy, ecology and equity.

Key Skills – Scrum Master, Team Management, Agile Methodology, Programming

Summer Internship – Mahindra & Mahindra

Formulated Carbon Neutral plan with financial analysis for Tech Mahindra. Proposed short term and long term strategy by engaging all stakeholders. Documented methods for setting TechM's 'Science Based Targets'.

Integrated Project – ITC Infotech Business Consulting Group

Developing an Energy Analytics tool based on operational parameters for resource optimization in Hotels.

Students' PROFILES

ANUP DANGAICH

EXP: 3 Years 11 Months

Previous employer(s) – NBC Bearings, SAIL

Role(s) – Engineer



B.E.
(Production),
BIT Mesra

Anup has gained multifarious experience while working under various capacities in manufacturing sector. He has done projects of renewable energy, energy efficiency and waste management. His strength in bringing disruptive thoughts helped him to win global competition like Crisil Young Thought Leader & Wipro Earthian.

Key Skills – Strategy & Consulting, Project Finance, Operations & Supply Chain, Resource Efficiency, Carbon & Waste management.

Summer Internship – Mahindra & Mahindra

Developed short and long term Carbon neutral plan for Steel business of Mahindra. Applied concepts of EP-100, RE-100, strategy and finance and carbon management to design the same.

Integrated Project – NTPC Ltd., GIZ

Determined tariff for various combination of Solar Projects.

Designing resource efficiency framework for Automotive Industry Industry.

Students' PROFILES

DEBABRATA CHOWDHURY

EXP: 4 Years 9 Months

Previous employer(s) – Coal India Limited

Role(s) – Assistant Manager



B.Tech. (Mechanical),
NIT Rourkela

Debabrata has 4.75 years of experience in the area of operations and maintenance and had acted as a functional head cum lead auditor across units in Coal India. He was also a core committee member of IMS in Coal India. A WIPRO EARTHIAN'15 winner, a photography lover and a passionate table tennis player.

Key Skills – Quality Auditing, Operations and Maintenance, GHG baseline strategy development development

Summer Internship – Cairn India Limited

Developed GHG baseline scenario, Carbon Disclosure Project & suggested sustainability initiatives

Integrated Project – Sterling and Wilson Pvt. Limited

Designing KRA matrix for the key responsibilities of the company.

CHANDRASHEKAR KUMAR

EXP: 5 Years 10 Months

Previous employer(s) – Tata Teleservices,BSNL

Role(s) – Graduate Engineer Trainee,Junior Telecom Officer



B.E. (ECE),
BIT Sindri

Chandrashekar has developed sustainable Marketing strategies for waste water technologies,PPP model of solid wastes and HR policy for SWEEP Enviro. He has an experience in Telecom,specializes in CRM,project, Network management and has interests in energy,green supply chain and waste management.

Key Skills – CRM,customer acquisition,Telecom network management,waste water management,HR policy formation, Financial analyst of PPP model of solid waste management

Summer Internship – SWEEP Enviro Pvt. Ltd.

Developed marketing strategies for Integrated waste water technology,analysed and proposed financially viable PPP model of solid wastes management and formulated HR policy for SWEEP Enviro.

Integrated Project – ITC Infotech Business Consulting Group

Developing an Energy Analytics tool based on operational parameters for resource optimization in Hospitals.

DEEPANJAN DATTA

EXP: 3 Years 7 Months

Previous employer(s)–Atos India, Iksula Services, WebEngage

Role(s) – Software Developer, Assistant Manager - Sales, Customer Success Manager (LATAM and EMEA regions)



B.Tech. (Electrical),
NIT Durgapur

Fellow, winner, finalist, presenter at international and national societies, conferences and competitions (including Global One Young World Ambassador). First author of international case study on sustainable business. Experience in B2B sales and marketing and sustainable solutions for businesses and Smart Cities

Key Skills – Sales, Negotiations, Enterprise Account Management, Client Relationship Management, Sustainable Business Solutions (Energy, Waste, Water)

Summer Internship – Valluri Technology Accelerators

Worked on solutionizing for Smart Cities. Worked on market sizing, market penetration, financial modeling and sales. Worked in energy, water, waste and transportation verticals.

Integrated Project – Saizen Global Consulting

Developing a corporate social responsibility (CSR) index for Indian corporates.

