

Atharva Institute of Management Studies

Activity / Event report

Name of Event/Title	: Know your Specialization
Resource person	: Mr. Tanuj Poddar
Organization	: Beam Outsourcing Services
Designation	: Founder
Contact no.	: 9820462885
Email ID	: tanujpoddar@hotmail.com
Date(s) of conduction	: 30 th August 2024
Class / Sem	: MMS SEM III (Batch 2023 – 2025)
Faculty coordinator	: Dr. Reena Poojara, Prof. Ketan Sutaria & Prof. Kajal Desai
Student coordinator/ committee	: Ms. Suhasi Jain and Mr. Susmit Bhagat

DESCRIPTION

Objectives:

- To provide an overview of the different specializations available within the MBA/MMS program, such as Finance, Marketing, Human Resources, Operations, and others.
- To help students explore the career prospects, job roles, and industries associated with each specialization.
- To guide students in identifying their personal interests, skills, and strengths and how these align with the specializations offered.
- To present current industry trends, demands, and the future scope of various specializations, helping students understand the potential growth in each field.
- To equip students with strategies and frameworks for making informed decisions when choosing a specialization.
- To assist students in evaluating how each specialization can contribute to their long-term professional aspirations and career development.

Key Takeaways:

1. Alignment with Career Goals

The session emphasized the importance of aligning specialization choices with long-term career goals, personal interests, and strengths. The students were encouraged to assess their current skill sets and how different specializations would enhance or complement them.

2. Overview of Specializations Offered

The session provided an overview of the specializations available to MBA/MMS students, such as Marketing, Finance, Human Resources, Operations, IT, and more. This has helped students understand the scope, career prospects, and industry demand for each specialization.

3. Industry Trends and Market Demand

Speakers shared insights on industry-specific trends, job opportunities, and evolving skill requirements. The students were able to understand which specializations are in high demand in the job market based on global and local economic changes.

4. Long-Term Career Path Planning

The long-term career growth trajectory for each specialization was discussed, giving students a better understanding of how their choices would shape their future careers. It emphasis was also placed on continuous learning and professional development, beyond just the MBA program.

5. Internship and Placement Opportunities

The students received insights on how the choice of specialization impacts internship opportunities and the kind of projects students will be exposed to. The speaker also discussed on discussion on placement statistics, preferred recruiters for different specializations, and salary expectations.

Learning Outcomes:

1. Identify Key Insights

Students will be able to identify and summarize the key insights shared during the "Know Your Specialization" session, particularly regarding the different specializations available in the MBA-MMS program.

2. Analyze Career Paths

Students will be able to analyze the career opportunities and industry trends associated with each specialization, enabling them to align their personal career goals with relevant specializations.

3. Evaluate Personal Interests and Strengths

Students will be able to evaluate their own interests, strengths, and aspirations in the context of the specializations discussed, making informed decisions about which specialization suits them best.

4. Compare Specialization Options

Students will be able to compare and contrast the various specializations based on factors such as job market demand, skill requirements, and personal career objectives.

5. Develop an Action Plan

Students will be able to develop an action plan for further exploration of their preferred specialization(s), including relevant coursework, internships, or certifications to enhance their expertise in the chosen field.

Profile of Resource Person

TANUJ PODDAR



About Me

Goal-oriented and driven business professional with more than 20 years of extensive experience in the BFSI industry, possessing the relevant skills required for the creation, development and implementation of business strategies and strategic marketing direction of the company in order to meet corporate objectives. Proven track record in establishing strategic partnerships and expanding market reach.



98204 62885



tanujpoddar@hotmail.com

WORK EXPERIENCE

Beam Outsourcing Services (Founder) (June 2021- Present)

- Developed customized Corporate training solutions and end-to-end execution of training through CSR mandates.
- Developed the service roadmap, revenue model and go-to-market strategies.

Freelance Training and Consultant (Nov 2018- Till Date)

- Create and execute customized training sessions (Sales, Financial literacy, career development, mock interviews etc.) for a large diaspora of audiences including employees, students, self-employed, etc.

