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## MASTER OF MANAGEMENT STUDIES

JUL 2026 • VOLUME XVI • ISSUE 04

**Vision of the Department**

To be a globally recognized management institute where learners contribute to business and society through a scholarly environment of empathy, veracity and excellence.

**Mission of the Department**

1. To design and deliver a rigorous, contemporary, and application-oriented management curriculum supported by effective teaching–learning processes.
2. To embed research orientation, inquiry-based learning, and analytical tools within the academic ecosystem.
3. To institutionalize ethics, integrity, empathy, and fairness through policies, curriculum, and role modeling.
4. To provide learner-centric academic, mentoring, and developmental systems that support continuous growth and adaptability.
5. To actively engage with industry, society, and global stakeholders to ensure relevance, responsibility, and real-world exposure.

**Programme Educational Objectives (PEO)**

1. Graduates will effectively apply management knowledge and practices in functional and cross-functional roles within organizations.
2. Graduates will make structured, analytical, and data-informed decisions while addressing complex managerial situations.
3. Graduates will demonstrate ethical judgment, integrity, and responsible leadership in professional and societal roles.
4. Graduates will sustain career progression by adapting to change, acquiring new competencies, and engaging in lifelong learning.
5. Graduates will contribute positively to organizational performance and societal well-being with an awareness of global, legal, and ethical contexts.

## WHAT'S INSIDE



## DR. TRUPTI NAIK

HEAD OF DEPARTMENT, MASTER OF MANAGEMENT STUDIES

Dear Readers,

It gives me immense pleasure to connect with you through the July'26 edition of our newsletter. A major milestone for the department has been the accreditation of the MMS programme by the National Board of Accreditation under Tier I, for the period from January 2026 to December 2028. This achievement reflects the collective commitment of our faculty members, students, alumni, employers, industry experts, administrative teams and institutional leadership. While the accreditation is an important recognition of our efforts, we view it not as a destination, but as the beginning of a more purposeful journey. Our current batch of students is presently undergoing the Summer Internship Project, an important stage in their transition from classroom learning to professional practice.

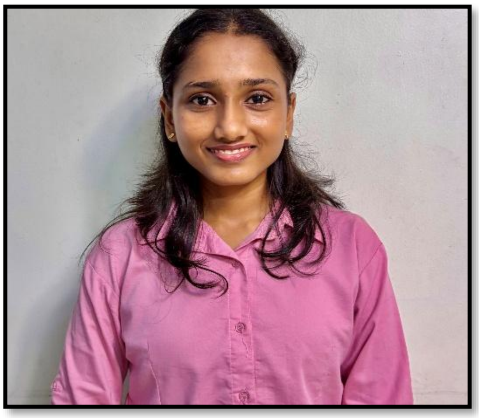
We congratulate all the placed students and wish them success as they begin their professional journeys. I sincerely appreciate the continued support of our management, faculty members, visiting faculty, students, parents, alumni, recruiters and industry partners. Every achievement of the department is the result of shared ownership and collective effort. Let us continue to learn, collaborate and strive for excellence while remaining committed to our larger purpose of developing competent, ethical and socially responsible management professionals.

*"Success is where preparation and opportunity meet — Bobby Unser"*

## SUMMER INTERNSHIPS

The Summer Internship forms an integral part of MMS, bridging the gap between academic theories and practical business realities. At the School of Management, the internship is viewed not merely as an academic requirement, but as a crucial stepping-stone toward career development and professional identity. We are proud to share that 100% of our students, secured internships in reputed companies across various sectors including BFSI, FMCG, Retail, Manufacturing, IT, Consulting, and Startups. This achievement is the result of the dedicated efforts of the placement and the sincere self-driven initiatives taken by students in preparing for and approaching opportunities. The internship duration of two months from May to June 2026 allowed students to gain hands-on experience in their chosen functional areas such as Finance, Marketing, HR, Operations, and Information Systems. Many students received commendable feedback from their industry mentors and contributed meaningfully to business objectives during their internships.

## SUMMER INTERNSHIP – STUDENT EXPERIENCES



Finance Intern at Adani – Ms. Sanjyot Raut

The Adani Dahanu Thermal Power Station (ADTPS) a 500 MW coal-based thermal power plant near Mumbai and Indias largest private thermal power producer depends on its Stores Department to keep things running smoothly. This summer, I stepped into that world. Working in the Stores Department allowed me to understand the critical role of materials management in ensuring uninterrupted power generation while maintaining efficiency, accuracy, and financial control.

