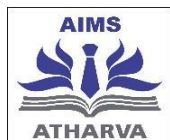


ALUMNI SPEAKS

Academic year 2020 - 2022



Atharva Institute of Management Studies

Activity / Event report

Name of event	: ALUMNI SPEAKS, Episode-1
Date(s) of conduction	: 19 th June 2021
Class / Sem	: MMS/PGDM Batch 2020-2022
No. of students participated	: 47
Faculty Coordinator IQAC,AIMS)	: Dr. Shubhi Lall Agarwal (Coordinator,
Ms. Renu Jaisawal (CMC)	
Student coordinator/ committee	: Mr. Shivang Sharma (MMS)
Ms. Sneha Kamalpuria (MMS)	
Resource person	: Mr. Quentin Dmello
Organization	: Accenture

Designation : Associate Web Developer

Contact no. : 9730208681

Email ID : quentindmello48@gmail.com

DESCRIPTION

Objective

- To introduce students to the corporate world and its challenges.


Key Takeaways

- About the speaker, introduction and background.
- Discussion with Quentin Dmello, knowing his first interview questions.
- Technical questions are asked during the interview.
- Graduation marks are important.
- Biggest challenge in Quentin's life – failed in many projects.
- Important to learn from failure and cope up.
- IT is a very vast subject. Coding is not necessary in IT. For those who are not interested in coding can go for Python, Data science and Data analysis.
- Data Science and machine learning are the future of IT.
- Automation will degrade the current technologies. It's always changing.
- How you take yourself forward is the most important thing in life.
- Your 'ATTITUDE' matters.
- Always say 'WE', never say 'I'. Being a team player is very important.
- If you want to become an entrepreneur or open a start-up, the basic knowledge of every stream is very important. Acknowledge every subject and work hard.
- Always keep learning, doing diploma courses while at home from various websites like Udemy and Coursera will always help in increasing knowledge and is very useful in the interview.
- WEBSITE DESIGNING: WordPress is the best place to build a website but it requires professional help. WIX is a freely operational platform for building a website.
- QUESTIONS AND ANSWERS BY THE STUDENTS.



