

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 | : 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** (Aug 2010- Nov 2018)
(Co-Founder and Executive Director)
 - 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

EXPERTISE

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

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

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

DATE
30th August, 2024

TIME
10:30 am Onwards



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

GEO-TAGGED PHOTOS





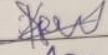
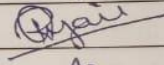
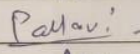
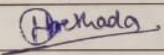
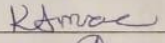
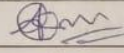
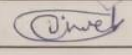
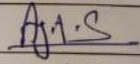
Preparing for the Corporate World


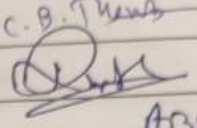
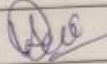

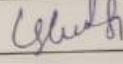


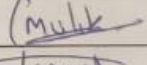
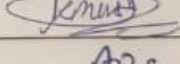
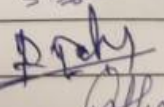
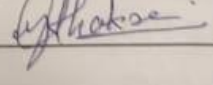

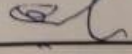
GPS Map Camera

Mumbai, Maharashtra, India
Atharva Educational Trust, Atharva Back Rd, Malad, Charkop Naka, Asmita Jyoti Housing Society, Malad West, Mumbai, Maharashtra 400095, India
Lat 19.197946°
Long 72.826013°
30/08/24 10:42 AM GMT +05:30



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 |  |
| 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 |  |
| A-21 | Juthani Jay | ABS |
| A-23 | Kangutkar Pallavi |  |
| A-26 | Madhawani Shivam | ABS |
| A-28 | Malpure Harshada |  |
| A-29 | Mane Kunal |  |
| A-30 | Mhatre Ankita |  |
| A-31 | Mule Pratik | ABS |
| A-32 | Nawandar 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 |  |
| A-58 | Srikanthan Mukundan | ABS |

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

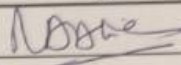
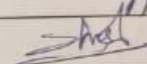
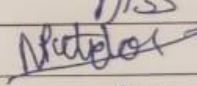
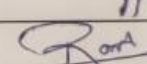
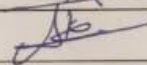

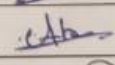

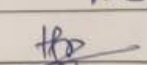
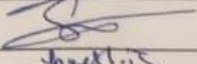
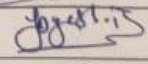
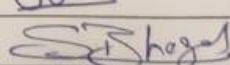
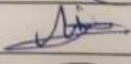
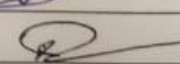
ATHARVA INSTITUTE OF MANAGEMENT STUDIES

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 | (S) Saha |
| B-38 | Musale Vaibhav Satish | <u>S</u> |
| B-39 | Naik Shruti Vijay | <u>S</u> |
| B-42 | Pareek Nisha Bajarang Lal | ABS |
| B-46 | Petkar Vaishnavi Ramkrushna | ABS |
| B-47 | Pharakate Shubham Satappa | <u>S</u> |
| B-48 | Prajapati Rahul Manherlal | ABS |
| B-50 | Sankhe Mansi Narendra | <u>S</u> |
| B-51 | Sawant Kshitija Vinod | <u>S</u> |
| B-52 | Sharma Tejas Gopal | <u>T</u> |
| B-55 | Shukla Sopan Dinesh | ABS |
| B-57 | Singh Saurabh Santosh Kumar | ABS |
| B-61 | Tiwari Harsh Sanjiv | <u>S</u> |
| B-64 | Wankhede Ayush Sanjay | <u>S</u> |

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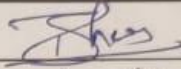
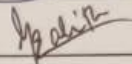

ATHARVA INSTITUTE OF MANAGEMENT STUDIES

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 |  |



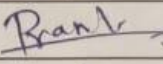


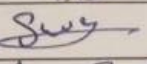
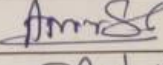
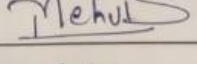







ATHARVA INSTITUTE OF MANAGEMENT STUDIES

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 Sukhvir |  |
| B-66 | Yadav Charu Devendra |  |