AIIM EduSys Pvt Ltd (Co-Founder and Executive Director) (Aug 2010- Nov 2018)

- Built the education and training business grounds up Conceptualized, developed and launched the course in Post Graduate Certificate in Banking providing 120 hours+ training including placement assistance with top Banks & NBFCs.
- Spearheaded Operations including handling admissions & training development.
- Successfully placed over 2,000 students

Bharti AXA Life Insurance Co Ltd (Jan 2008- Aug 2010)

- Partnering with prospective Bancassurance partners.
- Data Mining and analysis, Liaise with Legal and Operations department, Development and implementation.

HDFC Standard Life Insurance Co Ltd (Sept 2006- Jan 2008)

- Channel Development and Regional Marketing initiatives, Initiating Consumer Contact Programs.

ICICI Prudential Life Insurance Co Ltd (March 2004- Sept 2006)

- Relationship management, Organizing Product and Process Training.

LANGUAGE

- English
- Hindi

CERTIFICATIONS

NISM (National Institute of Securities Market) – Mutual Fund Distributors Series V-A.

NISM (National Institute of Securities Market) – Securities Markets Foundation Series XII

SEBI SMART Trainer

EXPERTISE

- Product Development
- Business Development
- Marketing and Sales
- Critical Thinking
- Leadership
- Mentoring

EDUCATION

B COM (2001)
Bachelor of Commerce

CSJM (Kanpur) University

MMS (MARKETING) (2004)
Masters in Management Studies

Mumbai University

FLYER OF THE EVENT



ATHARVA INSTITUTE OF MANAGEMENT STUDIES

(Affiliated to University of Mumbai, Approved by DTE & AICTE)

GUEST SESSION on **KNOW YOUR SPECIALIZATION** by



MR. TANUJ PODDAR

Founder of Beam Outsourcing Services &
Freelance Training and Consultant

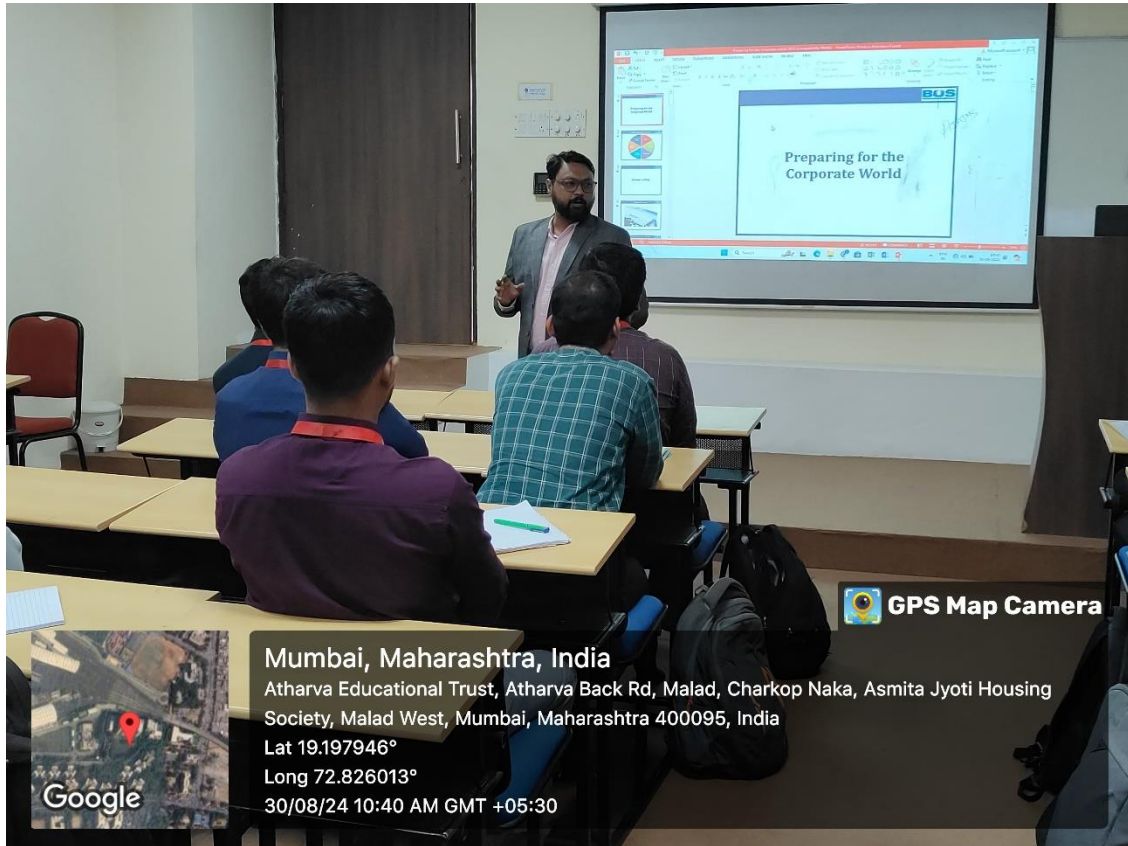
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30th August, 2024

