



I am experiencing IMD's promise - "Developing the Next Generation of Leaders" in a very real sense. The small and diverse class of 90 is one of the best aspects of IMD. The knowledge exchange with my classmates creates a peerless learning experience and the constant business challenges, amidst tough group conditions, is invaluable for managing and thriving in dynamic groups. I am confident that the skills I am gaining from the world-class faculty, along with my pre-IMD work experience in the USA, will mould me into a global leader ready to take on new challenges in life.

Vamshi Lingampally, MBA 2010

2011 Participants

Sunil Bhandari, 30

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Prior to IMD: 9 years int'l operations & general management in the supply chain industry

Kingshuk Ghosh, 29

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Prior to IMD: 7 years in operations, supply chain management, strategic process improvement and change management

Jamshed Guzder, 28

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Prior to IMD: 6+ years in general management and finance

Ratnaji Rao Nagulapati, 31

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Prior to IMD: 8.5 years in strategy, consulting and sales with focus in life sciences

A Selection of Recent Alumni

2010

Sandeep Kumar Arya - Global Strategist, Samsung Global Strategy Group, South Korea

Prior to IMD: 8+ years in program management, product development & innovation

Rachna Dayal - Category Manager CLPS, Johnson & Johnson Procurement, Belgium

Prior to IMD: 10+ years int'l experience in business development, customer support and design in the electronics industry

Anang Singh - Consultant, McKinsey, Brazil

Prior to IMD: 12 years of int'l general management, marketing and sales experience

Ajit Tripathi - Director, Barclays Capital, UK

Prior to IMD: 12 years in technology management for financial services and hi-tech

Ashish Verma - Manager, Royal Dutch Shell PLC, Singapore

Prior to IMD: 8.5 years int'l experience in strategy consulting and consumer goods marketing

2009

Ajay Lakhwani - Global Category Account Director, Firmenich SA, UK

Prior to IMD: 10 years in business development, sales, sourcing and corporate social responsibility

Manisha Mediratta - Strategy Planning Manager - EMEA, Global Business Travel, American Express, UK

Prior to IMD: 8+ years in project and team management in business analysis and customer service roles

A Selection of Recent Alumni – cont.

2008

Sonal Matai - Director Marketing, BG Coffee, Philips Consumer Lifestyle BV, The Netherlands
Prior to IMD: 6 years in marketing, business development & operations in retail banking in India & SE Asia

Harsh Mehta - Consultant, Bain & Co, Finland
Prior to IMD: 4 years in product and project management experience

Sanjay Tanwani - Director Commercial Operations, ADM Agro Industries India Pvt. Ltd., India
Prior to IMD: 11 years in finance/business support in Asia & Africa, in agricultural products & automotive industry

2007

Ramyani Basu – Senior Manager, AT Kearney Ltd, UK
Prior to IMD: 7 years in IT strategy consulting and project management for the telecom industry

Ajeeth Enjeti - Senior Consultant, Bain & Company Nordic Inc, Sweden
Prior to IMD: 8.5 years in business development and marketing for the IT & FMCG industry

Ashish Dahiya – Director Strategic Planning, Tetra Pak International SA, Switzerland
Prior to IMD: 6 years in merger integration, performance improvement, risk management and 2 years in IT consulting

2006

Gunjan Kumar - Regional Director, Sunglass Hut Asia, Luxottica Group, Singapore
Prior to IMD: 6.5 years leading teams in marketing/sales in telecoms and beverages

Rahul Panday - Executive Director, Investment Banking, JP Morgan, Singapore
Prior to IMD: 10 years in investment banking and business development

Parvathy Sankar- HR Expert - COO HR, SAP AG, Germany
Prior to IMD: 7 years in software development and project management at SAP AG

A selection of prior MBA alumni

MBA 2004: Mr. Pratik Bhatnagar, Director, Network Performance & Evolution, WWF International, Switzerland

MBA 2001: Mr Deepak Khandpur, Head of Business Competitiveness, Schindler Management AG, Switzerland

MBA 2000: Mr. Sambuddha Srimary, Vice President, Credit Suisse, UK

MBA 1998: Mr. Anuj Lal, VP Customer Development Global Categories, Unilever Plc, UK