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SPEAKS**



MR. QUENTIN DMELLO

•LIVE



**19TH JUNE, 2021
SATURDAY**



4:00 PM - 5:00 PM



**COLLEGE TO
CORPORATE
(PGDM 2018-2020)**

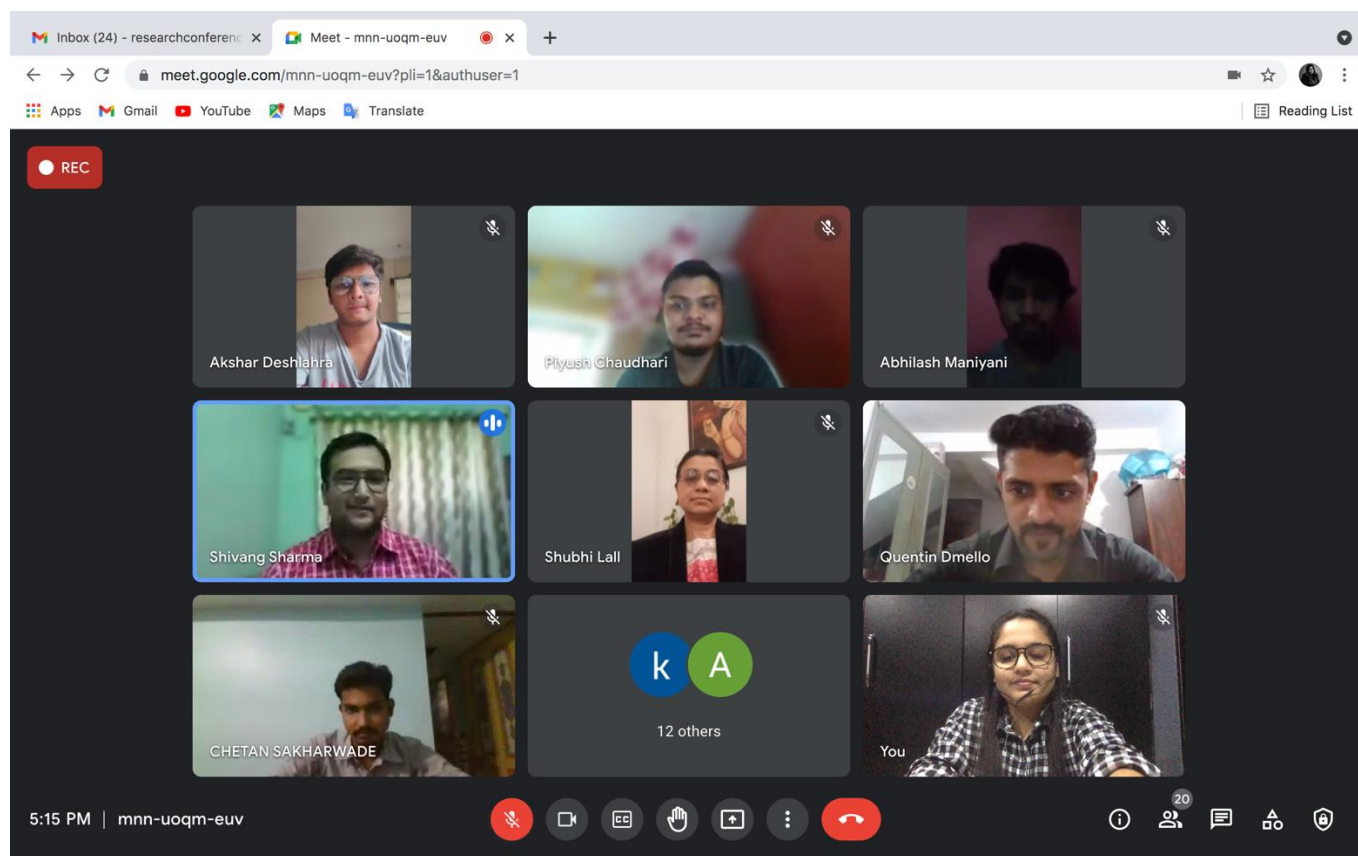


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Website : www.atharvaims.edu.in

GLIMPSES



EVENT REPORT PREPARED BY: SNEHA KAMALPURIA, STUDENT, MMS DIVISION B.

Verified by: Dr. Shubhi Lall Agarwal, Director, IQAC, AIMS.

Submitted to: Dr. R.G. Ratnawat, Director, Atharva Institute of Management Studies.

This video was recorded on the Email ID researchconference@atharvacoe.ac.in

Live session was initiated by Sneha Kamalpuria.

Hosting was done by Shivang Sharma and Sneha Kamalpuria.

This event was conducted under the guidance of CMC and Internal Quality Assurance Cell (IQAC).

Activity / Event report

Name of event	: ALUMNI SPEAKS – Episode 2
Date(s) of conduction	: 17 July 2021
Class / Sem	: MMS/PGDM (Batch 2020-2022)
No. of students participated	: 22
Faculty coordinator	: Dr. Shubhi Lall Agarwal (Coordinator, IQAC,AIMS)
Ms. Renu Jaiswal (CMC)	
Student coordinator/ committee	: Ms. Sneha Kamalpuria (MMS) Mr. Akshar Deshlahra (PGDM)
Resource person	: Mr. Pinanshu Champaneri (PGDM 2016-2018)
Organization	: Datamatics Global Services Ltd.
Designation	: Senior Executive HR Business Partner
Contact no.	: 9870024373
Email ID	: pinanshuchampaneri@gmail.com

DESCRIPTION

OBJECTIVE:

To learn from the experiences of our speaker and get an idea of corporate life.

KEY TAKEAWAYS:


- Introduction to the speaker.
- Speaker shares his life experiences.
- Importance of balance between career and passion.
- Analyzing your weakest point and working on it.
- Achieving something is only possible when you come out of your comfort zone.
- Overcoming your fear is the first step.
- Taking initiative is very important to succeed.