TIME
10:30 am Onwards



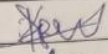
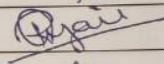
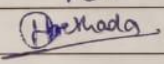
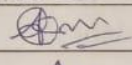
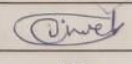
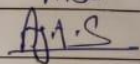
Class Room 2, Phase 3, Atharva Institute of Management Studies, Malad

GEO-TAGGED PHOTOS





Attendance sheet with signature

ATHARVA INSTITUTE OF MANAGEMENT STUDIES		
MMS Sem- III - Attendance Sheet - Batch - 2023 - 2025		
Specialization - Finance		
Know Your Specialization		
Date : 30th August, 2024		
Roll No.	Date	10.30AM - 12.30PM
	Name	Signature
A-2	Agrawal Komal	 ABS
A-6	Berde Sakshi	ABS
A-8	Bhandarkar Shreya	ABS
A-9	Bhat Rudra	ABS
A-10	Bobade Arpit	ABS
A-13	Preeti Dodhwani	ABS
A-15	Gharat Riya	ABS
A-18	Jadhav Mitali	ABS
A-19	Jain Rutwik	 ABS
A-21	Juthani Jay	ABS
A-23	Kangutkar Pallavi	Pallavi
A-26	Madhawani Shivam	ABS
A-28	Malpure Harshada	 Harshada
A-29	Mane Kunal	Kumar
A-30	Mhatre Ankita	 Ankita
A-31	Mule Pratik	ABS
A-32	Nawandar Vivek	 Vivek
A-35	Patil Karan	ABS
A-37	Pawde Krishna	ABS
A-38	Priya Premkumar	ABS
A-42	Raut Janhavi	ABS
A-44	Salunke Pranoti	ABS
A-45	Salvi Varun	ABS
A-46	Sayyed Wasim Abbas	ABS
A-52	Shirke Nayan	ABS
A-53	Shiroor Ajit	 Ajit
A-58	Srikanthan Mukundan	ABS

A-59	Survase Roshni	<u>R</u>
A-60	Surve Neha	MBs
A-61	Tamkhane Pankaj	MBs
A-62	Thombare Chaitanya	C.B. Thombare
A-64	Vartak Divya	<u>Divya</u>
A-66	Wala Mansi	MBs
A-67	Yadav Suvansh	<u>Suvansh</u>
B-2	Akhare Vaibhav Shrikrushna	VA...
B-4	Arwari Vaishnavi Deepak	<u>Deepa</u>
B-7	Bajaj Hritik Rajiv	H. Bajaj
B-9	Bedekar Varad Arvind	<u>Varad</u>
B-11	Bhise Vaibhav Suresh	<u>Vaibhav</u>
B-14	Chitroda Mansi Bimal	MBs
B-17	Ghia Aakash Lalit	MBs
B-20	Hartalkar Ashutosh Sunil	<u>Ashutosh</u>
B-21	Jain Khushi Kishor	MBs
B-23	Jaiswal Rohit Madan	<u>Rohit</u>
B-24	Kadu Yash Shivaji	<u>Yash</u>
B-28	Kapure Sushmita Vinayak	<u>Sushmita</u>
B-30	Khedekar Pranita Pramod	MBs
B-36	Mulik Chetan Dilip	<u>Mulik</u>
B-37	Mungad Kajal Mahesh	<u>Kajal</u>
B-43	Patel Nishita Chetan	MBs
B-45	Pawaskar Abhishek Rajan	<u>Abhishek</u>
B-49	Raut Amit Dnyaneshwar	MBs
B-53	Shivade Sampada Vinod	<u>Sampada</u>
B-54	Shree Sphurti Shashank	<u>Sphurti</u>
B-58	Talwadekar Rohit Vilas	<u>Rohit</u>
B-59	Thakre Yash Arun	<u>Yash</u>
B-60	Thakur Unnati Upendra	<u>Unnati</u>
B-62	Vartak Anushree Ajay	MBs
B-63	Waghe Pranav Vilas	<u>Pranav</u>