MBA 1982: Mr. Prabal Sen, CEO, Indian Aluminium Co Ltd, India

MBA 1981: Mr. Chetan Isharani, CEO, Agritradex Pte Ltd, India

MBA 1980: Mr. Sidharth Birla, Chairman, Xpro India Limited, India

MBA 1980: Mr. Rabindra Parbat, President & CEO, Indal Limited, India

MBA 1979: Mr. Madhur Bajaj, President, Bajaj Auto Ltd, India



“Choosing the right business school was a tough decision. However, after a campus visit in 2005 I knew IMD was my first choice. All that I had heard about developing leadership and interpersonal skills, I then experienced first hand during the program. Every day, I grappled with fresh business challenges and changing group dynamics. The close knit and yet immensely diverse class of 90 made the learning experience invaluable. The other factors that drew me to IMD were the reputed faculty, outstanding placements and the fantastic location. With ample work experience in Asia, I was confident that the IMD experience would help me gain the right skills set to transition to a truly global role”.

Ajeeth Enjeti, MBA 2007
Case Team Leader, Bain & Company Nordic Inc, Sweden

The IMD MBA

Alumni: Where are they now?

Harsh Goenka, MBA 1979

Chairman, RPG Enterprises Ltd, India

Youngest in his class 27 years ago, Harsh Goenka came from India to complete his IMD MBA in 1979. Today, he is Chairman of RPG Enterprises, one of the top five family-owned businesses in India, and maintains a strong link with IMD as a member of the Foundation Board and President of the IMD Alumni Club in Mumbai.

Harsh had already started his search for an appropriate one-year MBA course, when he met an IMD Professor, Dr. Vijay Jolly, "I am glad he convinced me to apply to IMD. I enjoyed the friendly atmosphere of the campus and the course gave me great international experience. Academically, I appreciated the mix of conceptual teaching and case study and I particularly liked the out-of-classroom teachings: including trips to Poland, East Germany, Zurich and England. Of course, it was a lot of hard work and it was almost impossible to get a weekend off, but I thoroughly enjoyed living in Switzerland – I loved the fresh air and the mountains."

Following his graduation, Harsh returned to India and spent three to four years developing his business experience as General Manager of Aryodaya Ginning, a textile company, and then as CEO of Agarapara Jute, small Jute company. "However, my career really took off when I was appointed CEO of CEAT Tyres, one of the largest tyre companies in India and the oldest company of the RPG Enterprises.

"After about four years at the helm of CEAT, I became Chairman of the group RPG Enterprises - the fastest growing industrial group in India, with interests in Power, Tyres, Retail and Entertainment and a turnover of nearly US \$ 1.6 billion."

In spite of the challenges of running such a large corporation, Harsh still finds time to run the alumni club in Mumbai, organizing various events and activities throughout the year for both IMD alumni and other professionals.

Published: 2006

March 2009 Update: RPG Enterprises now achieves over US\$ 3.1B in sales.



Anuj Bhatnagar, MBA 2001

Vice President Finance, Eli Lilly Canada Inc

At the age of 32, Anuj Bhatnagar left behind his Sales & Marketing role in the corporate banking world of HSBC to join Eli Lilly as CFO in Egypt, "The drastic change wasn't planned, it just happened. With hindsight it was probably a rash decision, but luckily it paid off!"

Anuj, who is from India, was actually planning on returning to the banking world following his MBA in 2001, but an on-campus presentation by Eli Lilly led to the start of a new career, "They offered me a turnaround opportunity that sounded interesting and challenging. In contrast to the banking world, as CFO of their mid-sized business in Egypt, I could actually see the impact of my decisions. It was an incredibly demanding and rewarding job and within 6-8 months, we had turned the business around."

After 18 months in Egypt, Anuj was promoted to his next challenge: Russia & CIS. Here he was dealing with a bigger business in a more complex situation, gaining experience in a market undergoing reform. He spent two and a half years channeling the changes towards success, and the business grew to \$100m.