- Importance of reading news (Inshort App – news in 60 words).
- In every specialization, sales is a must.
- First year allows you to learn about every specialization.
- Accept criticism as a pointer to improve yourself.
- Start valuing yourself.
- 90% of people become successful because their targets are small. Think Big.
- Small targets are progress, not success.
- Resume building helps in branding yourself.
- Take maximum utilization from professors and mentors.
- Your attitude should be like water, adjust according to surroundings.
- You should be able to adapt to the situation.
- Start being creative.
- Discussion of the motivational original story of Tom & Jerry and Mickey Mouse.
- Learning how to deal with negativity.
- Start listening to motivational talks.
- 'Quantity will fill, quality will fulfil.'
- Three most important things: Be creative, focus on quality, and come out of your comfort zone.
- Challenges are part of life, just tackle them.
- Root cause of sadness and depression – money.
- Few words from Dr. Shubhi Lall Agarwal.



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 **ALUMNI
SPEAKS**



MR. PINANSHU CHAMPANERI

•LIVE



**17TH JULY, 2021
SATURDAY**



4:00 PM - 5:00 PM

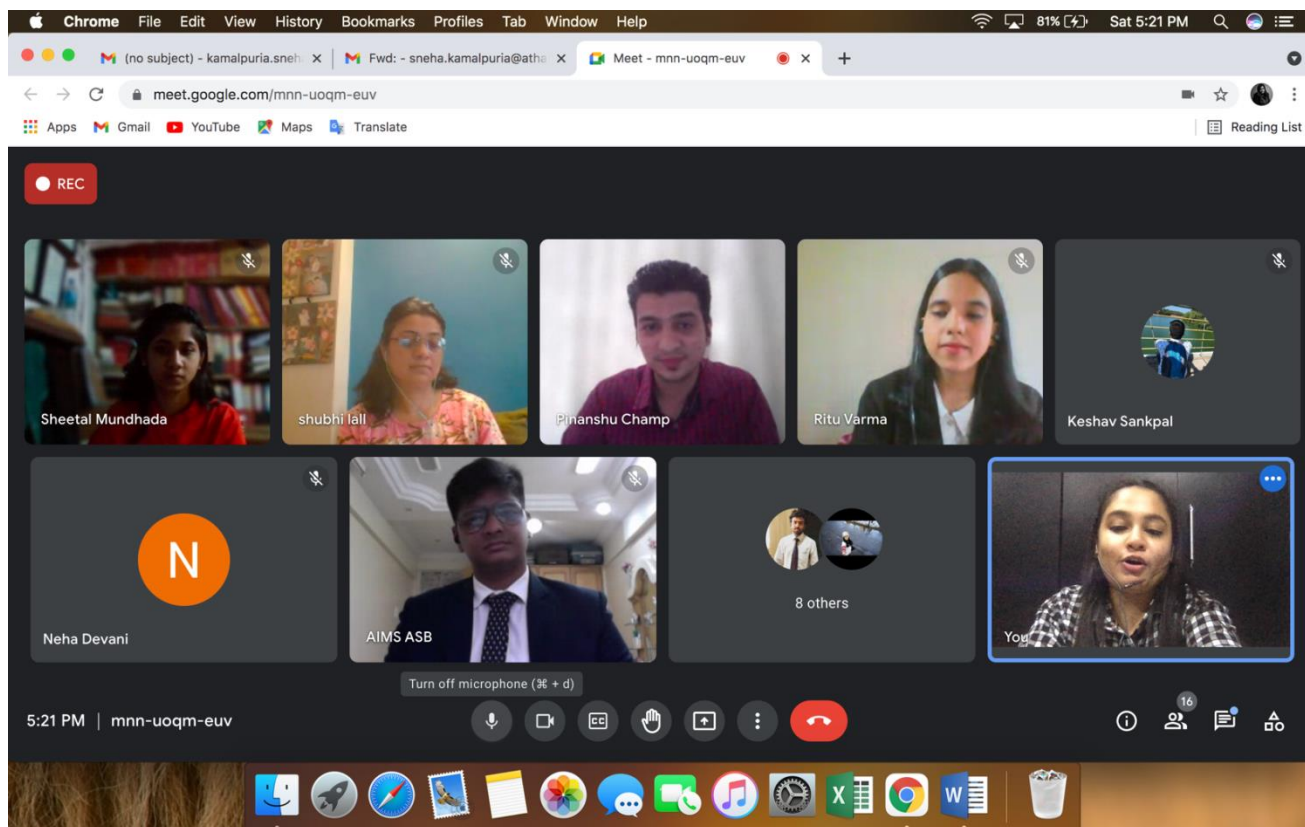


**COLLEGE TO
CORPORATE**
(PGDM 2016-2018)

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EVENT REPORT PREPARED BY: SNEHA KAMALPURIA, STUDENT, MMS DIVISION B.