Students' PROFILES

DHRUV MALIK
EXP: 3 Years 6 Months

Previous employer(s) – Chhabra Castings Pvt. Ltd.
Role(s) – Manager, Operations



**B.Tech. (Chemical),
IIT Delhi**

Dhruv – one of the 100 globally felicitated Leaders of Tomorrow in 2016, Wipro Earthian 2015, Winner of National Olympiads & Gold Medalist in school – has served as an Operations Manager prior to MBA. Meticulous and determined, he has rich experience in RE Finance, Clean-Tech Strategy & Smart-Urbanization.

Key Skills – Project Management, Project Finance, Operations, Clean-Tech Innovation, Report Writing, Public Policy, Strategy and Consulting

Summer Internship – Azim Premji Foundation

Worked at \$9.5B Endowment Fund on financial modeling of Solar and Wind Power Investments, calibrated to State and Central policies. Presented an investment proposal to the Chief Endowment Officer.

Integrated Project – Softbank Energy

Innovation, financial analysis & strategy for Hybrid Solar Power Projects and Electric Vehicles in India.

ANMOL DUPARE
EXP: 4 Years 10 Months

Previous employer(s) – Indian Oil Corporation Ltd.
Role(s) – Assistant Manager- Technical Services, Operations



**B.Tech. (Chemical),
NIT Nagpur**

Anmol is a National Energy Auditor & Manager certified by Ministry of Power, Govt of India. He has worked in Indian Oil, has domain knowledge in Petroleum Industry, Energy Conservation, Carbon Management, Planning and Operations. He was involved in audits, negotiations, project execution and event management.

Key Skills – Energy Auditor, Carbon Management, Planning and Operations, Negotiations, Team Management, Event Organization, Training and Mentoring

Summer Internship – Mahindra & Mahindra

Developed short term, long term strategy for Mahindra & Mahindra to achieve Carbon Neutrality. It was formulated with consideration of Carbon Management, Renewable Energy, Finance & other Stakeholders.

Integrated Project – Saizen Global Consulting

Developing a corporate social responsibility (CSR) index for Indian corporates.

Students' PROFILES

GOURAV ROY
EXP: 3 Years

Previous employer(s) – Snapdeal, TaxiForSure, AxisRooms
Role(s) – Software Engineer, Senior Software Development Engineer



**B.Tech. (Computer
Science & Engg.),
IIT Guwahati**

Gourav has worked with Snapdeal and TaxiForSure at their early stages. Experienced in scalable models for e-businesses, he is interested into business sustainability. He is currently studying the Indian edtech startup ecosystem for the World Bank.

Key Skills – Product Development, Team Management, Knowledge Analytics (Megatrends, Consulting)

Summer Internship – The Boston Consulting Group

Was part of a \$250million project identifying the world and India megatrends that are reshaping business opportunities across the globe.

Integrated Project – The World Bank Group

Writing a case study for The World Bank Group (Education Practice Area) on ICT education in India.

JAYAKARTHIKEYAN E M
EXP: 4 Years 7 Months

Previous employer(s) – Tata Consultancy Services
Role(s) – Information Technology Analyst, Systems Engineer



**B.E. (ECE),
New Horizon college
of Engineering,
Visvesvaraya
Technological
University, Bangalore**

Jay is a multifaceted individual who has rich experience in Project Consulting and software product development. Equipped with superlative people management skills and leadership abilities, he is an ideal candidate for infusing behavioral change in ecosystems committed to sustainable development

Key Skills – Strategy & Consulting, Project Management, Crisis Management, Product Development (Software Development Life Cycle), Client Relationship Management

Summer Internship – Tata Sustainability Group

Responsible for design and execution of 'Tata Sustainability Month'-a global group initiative spreading across 100+ operating entities. Evaluated an indigenous industry specific risk assessment metric.

Integrated Project – Mrida Group

GTM strategy for FMCG and E-commerce projects, brand management including augmentation of virtual presence.

Students' PROFILES

KAMALDEEP SAHU

EXP: 5 Years

Previous employer(s) – CSC, HCL
Role(s) – Engineer, Senior Specialist



**B.Tech
(Communication &
Computer Engineering)
The Laxmi Nivas Mittal
Institute of Information
Technology, Jaipur**

Kamaldeep has an expertise in Business development and solutions for smart cities in India. Currently involved in projects with various state governments and has developed consulting and negotiation skills. A flexible and hardworking team player who likes to stretch boundaries and accept challenges

Key Skills – Business development (Smart cities), Disaster management, Team management, New recruitment, Solid Waste management, Project management

Summer Internship – Valluri Technology Accelerators

Developed new business solutions and proposals in the area of air, water, waste, transport and healthcare for the smart cities. Determined market size, business development for smart city projects.

Integrated Project – Valluri Technology Accelerators

Business development for smart cities in North India and forging new partnerships in the partner ecosystem.