Throughout the internship, I gained practical exposure to SAP Materials Management (SAP MM), where I worked on Goods Receipt (GR), Material Issue on Gate Pass, inventory location management, and payment checklist documentation. Along with SAP, I extensively used Microsoft Excel to prepare reconciliation sheets, apply data validation, compare inventory records, maintain MGP (Manual Gate Pass) trackers. I also received introductory exposure to Power BI for data visualization and reporting, observed weighbridge operations (Avery Wigh Tronix). The internship helped me bridge the gap between classroom learning and real-world industry practices.

"Success is where preparation and opportunity meet — Bobby Unser"

## SUMMER INTERNSHIP – STUDENT EXPERIENCES

Finance Intern at iRealities – Ms. Mahua Dwivedi : As part of the MMS curriculum, I had the privilege of completing my internship as a Technical Intern (FinTech-Lending Solutions at iRealities Technologies ) from 4th May to 30th June 2026. The internship provided an excellent opportunity to bridge classroom learning with real-world applications of financial technology while contributing to the development of enterprise-scale digital lending solutions.

iRealities Technologies is a technology-driven company focused on digitally transforming businesses through user-centric design, automation, and Artificial Intelligence. The company has a growing footprint in the BFSI space and creates digital platforms for banks and NBFCs, which streamlines lending processes, enriches customer journeys, and optimises operations. I had the opportunity to contribute to a Loan Origination & Disbursal System being developed for ECL Finance while interacting with consulting professionals from KPMG. Engaging with live discussions with clients, stakeholder reviews, and business requirement sessions provided a useful perspective on the process of envisioning, developing, and executing large-scale FinTech solutions. Beyond technical implementation, the internship provided valuable exposure to Digital Lending Operations, Business Analysis, Stakeholder Engagement, Agile Project Execution, and Product Development. Working alongside experienced professionals demonstrated how finance, technology, and business strategy come together to drive innovation within the financial services sector. This internship stands as a testament to the value of industry–academia collaboration. It has strengthened not only my technical and professional capabilities but also my aspiration to build a career at the intersection of finance, business analysis, and FinTech, where technology can create meaningful, sustainable, and customer-centric financial solutions.

Marketing intern at iRealities, Ms. Afreen Sheikh: My internship at iRealities was a rewarding experience that gave me valuable exposure to the corporate environment and helped me understand how classroom learning is applied in real world situations. During my internship, I worked on content planning, branding, marketing campaigns, event coordination, merchandise budgeting, and social media initiatives. These responsibilities allowed me to enhance my creativity, communication, teamwork, time management, and problem solving skills. The knowledge I gained through my academic curriculum, particularly in marketing, management, business communication, and strategic planning, played an important role in helping me understand and execute my tasks effectively.

At the same time, the internship gave me practical insights that went beyond textbooks, helping me build confidence and develop a professional mindset. Overall, this internship has been an enriching learning experience that strengthened both my personal and professional growth. It has inspired me to continue learning, take on new challenges, and prepare myself for a successful career ahead.

“ Success is where preparation and opportunity meet — Bobby Unser ”

## SUMMER INTERNSHIP – STUDENT EXPERIENCES

Finance Intern at GP Parsik Cooperative Bank, Ms. Shalaka Sonawane : Banking has always intrigued me – not merely as a system of numbers, but as an institution built on trust. When I walked into bank, on the first day of my Summer Internship, I carried textbook knowledge of banking. Nine weeks later, I walked out with something far more valuable — A Practical understanding of how a co-operative bank truly functions. The World Behind the Counter: My internship began with an eye-opening experience: A statutory audit, watching external auditors scrutinize balance sheets, verify NPAs, and check RBI compliance taught me that the discipline we study in Financial Accounting is not abstract — it is enforced, documented, and consequential.

Later, when I assisted during internal and cluster office inspections, the lesson reinforced itself: banking is an industry built on trust, and that trust is sustained through meticulous scrutiny. I also learned the lifecycle of currency, gained exposure to documentation, specialised lending operations - home loans to vehicle financing, , Gold loan & Credit Risk, Forex, Bancassurance & Digital Banking which broadened my understanding of the bank's operational and compliance processes. NPA analysis and the SARFAESI Act further deepened my understanding of the ecosystem.