Verified by: Dr. Shubhi Lall Agarwal, Director, IQAC, AIMS.

Submitted to: Dr. R.G. Ratnawat, Director, Atharva Institute of Management Studies.

This video was recorded on the Email ID researchconference@atharvacoe.ac.in

Live session was initiated by Akshar Deshlahra.

Hosting was done by Ritu Varma and Akshar Deshlahra.

This event was conducted under the guidance of CMC and Internal Quality Assurance Cell (IQAC).

Activity / Event Report

Name of event	: ALUMNI SPEAKS Episode 3
Date(s) of conduction	: 31 July 2021
Class / Sem	: MMS/PGDM (Batch 2020-2021)
No. of students participated	: 25
Faculty coordinator	: Dr. Shubhi Lall Agarwal (Director, IQAC)
Ms. Renu Jaisawal (CMC)	
Student coordinator/ committee	: Ms. Sneha Kamalpuria (MMS)
Mr. Akshar Deshlahra (PGDM)	
Resource person	: Mr. Lalit Kolte,PGDM (Batch 2018-2020)
Organization	: CITCO
Designation	: Operation Analyst
Contact no.	: 9920233387
Email ID	: lalitkolte1999@gmail.com

DESCRIPTION

Objectives:

- To introduce students to the corporate world and its challenges.

Key Takeaways:

- Introduction to the event.
- Introduction to the speaker.
- Brief overview on the personal corporate experience of the speaker.
- Speaker's views on online learning.
- Always be neutral and flexible in nature.
- Concentrate on your career, don't get distracted.
- Always give your best into your studies.
- Sacrifice may hurt but they turn out to be very fruitful in the future.

- Accept the job and grow yourself after that in the company.
- Habit is always a power.
- If you face extreme negativity, be assured that you are on the right track.
- Spend time with your family as they are your biggest motivators and supporters.
- Good YouTube channel for courses – ‘Tricky man’.
- Always make and keep a cover letter ready (short gist of your life).
- QUESTIONS AND ANSWERS.
- Few words from Dr. Shubhi Lall Agarwal, Director, IQAC, AIMS.
- Conclusion of the session with vote of thanks.