Students' PROFILES

SAGAR SRIJAN JOSHI

EXP: 4 Years 3 Months

Previous employer(s) – ICICI Bank
Role(s) – Branch Operations Manager, Client Service Manager



**B.Tech. (Computer
Science and
Engineering), FET,
Gurukul University,
Haridwar**

Sagar has worked with leading Indian companies for developing their sustainability strategies and has assisted the coveted National Voluntary Guidelines committee for guidelines updation. He has 51 months of experience in banking with focus on client management. An effective team player and a sports enthusiast

Key Skills – Sustainability Strategy, Carbon Footprinting and Management, Public Policy, Client Management, Relationship Management, Audit and Compliance

Summer Internship – Mahindra & Mahindra

Developed Carbon Neutrality plan for Mahindra's integrated city and Steel services business. Included financial and strategic feasibility of the plan along with its implementation structure.

Integrated Project – Tata Sustainability Group

Developing sustainability strategies, frameworks and risk maps for Tata group companies.

NIKHIL ABRAHAM

EXP: 3 Years 10 Months

Previous employer(s) – Power Grid Corporation of India Limited
Role(s) – Engineer, Construction and Maintenance



**B.Tech (Electrical),
NIT Allahabad**

Nikhil has encountered plethora of challenging scenarios at POWERGRID and achieved his predetermined targets through meticulous planning. Author of an IEEE paper and Harvard Conference (HPAIR) delegate, he has garnered substantial experience in energy domain and wishes to progress in consulting area.

Key Skills – Project Management, Renewable financing, Problem solving, Crisis management

Summer Internship – Wipro Earthian (CSTEP)

Analyzed existing Rooftop PV installations in Bangalore and financial implications for various scenarios. Proposed policy recommendations and designed a policy roadmap for Bangalore Electricity Supply Company.

Integrated Project – ITC Infotech Business Consulting Group

Developing an Energy Analytics tool based on operational parameters for resource optimization in Power Plants.

SHASHANK KUMAR SINGH

EXP: 4 Years 10 Months

Previous employer(s) – Tata Motors
Role(s) – Assitant Manager in Supply Chain/Vendor Development, Territory Sales Manager.



**B.Tech. (Mechanical),
NIT Durgapur**

Shashank, a Vedanta Scholarship holder, has experience in supply chain & marketing. He has worked with leading Indian companies to develop sustainable supply chain strategies. He successfully handled project to establish rural sales channel in a state. He was among finalists in BPCL case study competition

Key Skills – Sustainable supply chain strategy, Sustainable strategy, Vendor Management, Rural Marketing, Team Management, Negotiation and Stake holder Management

Summer Internship – Wipro Corporate

Sustainability assessment of Wipro Supply chain (India & Middle East business) for contract workforce. Developed framework to map risky suppliers & audit, Mapped material issues & provided recommendation

Integrated Project – Tata Sustainability Group

Developing sustainable supply chain strategies, framework to map & mitigate risk for Tata group companies

Students' PROFILES

SHRUTI JINDAL

EXP: 2 Years 11 Months

Previous employer(s) – GreyB Research Pvt. Ltd.

Role(s) – Team Lead



B.Tech. (Metallurgical and Materials Engineering), IIT Roorkee

Shruti has experience in Consulting and Business Development. She is currently involved in providing technology solutions for Smart Cities, working with different stakeholders. Gold Medalist in Mathematics and has developed various mathematical frameworks. She is a quick learner, fond of travelling and basketball.

Key Skills – Project Management, Intellectual Property (IP) Asset Management, Team Building, Landscape Analysis, Portfolio Analysis, Competitive Analysis, Litigation Analysis

Summer Internship – Valluri Technology Accelerators (VTA)

Built solutions for VTA in the area of waste, water, pollution, traffic and healthcare to address Smart City challenges. Developed market launch strategy and represented VTA at 2nd Smart City India 2016 Expo.

Integrated Project – Valluri Technology Accelerators (VTA)

Involved in business development – adding companies to the partner ecosystem and pitching to clients.

VANDANA GAUR

EXP: 3 Years

Previous employer(s) – Root Care Dental and Oral Health Clinic

Role(s) – Junior Assistant



Bachelor in Dental Sciences, King George Medical College, Lucknow

Vandana Gaur, a dentist & a climate enthusiast, is currently working on policy intervention with IIMB. She is a “Wipro Earthian” winner and global semi-finalist in “Schneider Electric-Go green in the city” challenge. She interned on rainwater harvesting & volunteered for national literacy mission.

