



Imprints

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Team ALCOM Speaks

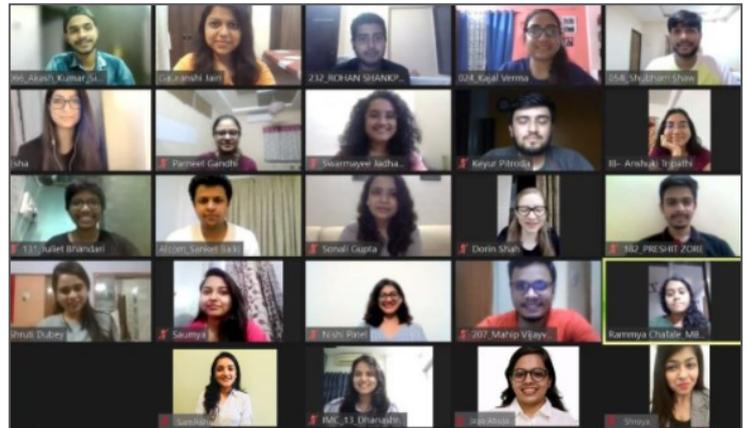
“The only source of knowledge is experience” - Albert Einstein

The beginning of the year itself has been packed with energy and enthusiasm. The new year brought with itself a plethora of activities and sessions for us as an institute to be a part of. This edition brings you a ride through the enriching experiences that we witnessed as a team.

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Adieu to the ALCOM Team 2020-22

- ALCOM senior team members of Batch 2020-22 were given a heartfelt gratitude in the presence of Dr. Monica Khanna, Director, K J Somaiya Institute of Management, faculty members and the junior team
- The farewell involved previous year’s ALCOM Report presentation, addressals of faculty members and numerous fun games, making it an evening filled with love and nostalgia
- Although the goodbye wasn’t easy, the senior team inspired their successors to carry on with the exemplary work for the committee
- The virtual farewell was conducted with moving enthusiasm and left the attendees teary eyed



- Ayushi Gaur

[Click here to know more](#)

Rewind 2021

- Rewind 2021 is a short video recapitulating the activities conducted by the institute in 2021
- It encapsulates a bundle of collective memories and emotions into a curated package of experiences
- The continuous support and cooperation of the faculty and staff has ensured quality education along with industry exposure and has driven the students to climb the ladder of excellence



- Sanika Joshi

[Click here to watch these memories unfold](#)

Know Our Alum

Lata Pillai

Alum of Batch 1988

MD & Head - Capital Markets
JLL India



[Click here to know her journey](#)

News Room

- Global Supply Chain Management (GSCM) Conference - <https://bit.ly/3A3Gf1n>
- Milaap - The Batch Reunion - <https://bit.ly/3o10AiN>
- National Retail Summit (NRS) - <https://bit.ly/3JLIZof>
- ICON, The Flagship Tech Fest of MCA programme - <https://bit.ly/3o10AiN>

AlumSpeaks with Ramesh Viswanathan

Chief Bancassurance Officer, Tata AIA Life Insurance

K J Somaiya Institute of Management Alum Batch 1996-98



One Word to Describe Yourself Resilient	Favourite Cuisine South Indian
Favourite Book The Name is Rajinikanth by Gayathri Sreekanth	Favourite Holiday Destination New Zealand
Favourite Social Media Platform LinkedIn	Your Inspiration People with integrity in real life

Q. Having had a rich career of over 25 years, what has been your most memorable moment so far?

A. I was fortunate to have worked under the leadership of some of the best minds in the industry. Leaders who have always stood by me have guided me in my career. Working with these visionary leaders gave me the proper perspective and ensured many memorable moments at work. My work has been well recognized through the years, and I have won many awards for Best-in-Class Business Performances across organizations. Having celebrated many momentous occasions, being adjudged winner on two occasions in the annual ICICI group Spirit of Leadership Awards is one of the most extraordinary and enduring memories for my family and me. This recognition came during my early career and gave me the right momentum to keep working hard and achieving quality business results every year.

Q. With the emergence of Fintech, how has Insuretech been a game-changer for the Insurance sector during the pandemic era?

A. The pandemic has forced both sellers and buyers to think differently as far as many businesses are concerned and insurance is no different. Customers on their part, have been very keen to adopt digital means of buying insurance. This change in customer buying behaviour is a very encouraging sign for the days to come. The fact that overall business volumes have grown is a direct result of the increased Digital means of engaging the Insurance customer. In my view, Data Analytics plays a vital role by enabling differentiated offers for customers based on a deep analysis of the customer's risk profile. This will be the game changer for many businesses in the years to come, not just insurance. I can see more innovation and enhanced use of Artificial Intelligence by Insuretechs in the days to come. Overall, the customer gains due to ease of onboarding and multiple choices at a click of a button.

Q. Insurance is often looked at as an investment and not as protection first. How can this perspective be changed?

A. The overall penetration of Life Insurance remains lower than most developed countries or even some of the developing countries. Over the past two years, I have seen customers more eager to invest for their protection needs, given what most of us have gone through during the pandemic. Better customer awareness using digital means of reaching out to customers and hopefully, the protection focus will get further enhanced with much more increased awareness.

“ Keep your basics right and execute with integrity to ensure success ”

Q. While hiring a fresher, what are the skills and traits you look for?

A. I would look for the right attitude and if the person would fit into the organization culture. While there is always a possibility to mould the culture and make changes to the approach, ultimately, if the attitude matches the role, most hiring work becomes more accessible. It is also essential to know how keen the candidate is to join; what in-depth studies and project work have they done during the PGDM programme or earlier. Finally, does the candidate have a point of view? Will they raise their hand and say, 'This is not the right strategy; instead, can we try this different approach?' And also, back this view up with data or strong business logic for an alternate method.