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MR. LALIT KOLTE

OPERATION ANALYST, CITCO

•LIVE



**31ST JULY, 2021
SATURDAY**



4:00 PM - 5:00 PM



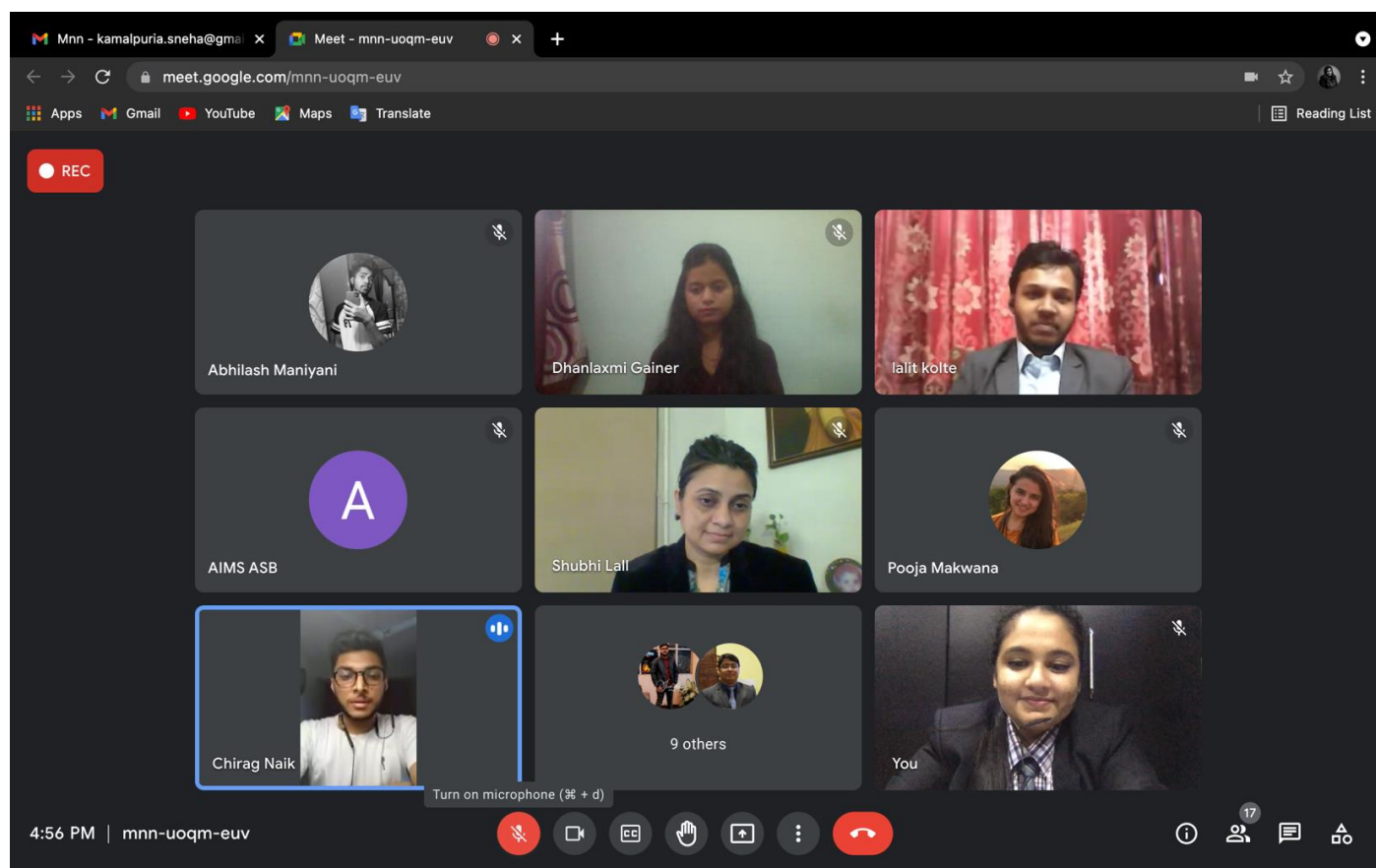
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(PGDM 2019-2021)



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EVENT REPORT PREPARED BY: SNEHA KAMALPURIA, STUDENT, MMS DIVISION B.

Verified by: Dr. Shubhi Lall Agarwal, Coordinator, IQAC, AIMS.

Submitted to: Dr. R.G. Ratnawat, Director, Atharva Institute of Management Studies.

This video was recorded on the Email ID researchconference@atharvacoe.ac.in

Live session was initiated by Akshar Deshlahra.

Hosting was done by Sneha Kamalpuria, Akshar Deshlahra, Dhanlaxmi Gainer.

This event was conducted under the guidance of IQAC and CMC, AIMS.

Activity / Event report

Name of event	: ALUMNI SPEAKS Episode 4
Date(s) of conduction	: 14 August 2021
Class / Sem	: MMS/PGDM BATCH 2020-2022
No. of students participated	: 45
Faculty coordinator	: Dr. Shubhi Lall Agarwal (Coordinator, IQAC)
Ms. Renu Jaiswal (CMC)	
Student coordinator/ committee	: Sneha Kamalpuria (MMS)
Akshar Deshlahra (PGDM)	
Resource person	: Ms. Dhanvi Shah
Organization	: Viacom 18
Designation	: Marketing lead – Consumer Products
Contact No.	: 9930324509
Email ID	: ghanvi77@gmail.com

DESCRIPTION

Objectives:

- To introduce students to the corporate world and its challenges.

Key Takeaways:

- Introduction to the speaker.
- Details of her internship.
- Importance of 'black book'.
- Digital marketing details.
- Importance of connecting with the right people.
- Leadership quality is to be built (very important).
- Product development.