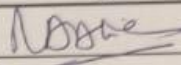
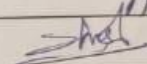
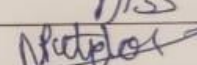
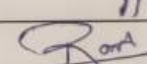
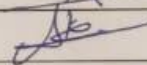

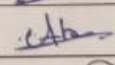

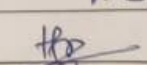
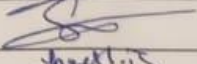
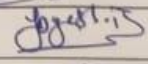
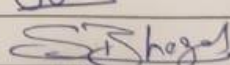

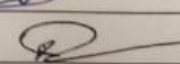
ATHARVA INSTITUTE OF MANAGEMENT STUDIES

MMS Sem- III - Attendance Sheet - Batch - 2023 - 2025

Specialization - Marketing

Know Your Specialization

Date : 30th August, 2024

Roll No.	Date	10.30AM - 12.30PM
	Name	Signature
A-3	Ahire Nikhil	
A-4	Badgujar Sankar	ABS
A-5	Bane Shubham	ABS
A-7	Bhandari Vishal	(W)
A-11	Choudhary Parvi	ABS
A-14	Doiphode Trisha	ABS
A-16	Govindwar Prathmesh	ABS
A-17	Jadhav Mansi	ABS
A-20	Jain Suhasi	
A-22	Kachave Sahil	Saha
A-24	Khune Shreyas	ABS
A-34	Patidar Nainish	
A-39	Rana Aayusha	ABS
A-40	Raut Adesh	
A-41	Raut Alkesh	
A-47	Shah Krushi	ABS
A-51	Shinde Ramprasad	
A-54	Shirwadkar Sameer	Sameer
A-56	Sirsath Abhishek	
A-63	Thorve Mukund	
A-65	Wakale Ashish	ABS
B-5	Ayare Hrushikesh Ravichandra	
B-6	Badgujar Swapnil Narendra	
B-8	Bansode Yogesh Prakash	
B-10	Bhagat Susmit Sahebrao	
B-15	Gadhawe Niraj Vinayak	
B-22	Jain Sakshi Kantilal	
B-27	Kamthe Sahil Mohan	ABS
B-29	Khankar Aditya Ganesh	ABS

B-32	Mandlik Khushi Nanabhau	(P)
B-33	Maurya Anubhav Ashok	ABS
B-34	Meshram Ghanshyam Sitaram	(Setha)
B-38	Musale Vaibhav Satish	CS
B-39	Naik Shruti Vijay	Pratik
B-42	Pareek Nisha Bajarang Lal	ABS
B-46	Petkar Vaishnavi Ramkrushna	ABS
B-47	Pharakate Shubham Satappa	SH
B-48	Prajapati Rahul Manherlal	ABS
B-50	Sankhe Mansi Narendra	SH
B-51	Sawant Kshitija Vinod	Xisav
B-52	Sharma Tejas Gopal	Te
B-55	Shukla Sopan Dinesh	ABS
B-57	Singh Saurabh Santosh Kumar	ABS
B-61	Tiwari Harsh Sanjiv	SH
B-64	Wankhede Ayush Sanjay	SH

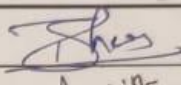
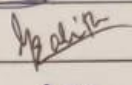

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2012
2013

2014
2015
2016



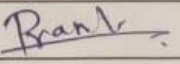


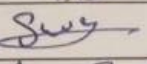
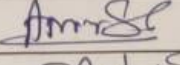
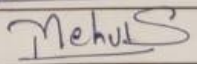







2017
2018
2019

2020
2021

ATHARVA INSTITUTE OF MANAGEMENT STUDIES**MMS Sem- III - Attendance Sheet - Batch - 2023 - 2025****Specialization - Systems / IT****Know Your Specialization****Date : 30th August, 2024**

