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**N. L. Dalmia<sup>®</sup>**  
**Institute of Management**  
**Studies and Research**

(A School of Excellence of N. L. Dalmia Educational Society)



## COMMITTEE:

**Jagdish Mali**  
*(Co-ordinator)*

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*(Joint Co-ordinator)*

**Perna Mahawar**  
*(Joint Co-ordinator)*



**Goonj**

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# CONVOCATION

The convocation was held April 29<sup>th</sup> 2023 for the PGDM batch of (2020-2022) with the help of faculty-in-charge Prof. Dr. M. R. Koshti and assisted by Prof. Dr. Baisakhi Mitra.

The procession for the convocation ceremony commenced with Mr. Nimesh Shah, CEO & MD of ICICI Prudential Asset Management Co. Ltd, serving as the Chief Guest. Other dignitaries included Mr. Shailesh Dalmia, Honorary Secretary; Mr. Mudit Dalmia, Vice President; Prof. Dr. Seema Saini, Chief Executive Officer; Prof. Dr. M. A. Khan, Director and Prof. Dr. Joyeeta Chatterjee, Dean Academics, Professor and HoD Marketing.

The Master of Ceremony (MOC) extended a warm welcome to the dignitaries and the audience, followed by a request for all to rise for the lamp lighting ceremony and a prayer. The lighting of the lamp was accompanied by Saraswati Vandana.

The MOC introduced the Chief Guest and requested the Hon. Secretary to welcome him formally. Subsequently, the Hon. Secretary declared the Convocation open.

The chief guest addressed the students, sharing the words of wisdom and inspiration.



Following this, the Dean presented the Programme Head's Report and invited the Director to confer diplomas upon the graduating students. The Dignitaries then presented Convocation Certificates to the graduating students.

The MOC invited the HR Rank holder, Marketing Rank holder and Finance Rank holder on stage one by one, followed by the presentation of cash prizes and gold medals by relevant dignitaries.

Honorary Secretary presented a token of appreciation to the Chief Guest.

The MOC administered an oath to the students, and Dr. Baisakhi proposed a vote of thanks, expressing gratitude to all attendees for their presence and support.

The MOC administered an oath to the students, and Dr. Baisakhi proposed a vote of thanks, expressing gratitude to all attendees for their presence and support.

Honorary Secretary, Mr. Shailesh Dalmia, declared the Convocation closed. The Convocation ceremony concluded with the departure of the procession.

# Summer Internship Experiences

*(Batch 2022-2024)*

## Company: Lupin Ltd.

My role in Lupin Ltd.'s Business Finance Group (BFG) was to undertake a thorough analysis of Days of Sales Outstanding (DSO), one of the most crucial aspects of Working Capital Management and pinpoint the causes of its sudden rise. My main responsibility was to assess the business's accounts receivable collection procedure and identify the elements that contribute to the longer time it takes to obtain payments from clients. I was able to comprehend the company's cash flow management and working capital needs by evaluating the DSO trend. My research gave me insights about the organization's financial health and enabled me to see potential dangers and growth prospects. I worked with teams from various cross-functional departments, including distribution, sales and operations, to collect pertinent information and develop a thorough knowledge of the underlying causes of the elevated DSO. My responsibility was to pinpoint specific depots and divisions within such depots, where the DSO had drastically increased, through data analysis and interpretation and investigate the causes of these trends. In addition, I evaluated operational elements that can influence timely payments, including customer payment trends, credit and collection policies, billing and invoicing procedures and other operational elements.



**Adwait Gawde**

## Company: Hem Securities Ltd.



**Prachi Ambre**

My experience with Hem Securities Limited, while working as an Investment Banking Intern, was a valuable learning journey in itself. Each day brought surprises during my two-month experience. The exposure I received was something I am truly grateful for. Attending the bell-ringing ceremony of an SME, whose IPO was led by Hem Securities Ltd at NSE, was a first-time experience. Right from going to trade shows and representing our company, attending face-to-face investor meetings, being present at listing events, conducting industry and company research to performing fundamental analysis and maintaining databases – we did it all. This hands-on experience provided me with a practical and comprehensive understanding of the Investment Banking sector. Throughout these two months, the company consistently presented us with a plethora of different experiences that I will cherish forever. I hereby express my gratitude to N. L. Dalmia for providing us with the platform to engage with the company and have this golden opportunity.