- How she developed her own product.
- Challenges faced while transition from college to corporate.
- Get a practical understanding, explore the company you work in.
- Have patience, you are going to get it even if in 5 years.
- Importance of research.
- Backend research is important.
- Believe in yourself, always.
- Work profile study before taking a job.
- Experience which the job will provide is the most important.
- Make a mentor everywhere you work.
- Take down little things and keep practicing on them.
- Very good book: 'God of small things' by Arundhati Roy.
- Understand the demand of the market.
- Define: Who are you?
- Importance of networking.
- Be onto your toes, corporate world is ruthless.
- Nothing is a waste; everything turns out to be fruitful in the future in some or the other time.
- Managing events gives you a lot of skills.
- Communication skills are very important.
- QUESTIONS AND ANSWERS.
- Few words from the Director, Dr. R.G. Ratnawat.
- Few words from Dr. Shubhi Lall Agarwal, Director, IQAC.



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SPEAKS**



MISS. DHANVI SHAH

MARKETING LEAD,
VIACOM 18 - CONSUMER PRODUCTS

•LIVE



AUGUST 14TH, 2021
4:00 PM - 5:00 PM



**COLLEGE TO
CORPORATE
(PGDM 2018-20)**

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EVENT REPORT PREPARED BY: SNEHA KAMALPURIA, STUDENT, MMS DIVISION B.

Verified by: Dr. Shubhi Lall Agarwal, Coordinator, IQAC, AIMS.

Submitted to: Dr. R.G. Ratnawat, Director, Atharva Institute of Management Studies.

This video was recorded on the Email ID researchconference@atharvacoe.ac.in

Live session was initiated by Akshar Deshlahra.

Hosting was done by Sneha Kamalpuria (MMS) and Akshar Deshlahra (PGDM).

This event was conducted under IQAC and CMC, AIMS.

Activity / Event report

Name of event	: ALUMNI SPEAKS Episode 5
Date(s) of conduction	: 28 August 2021
Class / Sem	: MMS/PGDM BATCH 2020-2022
No. of students participated	: 36
Faculty coordinator	: Dr. Shubhi Lall Agarwal (IQAC)
Ms. Renu Jaiswal (CMC)	
Student coordinator/ committee	: Sneha Kamalpuria (MMS) Akshar Deshlahra (PGDM)
Resource person	: Ms. Vaishnavi Patil
Organization	: Micro-world technologies ltd.
Designation	: Business Development Executive
Contact No.	: 7045617740
Email ID	: vaishnavi.patil1616@gmail.com

DESCRIPTION

Objectives:

- To introduce students to the corporate world and its challenges.

Key Takeaways:

- Introduction to Alumni Speaks.
- Introduction to the speaker.
- Learn from the experience of your supervisors.
- You have to search for the opportunities.
- You cannot argue, be clear on what you say.
- Big challenge- experience difference between you and other employees/seniors.
- Know the company in depth before joining.
- Courses to do:

- Advance Excel.
- Digital Marketing.
- AI in Marketing.
- Video Marketing.
- Data Analytics.
- Business Analytics.
- Adapt to your company's corporate culture.
- Recruiters also see soft skills now.
- Basic knowledge in everything important.
- Be optimistic, that helps in interviews.
- Besides coding, IT people can do jobs in:
 - Data Analytics.
 - Business Analytics.
- People will discourage you in corporate, but you have to move on.
- Don't wait for the perfect moment, create your moment.
- Most important- time management.
- Be flexible on working in different fields.
- IT was very important pre-covid and post-covid.
- Few words from Director sir, Dr. R.G. Ratnawat.
- Few words from Ms. Renu Jaiswal, CMC.
- Few words from Dr. Shubhi Lall Agarwal, Director, IQAC.
- Conclusion of the session with vote of thanks.