Roll No.	Date	10.30AM - 12.30PM
	Name	Signature
B-12	Bhogle Kaustubh Vidyadhar	
B-19	Gurudu Sahith Haridas	
B-26	Kajrekar Rutvik Govind	

ATHARVA INSTITUTE OF MANAGEMENT STUDIES**MMS Sem- III - Attendance Sheet - Batch - 2023 - 2025****Specialization - Operation****Know Your Specialization****Date : 30th August, 2024**

Roll No.	Date	10.30AM - 12.30PM
	Name	Signature
A-1	Achalkhamb Deep	
A-12	Dhere Ankur	
A-25	Kukudkar Pranali	
A-33	Pagare Pratik	
A-36	Pawar Sushant	
A-43	Salame Swapnil	
A-48	Shaikh Amin	
A-49	Sharma Mehul	
B-1	Ahire Pankaj Dharmapal	
B-3	Akulwar Prathmesh Sunilrao	
B-18	Gorivale Ashwin Narayan	
B-25	Kadwadkar Prafulla Ganesh	
B-44	Patil Aniket Nagoji	
B-56	Singh Devendra Sukhviri	
B-66	Yadav Charu Devendra	

ATHARVA INSTITUTE OF MANAGEMENT STUDIES

MMS Sem- III - Attendance Sheet - Batch - 2023 - 2025

Specialization - Human Resource

Know Your Specialization

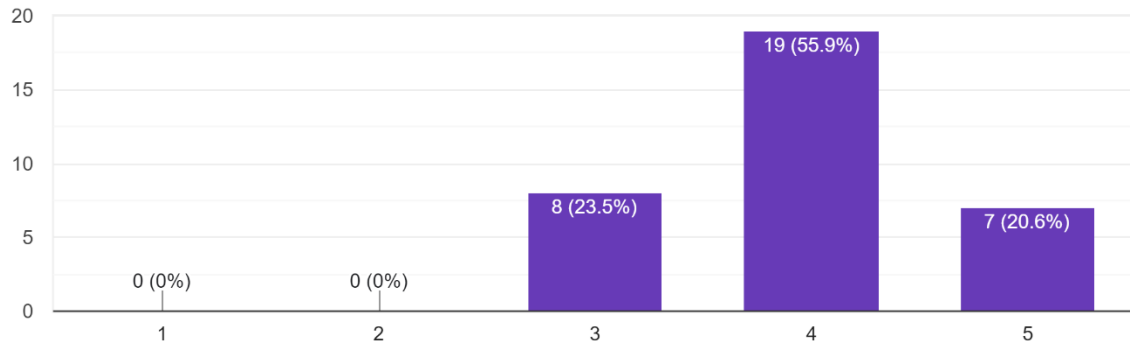
Date : 30th August, 2024

Roll No.	Date	10.30AM - 12.30PM
	Name	Signature
A-27	Malpani Aanchal	ABS
A-50	Shekhawat Neelam	ABS
A-55	Singh Kamini	ABS
A-57	Sona Mansi	ABS
B-13	Chaudhary Nidhi Rajkumar	ABS
B-16	Gaikwad Sahyogi Mahendra	ABS
B-31	Kudtarkar Pooja Prakash	ABS
B-35	Mohite Apurva Mahendra	ABS
B-40	Nakum Unnati Vijay	Unnati
B-41	Panchal Om Kalpesh	ABS
B-65	Yadav Aakanksha Pramod	ABS
B-67	Gharat Sakshi	Sakshi