ATHARVA INSTITUTE OF MANAGEMENT STUDIES

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

Specialization - Human Resource

Know Your Specialization

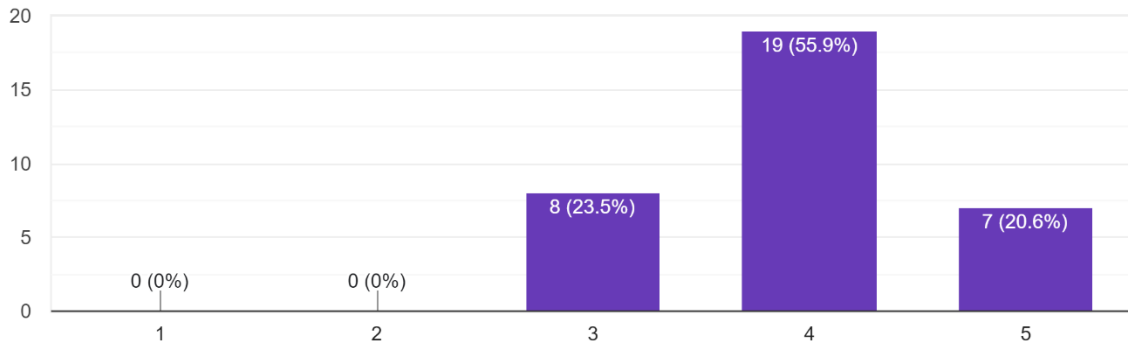
Date : 30th August, 2024

| 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 | Nakum |
| B-41 | Panchal Om Kalpesh | ABS |
| B-65 | Yadav Aakanksha Pramod | ABS |
| B-67 | Gharat Sakshi | Sakshi |

Feedback Analysis

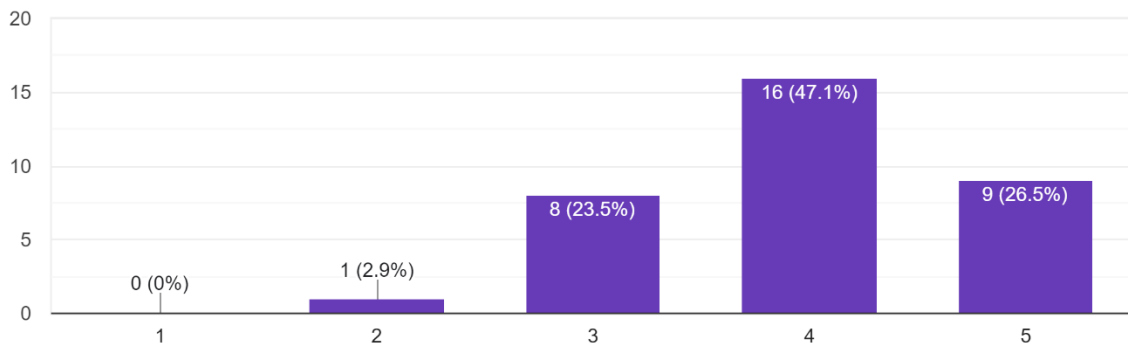
How satisfied were you with the overall session

34 responses



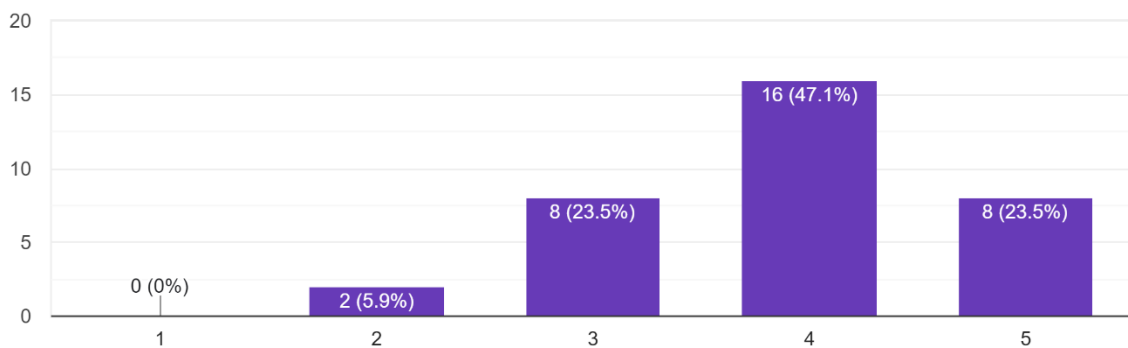
How relevant did you find the topics covered in relation to your career preparation

34 responses



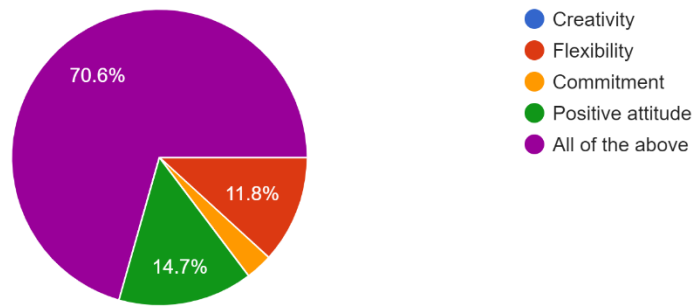
To what extent did session help you to understand the skills and qualities required for corporates?