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MISS. VAISHNAVI PATIL

BUSINESS DEVELOPMENT EXECUTIVE
MICRO-WORLD TECHNOLOGIES INC

•LIVE



AUGUST 28TH, 2021
4:00 PM - 5:00 PM



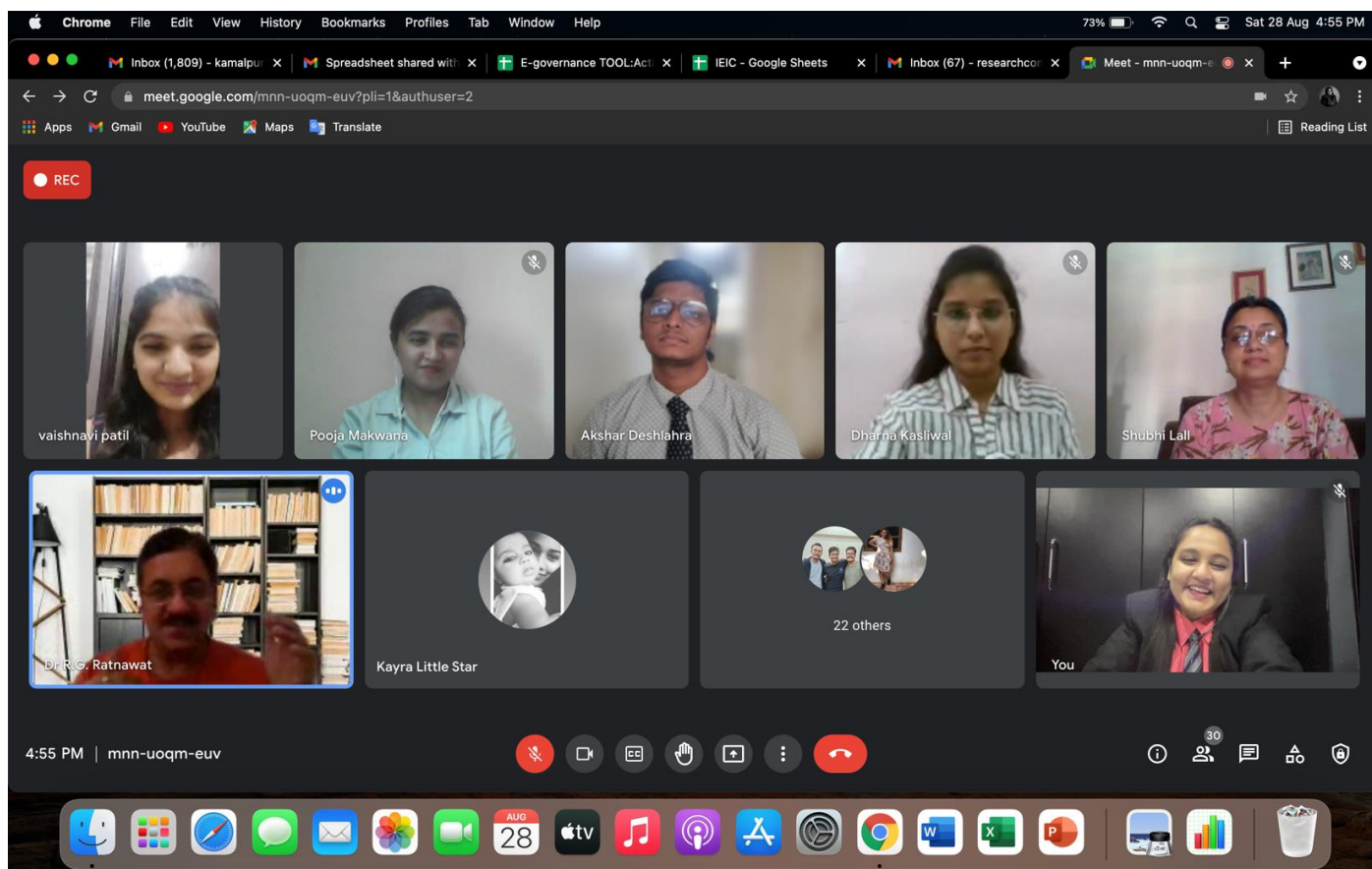
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EVENT REPORT PREPARED BY: SNEHA KAMALPURIA, STUDENT, MMS DIVISION B.

Verified by: Dr. Shubhi Lall Agarwal, Director, IQAC, AIMS.

Submitted to: Dr. R.G. Ratnawat, Director, Atharva Institute of Management Studies.

This video was recorded on the Email ID researchconference@atharvacoe.ac.in

Live session was initiated by Akshar Deshlahra.

Hosting was done by Pooja Makwana (MMS) and Dharna Kasliwal (MMS)

This event was conducted under IQAC and CMC, AIMS.