Feedback Analysis

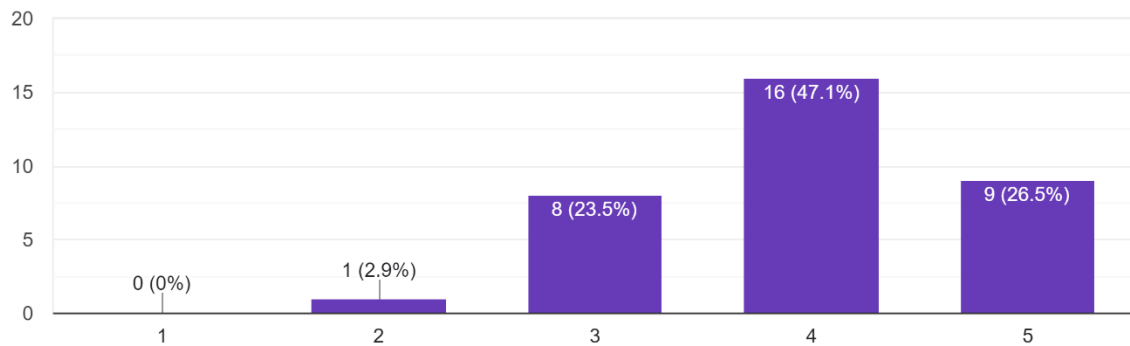
How satisfied were you with the overall session

34 responses



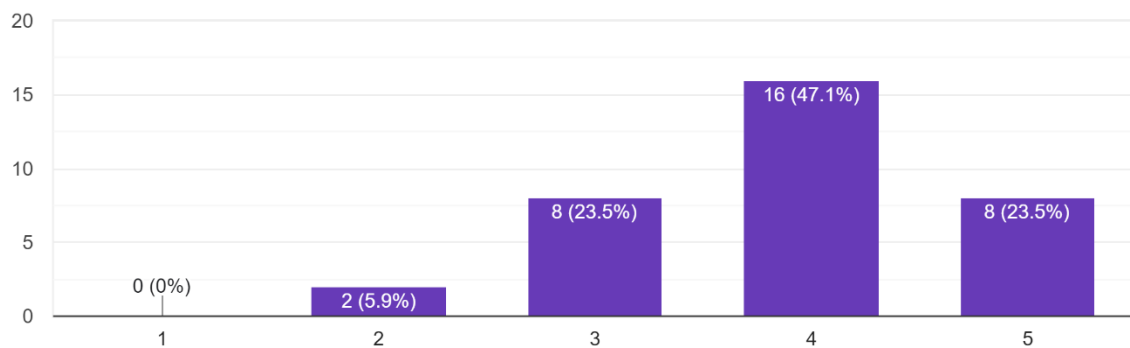
How relevant did you find the topics covered in relation to your career preparation

34 responses



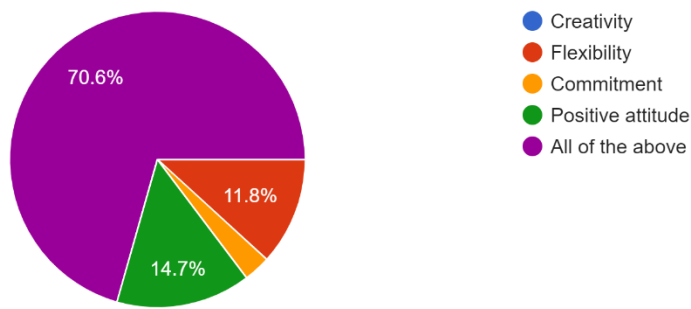
To what extent did session help you to understand the skills and qualities required for corporates?

34 responses



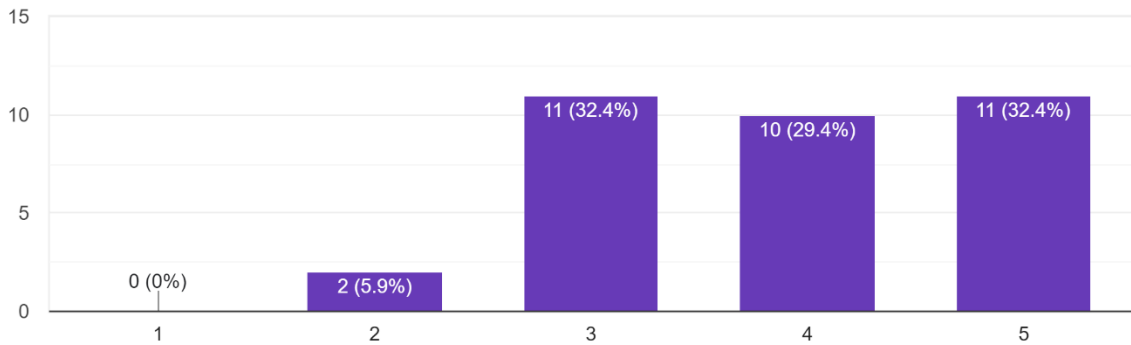
Which of the skill was emphasized as important for corporate readiness ?