Five years after his drastic career change, Anuj continues to progress within Eli Lilly: in April 2006 he became CFO for Africa, Middle East, Russia & CIS, based in Vienna. "Suddenly I have a view on a very large geography: 70 countries, with reasonable sized businesses in about 20. Looking at so many issues in very diverse countries, introduces the additional challenge of managing a virtual team versus dealing with people face-to-face. My approach to work is as long as you consistently get 80% correct and set right the 20% as you move forward, things will fall in place."

In early 2008 Anuj moved to Toronto as Vice President Finance for Eli Lilly's Canadian business.

It was actually the exposure to people that Anuj feels was the most beneficial thing he took from his MBA, "IMD taught me to do very structured thinking very quickly, which helps with multi-tasking and gives you the edge when it comes to making decisions. But more important was the people - I made some of my best friends during the program, and it's amazing how much we learnt from each other."

Published: 2007



Radesh Welling, MBA 2003

Country Director - India, Pakistan, Bangladesh, CP Kelco Services APS, India

When Radhesh came to IMD in 2003, he was already a successful leader. Headhunted at the age of just 25, he turned around a loss-making company with a turnover of USD14m within three years to achieve USD30m turnover, purely through organic growth.

At the age of 29, he felt a need to pause, to reflect on what he had learnt, share his learning with others who had been through similar personal journeys and learn from them. Radhesh: "I wanted to broaden my horizons, get exposure to other industries and see if my previous learning was applicable across industries and functions. Hence, I thought an MBA would provide an ideal opportunity to do all this."

Radhesh received offers from a top US and another prominent European business program. Yet after attending the admit weekends at both these business schools, and attending some of the first-year classes, he realized there was significant gap between what he was looking for and what these programs were offering. Both had relatively young participants who, though extremely smart, had very traditional backgrounds in either finance or consultancy.

On attending classes at IMD, one of the first things that struck him was the richness of class interaction and the quality of the senior-level participants. Many students had actually led businesses, fired people, reorganized businesses at larger/regional levels, etc. This was not just another MBA degree. The opportunity of completing the program in one year was an added benefit. At IMD, he says, he experienced "Real World, Real Learning" first-hand. "IMD focuses on leadership. Throughout the program, you learn that leadership is about knowing yourself well, about understanding your strengths and areas of improvement, about asking the right questions, making decisions on the basis of imperfect information, etc.

"Attending IMD was also a very humbling experience. Being in the class with 89 other senior leaders from different countries, with different backgrounds and with different belief systems becomes a very intense but rich experience. There were three highs during my time there:

- Group Work: most of the assignments are done in small pre-assigned groups with huge energy and intensity with 7/8 experienced senior managers, with very different experiences and with different ideas on how the issue needs to be resolved, arguing a case;
- New Venture Project: here you are helping the entrepreneur validate or invalidate the basic premise of the start-up;
- International Consulting Project: under the guidance of an IMD professor, you work on a real-life mandate typically received from one of the large multinational companies on a complex problem they are facing.... The stakes are high.... Time is limited.... Expectations are high. The learning curve is amazing...."

After IMD, Radhesh was offered a role at JM Huber Corporation, a privately-owned multi-billion corporation. He joined a cross-functional team that was selected to lead an organization-wide innovation initiative. Within a few months he was promoted to become innovation leader and was leading a team looking at new growth opportunities for the company. Recently he was selected to lead the company's operations in the fast-growing South Asian region. He is also on the Asia Pacific Leadership Team, where his responsibility includes providing leadership to various growth initiatives in the region and helping Huber reach its aggressive growth target for Asia Pacific.

Radhesh: "One of IMD's greatest assets is the close friendships one makes with other candidates from all over the world and who work in a number of different industries. Whenever I travel anywhere in the world, I have had some classmates working in that city. I am in touch with a number of them, some of whom I use as a sounding board from time to time. It was a great decision to go to IMD."

Published: 2008

More alumni stories are available at: <http://www.imd.org/programs/mba/community/Alumni-Stories>

Alumni Clubs

www.imd.ch/alumni/clubs

Our network of IMD alumni connects you with more than 60,000 executives from over 140 countries. The network is structured into more than 40 alumni clubs as well as more focused groups.

In this region, we currently have clubs in: Calcutta, New Delhi and Mumbai