Activity / Event report

Name of event	: ALUMNI SPEAKS Episode 6
Date(s) of conduction	: 18 September 2021
Class / Sem	: MMS/PGDM BATCH 2020-2022
No. of students participated	: 30
Faculty coordinator	: Dr. Shubhi Lall Agarwal (Coordinator, IQAC) Ms. Renu Jaiswal (CMC)
Student coordinator/ committee	: Sneha Kamalpuria (MMS) Akshar Deshlahra (PGDM)
Resource person	: Mr. Keyur Shah
Organization	: WQ India
Designation	: Product & Brand Manager, Lead Tenderer
Contact no.	: 7588403479
Email ID	: keyurshah_entc@outlook.com

DESCRIPTION

Objectives:

- To learn from the experiences of our speaker and get an idea of corporate life.

Key Takeaways:

- Introduction of the session.
- Introduction to guest speaker.
- Read and analyze your vocabulary.
- Improve your communication.
- Be confident (Most Important Attribute)
- IT is really transforming and the future of IT.
- Data centres are expanding into regions.
- Work culture defines your performance.
- Tech skills are important.

- Do sales at least for 1-year, great experience.
- Sales help in getting practical knowledge about how people behave.
- Interviewers see confidence & ready to learn.
- Fight for what you want.
- Cost analysis knowledge.
- Don't see what the company is doing for years, see what you can do for the company.
- Don't be afraid of interviews.
- Be precise, to the point and valid in your interview.
- Step outside the college, its rough world.
- Evaluate where you lag behind.
- don't lose your hobby.
- Take guidance and make your own hobbies.
- Ask a lot of questions and always clear your doubts.
- Conclusion and Vote of thanks.



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MR. KEYUR SHAH

PRODUCT & BRAND MANAGER
& LEAD TENDERER, WQ INDIA

•LIVE



SEPTEMBER 18TH, 2021
4:00 PM - 5:00 PM



Atharva Education Complex, Malad-Marve Rd, Charkop Naka, Malad West, Mumbai - 400095
Website : www.atharvaims.edu.in



COLLEGE TO
CORPORATE
(MMS 2017-19)

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EVENT REPORT PREPARED BY: SNEHA KAMALPURIA, STUDENT, MMS DIVISION B.

Verified by: Dr. Shubhi Lall Agarwal, Director, IQAC, AIMS.

Submitted to: Dr. R.G. Ratnawat, Director, Atharva Institute of Management Studies.

This video was recorded on the Email ID researchconference@atharvacoe.ac.in

Live session was initiated by Akshar Deshlahra.

Hosting was done by Ms. Sneha Kamalpuria and Mr. Akshar Deshlahra.

This event was conducted under the guidance of IQAC and CMC, AIMS.

Activity / Event report

Name of event	: Alumni Speaks Episode 7
Date(s) of conduction	: 8 January 2022
Class / Sem	: MMS/PGDM Batch 2020-2022/2021-2023
No. of students participated	: 101
Faculty coordinator	: Dr. Shubhi Lall Agrawal (IQAC)
Ms. Renu Jaiswal (CMC)	
Student coordinator/ committee	: Akshar Deshlahra (PGDM)
Resource person	: Mr. Santosh Ray
Organization	: Hiranandani Group
Designation	: Executive – Channel Sales
Contact no.	: 9821267214/9769008533
Email ID	:

DESCRIPTION

Objectives:

- To learn from the experiences of our speaker and get an idea of corporate life.

Key Takeaways:

- Introduction of the session.
- Why did he join Atharva?
- Why did he enter the real estate industry?
- Choose your sector wisely
- Gain domain knowledge
- Read and analyse your vocabulary.
- Build your network and sources.
- Improve your communication.
- Be confident.

- Practical as well as theoretical knowledge is equally important. Work culture defines your performance.
- Sales help in getting practical knowledge about how people behave.
- Become self-dependent.
- Interviewers see confidence & ready to learn.
- Add quality stuff to your experience.
- Fight for what you want.
- Reach to your faculty members as they are the best guides and mentors you can get.



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**ATHARVA SCHOOL
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**SANTOSH
RAY**

**EXECUTIVE - CHANNEL SALES AT
HIRANANDANI GROUP**

•LIVE



**JANUARY 8TH, 2022
11:30 AM - 12:30 PM**



**CAMPUS TO
CORPORATE
PGDM (2018-20)**

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