34 responses



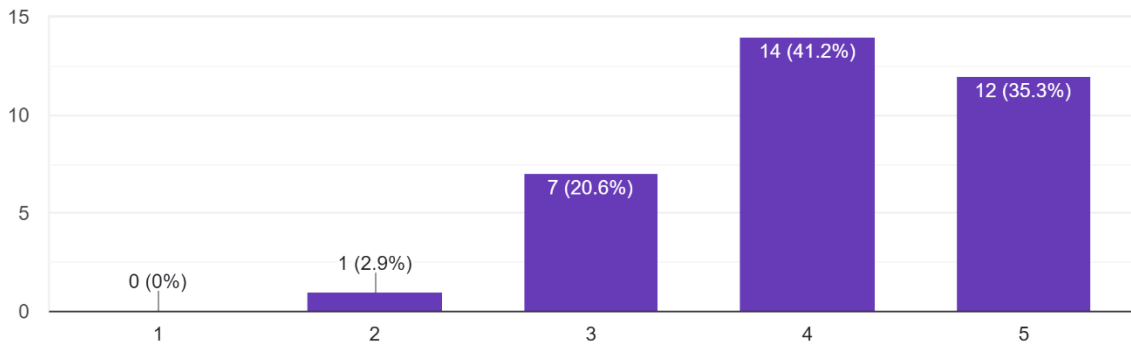
How useful was the insights shared regarding interview preparation?

34 responses



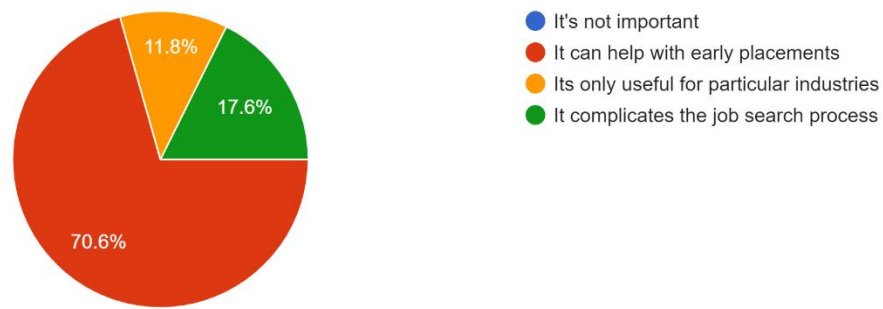
How confident do you feel about improving your resume based on the suggestions provided in the session?

34 responses



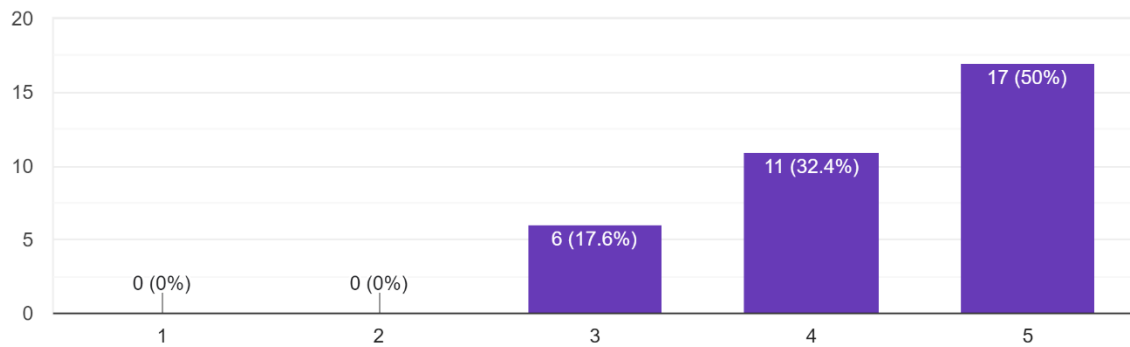
Why is networking considered important according to the session?

34 responses



How important do you now believe networking is for early placements, based on the discussion?

34 responses



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Submitted to: Dr. D. Henry Babu – Director - AIMS