## Company: CRISIL

In my internship at CRISIL Limited, I had the opportunity to work on a project that required conducting credit research on firms and helping to the creation of professional credit reports in a corporate setting. I developed skills in developing financial models through hands-on work with Excel, allowing me to effectively evaluate and display financial data, so enhancing my analytical ability. Furthermore, I had the opportunity to present my findings to the department director, highlighting the significance of good communication in the workplace. CRISIL's open culture pleased me since I was empowered to organize my own work and received regular support from team members. To summarize, my summer internship with CRISIL has been instructive, powerful and fascinating.



**Smeet Parekh**

## Company: A-1 Fence Products Pvt. Ltd



I have no words for how appreciative I am to have been given the opportunity to do my Summer Internship at A-1 Fence Company. My experience there was both exponential and nurturing. As an MBA student, it is critical to gain a comprehensive understanding of the company culture that bridges the gap between ambitions and outcomes. During my Internship, I had the opportunity to work on four projects in the Human Resource (HR) area, each one more interesting than the last. I learned numerous benchmarking approaches for enhancing employee roles, talent acquisition with hands-on experience, employee engagement, building a leadership pipeline and much more. Not only did I have wonderful experiences, but I also made stumbles that enabled me to learn and grow.

**Kevin Hiten Savla**

## Company: Aditya Birla Capital

As a Summer Intern at Aditya Birla Capital, it was a pivotal experience that helped me grow both personally and professionally. It reinforced my passion for human resources and solidified my career aspirations in this field. I got an opportunity to work on the Live Project carried at all the Business Units level of Aditya Birla Capital, this not only gave me a hands-on experience but also gave me a chance to experience the practical execution of the strategies and I am immensely grateful for the opportunity I received and the guidance provided by the Corporate Relations of N. L. Dalmia Institute of Management Studies and Research.



**Janhavi Majithiya**

## Company: Philip Capital



During my internship at Philip Capital in the Institutional Equity Research division, I had the privilege of focusing on the FMCG and Retail sector. This experience provided me with a comprehensive understanding of financial modeling, where I learned to create intricate financial models critical for investment decisions. I also honed my skills in analysing earnings calls and Q4 results, extracting valuable insights from complex financial data. Furthermore, being part of a team that published research reports was both enlightening and fulfilling, as it allowed me to contribute to the investment landscape. Overall, my internship at Philip Capital was a transformative journey into the world of finance, offering valuable insights and practical skills that will undoubtedly shape my future career in this dynamic field.

**Jagdish Mali**

# Guest Session on Global Sales and Development



On July 15<sup>th</sup> 2023, the **Ace Club** (Marketing Club) of N. L. Dalmia Institute of Management Studies and Research hosted a student interactive Guest Speaker session on the theme '**Global Sales and Business Development**': A Perspective for 2<sup>nd</sup> year PGDM-Marketing students. Mr. Sandeep Jain, Director of Strategy & Growth at HTP Group, enlightened the audience with his vast understanding of global sales and business development.

Mr. Sandeep began the talk by introducing himself and explaining the history and journey of innovations, with a focus on worldwide 828 Sales and Business Development in various nations. Following that, there will be a talk on customer wants and business needs, as well as an in-depth discussion about Business Development, Sales Structure (Outside versus Inside), Sales Cycles and the Cultural Wheel-different cultures throughout the world. Sir also shared his knowledge with a variety of clients, including Borosil, MJB, ERP and DNGT.

The audience was enthralled and interested, and they peppered the speaker with smart questions. It was a fun and participatory session. Prof. Dr. Baisakhi Mitra then presented Mr. Sandeep Jain with a symbol of appreciation, which was followed by a vote of thanks.



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