Key Skills – Crisis Management, Stakeholder Management

Summer Internship – Wipro Earthian (Biome Environmental Solutions)

She has five projects to her credit, which includes rain water harvesting plan for government schools and IIMB, water sampling for a lake and study of biodiversity of a lake.

Integrated Project – IIM Bangalore

She is working on “Impact of social policy on health equity” and Policy intervention along with IIMB

Students' PROFILES

VIKASH KUMAR

EXP: 3 Years 11 Months

Previous employer(s) – NTPC Ltd.

Role(s) – Assistant Manager



B.Tech. (Electrical), IIT (ISM) Dhanbad

Vikash has led Project and Operations teams in various verticals of power sector; coordinated with transmission-distribution agencies, designed policies and done financial modelling for the solar projects. He was among the national finalists of two case study competition sponsored by WOO and BPCL.

Key Skills – Strategy, Finance, Operations & Project Management, Energy Management, Resource Efficiency

Summer Internship – Wipro Earthian (CSTEP)

Did financial modelling of RTPV projects & scenario analysis of its penetration on the retail rates of electricity to recommend optimum feed-in tariff policy for Bangalore Electricity Supply Company.

Integrated Project – NTPC Ltd., GIZ

Evaluation of NTPC renewable business model.

Designing resource efficiency framework for C&D Industry.

Industry Association through Internships and Projects

Wipro Earthian Softbank Energy
 Cairn India Mahindra World Bank
 NTPC ITC Infotech Tata Sustainability Group
 Valluri Technology Accelerators Wipro
 Sweep Enviro Boston Consulting Group Saizen
 AzimPremji Foundation Sterling and Wilson



PGPSM final PLACEMENTS

Institute conducts Rolling Recruitment Process for students pursuing the Post Graduate Program in Sustainable Management. The Rolling Recruitment Process is designed to ensure that both the students and the recruiters make informed career choices and recruitment decisions respectively. The Student Placement Committee handles the entire placement process, which includes corporate interactions, pre-placement processes and activities during the placement process under the supervision of the Faculty coordinators.

PRE-PLACEMENT TALKS

The Pre-Placement Talk (PPT) enables companies and students to interact with each other. The representatives from companies share key aspects of their firm, work environment and growth opportunities. A typical PPT session is scheduled for 60 minutes followed by a 15-minute-long Q&A session. This year companies can plan to visit the Noida campus for pre-placement talks from 10th November, 2016 onwards.

APPLICATION AND SHORTLISTS

In response to job descriptions floated by companies, interested students apply through the Placements Office, managed by the Student Placements Team. A detailed resume is submitted by the students as part of the application process. On the basis of student applications, companies are required to send shortlists to the Placements Office at least a week prior to their final placement interviews.

PLACEMENT INTERVIEWS

The final placement process is conducted over a period of time beginning from 1st of December. Companies are encouraged to visit the campus for conducting the placement process. Companies can also take advantage of our state-of-the-art video conference facilities and interview rooms in case if they are unable to visit the campus. Companies are requested to inform the Student Placement Committee their travel plan in advance in order for the committee to make necessary hospitality arrangements.

OFFERS AND ACCEPTANCE

Company can make an offer to the student after the final interview. For an offer to be valid, it should include details of role, location, remuneration and other relevant terms and conditions required by the candidate to make a decision. The offer is communicated by the company to the Placements office, which in turn communicates it to the selected student. The acceptance of an offer is governed by placement rules of PGPSM which are framed at the beginning of the academic year and may vary from year to year.

IMPORTANT DATES

Pre-Placement Talks for the current batch commences from **10th November, 2016 onwards**

Final interviews start from **1st December, 2016 onwards**

About IIM LUCKNOW

The institute was set up in 1984 with a vision to be a preeminent centre of excellence, generating and imparting knowledge in management and providing socially conscious and globally relevant thought leadership. It is due to such aspirations that IIM Lucknow is the only IIM that provides post graduate programmes in Management, Agribusiness Management and Sustainable Management.

To expand its area of influence in the realm of management education, IIM Lucknow became the first IIM to set up a second full fledged residential campus in Noida, in 2005.

IIM Lucknow – Programmes:

POST GRADUATE PROGRAMMES

1. PGPM: The Post Graduate Programme in Management is designed to develop professional managers with strong conceptual fundamentals and skills required to manage businesses of the future, while giving them the vision to determine what the future will be.
2. PGP-ABM: The two-year Post Graduate Programme in Agribusiness Management is a full-time residential course designed to develop agribusiness leaders, entrepreneurs, and intrapreneurs with vision, competence and appropriate attitude for promoting/growing agribusiness and agro-based enterprises with a strong international orientation.