Q. What is the significant learning during your two years with the K J Somaiya Institute of Management?

A. The PGPMS course honed my management skills further and prepared me for the corporate world. While I did work briefly before B-school, the case study-based learning approach enabled my classmates and me to debate and discuss different management styles and techniques, leading to likely business outcomes. It also taught me that each individual has their view and how important it is for leaders to take in all possible pictures while making crucial business decisions. Moreover, K J Somaiya Institute of Management allowed me to meet like-minded business enthusiasts, many of whom are still in touch even today.

Q. What would be your advice for the students/young Alumni who are starting their careers?

A. Firstly, my advice is to be clear as to what field of business you want to work in. What interests you and can sustain your interests over the long term. Once you get into the company you want to work for, ensure you network within and outside your department to know what's happening across the organization and not just be aware of your departmental work. Try and ask as many questions right up front and see which areas you can additionally contribute to enhance business for the organization. Be agile in trying out different approaches to business issues and always keep your supervisor in the loop about your work. Most importantly, ask for regular feedback and identify areas of improvement, if any, and this will avoid year end appraisal surprises, if any!

Alumni Achievements

Alum appointed as Managing Director

- **Gaurang Desai, Alum of Batch 1996**, has been appointed as the Managing Director - Strategy, Equiti Group



- He was the Former CEO of Dubai Gold & Commodities Exchange
- With 25 years of experience, he will now lead this Fintech firm and aim at building new partnerships and expand its service portfolio

[Click here to know more](#)

- Anukul Vijayvergiya

Alum pens a book

- **Rupali Jasty, Alum of Batch 2013**, Purpose Coach - Transform, US Labs, has authored and published a self-help book for women titled, 'WHO AM I?: An Empowering Journey Towards Self Identity'



- The book follows the journey of those women who have lost their uniqueness as a result of the diverse roles they have played in life

[Click here to buy the book](#)

[Click here to know more](#)

- Aarushi Bharadwaj

SIMSR International Finance Conference

- The Department of Finance and Law of the Institute conducted the 11th SIMSR International Finance Conference (SIFICO 2022) on 'Sustainability of Financial Institutions and Markets in Current Challenging times'
- The discussion provided an outstanding avenue to acquaint the attendees with the struggles looming due to the pandemic and its effects on current markets



[Click here to know more](#)

- Parth Dave

MasterClasses

Disruptive Business Models

- **Ruchir Inamdar, Alum of Batch 2005**, VP - Alliances, Open Financial Technologies conducted a MasterClass on Disruptive Business Models



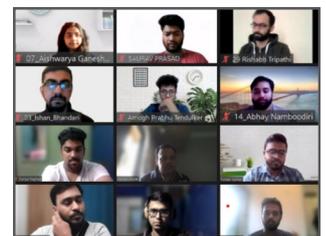
- The key takeaways from the insightful session included:
 - Existing disruptive trends in technology such as DeFi, Blockchain, Cryptocurrencies, smart contracts, Embedded finance, AR/VR and IoT
 - Discussion on Neo banks and its relevance against Challenger banks
 - Financial transactions vs Informational transactions
- The MasterClass concluded with final views on India regarding disruptive models and interactive Q&A session

[Click here to know more](#)

- Sahil Dandawate

Financial Analytics

- **Gaurav Goyal, Alum of Batch 2006**, Head - Business Enterprises, Mahindra Finance conducted a two day MasterClass on Financial Analytics



- Key highlights from the sessions included:
 - Overview of lending business in India, digital lending and working of FinTechs and NBFCs
 - Changing trends in banking over the last couple of years
 - Digitisation of banking
- The MasterClass included engaging case discussions dealing with the intricacies of loan application profiling done by banks
- The informative session gave students a fresh perspective and better understanding of the functioning of the financial enterprises

[Click here to know more](#)

- Pritshikha Mohanty

ALCOM Initiative: Outreach

- Outreach is a cordial conversation between the Alumni and students. The Alumni share their professional experiences with the students and are updated on the current activities at the institute
- The sessions were conducted with the following Alumni:



Hora Kinshuk
Batch of 1991
 General Manager - IT
 GSK



Kaushik Pathak
Batch of 2011
 Assistant Director
 EY

- Priti Agarwal

Help A Child - Somaiya Trust Initiative

- 'Help A Child' is an initiative started by Shri Samir Somaiya, Trustee, Somaiya Trust, in 2001 that offers scholarships, study material and groom students to become Engineers, Doctors, Officers or for higher education
- So far, they have provided 8500 scholarships to the needy and deserving students
- These students studying in schools run by Somaiya Trust in rural areas of Sameerwadi (Karnataka), Ahmednagar and Mumbai (Maharashtra) come from challenging backgrounds and have made the most of this opportunity to fare well in academics
- [Click here](#) to get a glimpse of the initiative for these deserving students



[Click here to know more](#)

- Sanika Joshi

Job Opportunities - January		Team Imprints	Team Alumni Relations
Total no. of recruiting companies	Total no. of vacancies	<u>Chief Editors</u> Hemanchi Hublikar Arvind Pandi Dorai	<u>Chairperson</u> Dr. Bharati VW
14	26	<u>Editor</u> Sonali Gupta	<u>Advisor</u> Dr. Radha Iyer
Top Recruiting Companies		<u>Designer</u> Gauranshi Jain	<u>Head</u> Arvind Pandi Dorai
• Paytm	• Axis Bank		<u>Assistant Manager</u> Hemanchi Hublikar
• Morgan Stanley	• Media net		<u>Coordinator</u> Rajeena Perumethumanni
• Signzy	• HSBC		
• ICICI Bank	• Nomura		
To share or check job opportunities please write to us at: simsrjobs@googlegroups.com			

Imprints



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