34 responses



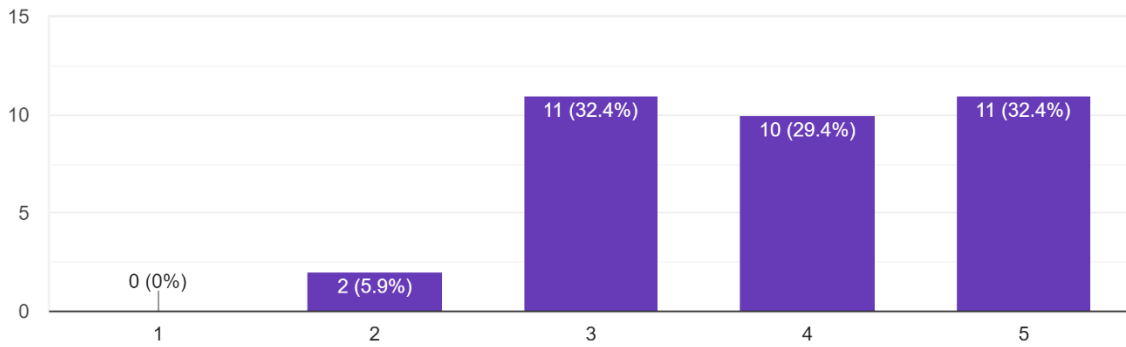
Which of the skill was emphasized as important for corporate readiness ?

34 responses



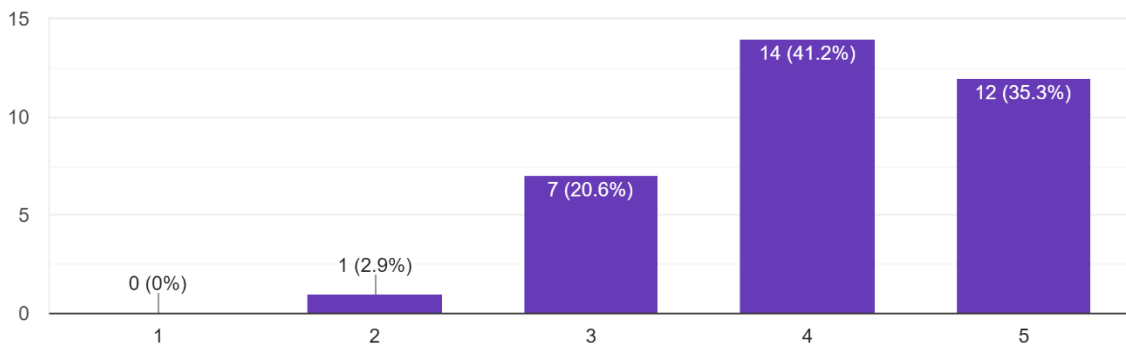
How useful was the insights shared regarding interview preparation?

34 responses



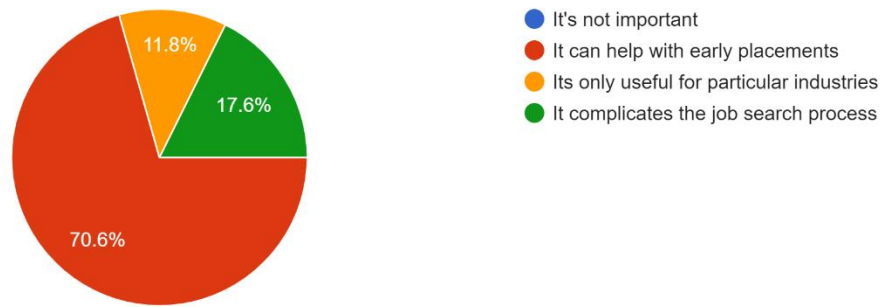
How confident do you feel about improving your resume based on the suggestions provided in the session?

34 responses



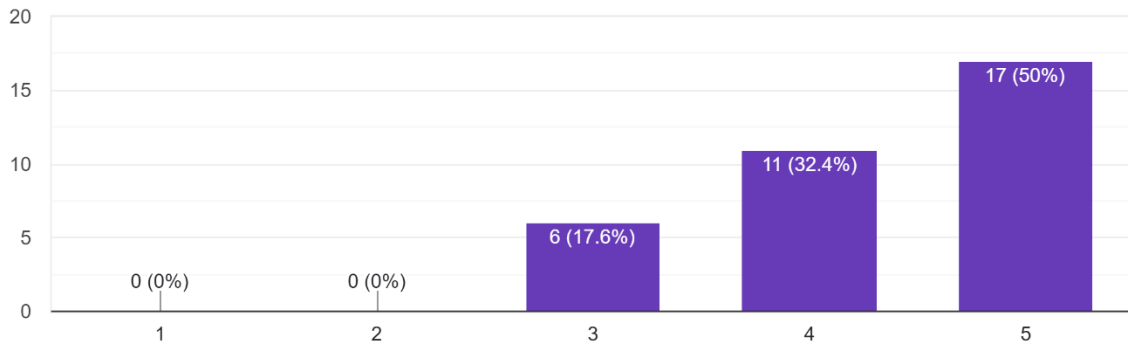
Why is networking considered important according to the session?

34 responses



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

34 responses



EVENT REPORT PREPARED BY: Ms. Sushasi Jain
Verified by: Prof. Ketan Sutaria & Prof. Kajal Desai
Submitted to: Dr. D. Henry Babu – Director - AIMS