3. PGP-SM: Post Graduate Programme in Sustainable Management (PGPSM) is a two-year full time, residential programme being conducted by IIM Lucknow at its Noida campus. It is designed to help managers develop an ethos of environment and social responsibility of businesses and equip them with holistic thinking and skills to handle varied sustainability challenges in a dynamic and unpredictable environment.

POST GRADUATE PROGRAMMES FOR EXECUTIVES

1. WMP: The Post Graduate Programme in Management for Working Executives is a uniquely designed programme for working executives, entrepreneurs and professionals, who desire to enhance their managerial knowledge and skills through formal management education, while continuing to work full time in their ongoing professions/businesses.
2. IPMX: The International Programme in Management for Executives is designed for mid/senior level professionals, to prepare them for leadership roles. The programme is designed to develop business education that is grounded in the Indian and international business environment.

One Institute TWO CAMPUSES

For over three decades, IIM Lucknow, one of India's best management schools has been a torchbearer in providing holistic, transformative and ground-breaking learning. It possesses the unique distinction of being the first IIM to have two separate campuses dedicated to its flagship programs. The sprawling Noida campus hosts the two-year full time Post Graduate Programme in Sustainable Management and one year full-time residential IPMX whereas the Lucknow campus caters to the two-year PGP.

It is for the first time that a two-year full time PGP is being offered from the Noida campus. Operational since 2007, the campus has been successful in establishing itself as a place of repute providing its students with opportunities to not only learn and network but also to reforge and rejuvenate.

Both Noida and Lucknow campuses hold the privilege to share the same diverse and distinguished faculty portfolio, with a rich and consistent mix of the best academicians and industry veterans. Due to its proximity to the industries in Delhi NCR, Noida campus has fostered several corporate alliances and has had the opportunity to have engaging discussions from industry veterans and organizations from different walks of life.

Other prominent programs hosted at IIML Noida campus are IPMX (International Programme in Management for Executives), EFPM (Executive Fellow Programme in Management) and WMP (Post Graduate Programme in Management for Working Executives).



Faculty PROFILES

AGRI-BUSINESS MANAGEMENT

Jabir Ali
Master's and Ph.D. (AMU, Aligarh)

Kriti Bardhan Gupta
Fellow (IIM Ahmedabad)

M.K. Awasthi
Ph.D. (G. B. Pant University of Ag. & Tech)

Sanjeev Kapoor
Ph.D. (G. B. Pant University of Ag. & Tech)

Sourindra Bhattacharjee
Fellow (IIM Ahmedabad)

Sushil Kumar
Ph.D., SSHRC Postdoctoral Fellow (Univ. of Toronto)

BUSINESS COMMUNICATION

Neerja Pande
Ph.D. English (Lucknow Univ.)

Payal Mehra
MBA, Ph.D. (Lucknow Univ.)

Roshan Lal Raina
Ph.D. (Sagar Univ.), Fulbrighter (Syracuse University, NY, USA)

BUSINESS ENVIRONMENT

Chandan Sharma
M.A. (Applied Econometrics), Ph.D (Economics)

D. Tripathi Rao
M.Phil.,(CDS, JNU), Ph.D. (Univ.of Mumbai)

Debdatta Pal
Fellow (IIM Ahmedabad)

Hrushikesh Panda
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K.G Sahadevan
Ph.D.(Eco), Univ. of Hyderabad

Kaushik Bhattacharya
Ph.D., M. Stat. (Indian Statistical Institute)

Sangeeta.D.Misra
Ph.D.(Eco), IIT Kanpur

Sanjay Kumar Singh
Ph.D. (IGIDR, Mumbai)

BUSINESS SUSTAINABILITY

Kalyan Bhaskar
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Shamama Afreen
FPM/Ph.D, MBA, M.Sc.

Sushil Kumar
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DECISION SCIENCES

Abhijit Bhattacharya
M.Sc. (Stat.) Lucknow Univ., Ph.D., IIT Kharagpur

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M.Sc., Berhampur Univ; PG.Dip, Ph.D., IIT Kharagpur

Garima Mittal
Ph.D (Delhi University), M.Phil (Univ. of Roorkee)

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Ph.D (Statistics), IIT Kanpur

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FINANCE AND ACCOUNTING

A. Vinay Kumar
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PhD (IIT Kharagpur),MMS (Finance), M.Com (Utkal Univ.)

Vikas Srivastava
PhD (Business Administration), MBA (Finance)

Vipul
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LEGAL MANAGEMENT

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Punam Sahgal
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