Finance Intern at ICICI Bank, Ms. Sauleha Sakrikar: My internship at ICICI Bank has been a truly enriching experience that provided me with valuable exposure to the banking industry and its day-to-day operations. From the very first day, I was welcomed into a professional environment where I had the opportunity to observe how different banking functions work together to deliver efficient customer service. During my internship, I worked on the project "Identification and Scoping of Remittance Opportunities." As part of this project, I visited multiple ICICI Bank branches and interacted with branch officials to understand customer requirements, remittance-related processes, and operational practices.

These branch visits gave me practical insights into how international remittance services are handled at the branch level and helped me understand the challenges and opportunities in this business segment. Along with field interactions, I also conducted market research and analysed industry trends, which enhanced my understanding of the evolving ecosystem. One of the most valuable aspects of this internship was the guidance and support provided by my mentor. Their encouragement, constructive feedback, and practical insights made the learning process engaging and meaningful. The experience helped me strengthen my research, analytical, communication, and problem-solving skills while improving my confidence in working within a professional corporate environment. Looking back, this internship was much more than an academic requirement I sincerely thank ICICI Bank for providing me with this valuable opportunity.

"Success is where preparation and opportunity meet — Bobby Unser"

## SUMMER INTERNSHIP – STUDENT EXPERIENCES

Marketing Intern at Shoppers Stop, Mr. Rahul Gogawale: This internship provided me with an excellent opportunity to experience the practical aspects of retail management and understand how business concepts are implemented in a real-world environment. During my internship, I was actively involved in customer interaction, promoting the First Citizen loyalty program, observing customer buying behaviour, assisting in sales operations, collecting customer feedback through Net Promoter Score (NPS) surveys, monitoring customer walk-out ratios, and conducting a research project on the Black Card membership program. I also carried out customer connect activities by collecting purchase details from customers visiting competitor brands such as Zara and Uniqlo, which provided valuable insights into customer preferences and competitive positioning.

One of the most valuable aspects of my internship was conducting research to understand why eligible customers were not opting for the Black Card membership despite meeting the required spending criteria. The concepts learned in Business Research Methodology (BRM) proved extremely useful throughout this project. The research findings formed the basis for developing recommendations and a Standard Operating Procedure (SOP) to improve Black Card membership conversions. Overall, the internship served as an important bridge between academic learning and industry practice.

Finance Intern at Shipping Corporation of India Ltd., Ms. Akanksha Chavan: Honestly, these two months passed much faster than I had expected—and in the best possible way. When I first joined the organisation, I was uncertain about what to expect and wondered whether, as an intern, I would be given meaningful opportunities to learn and contribute. However, those concerns soon disappeared. The welcoming and supportive work environment made it easy for me to settle in, and I never felt that I did not belong. One of the most valuable lessons I gained during the internship was the importance of self-analysis and continuous improvement. I learnt to reflect on my work, identify areas where I could perform better and take responsibility for my own learning.

Working at SCILAL gave me valuable insights into how the financial functions of an organisation operate in practice. It strengthened my interest in finance and gave me greater clarity about the career path I would like to pursue. I also gained hands-on experience in using Tally Prime and Microsoft Excel. I had the opportunity to work with live financial data, which made the learning far more practical and meaningful. I joined the organisation as a student, eager to learn. I am leaving with stronger technical knowledge, improved communication skills, greater confidence and a clearer understanding of the professional I aspire to become. This internship was not merely a two-month learning experience; the lessons, habits and perspectives I developed will remain with me throughout my personal and professional journey.

“Knowledge is power. Information is liberating. Education is the premise of progress.

- Kofi Annan”

## SUMMER INTERNSHIP – STUDENT EXPERIENCES


Marketing Intern at PI Industries, Mr. Nakul Bakal: When I began my two-month summer internship at PI Industries Ltd. as a Marketing Intern, I did not fully anticipate how much the experience would reshape my understanding of marketing itself. stepping into this role meant moving away from textbooks and classroom case studies and into the fields, quite literally, to understand how agricultural marketing functions at the grassroots. My focus area was the chilly crop business, studied from both the farmer's and the retailer's perspective, with a responsibility of promoting the company's flagship product, Brofreya, among farmers in the region.

Looking back, this internship gave me something no classroom ever could: a direct, unfiltered view of how a product moves from a company's research lab to a farmer's field. This internship gave me a genuine, ground-level understanding of how agricultural marketing functions — the interconnected roles of the distributor, retailer, and farmer within the supply chain, and the challenges each of them faces. It strengthened not just my technical agricultural knowledge but also my confidence as a marketer, and it has given me a strong, real-world foundation as I look ahead to building a career in this sector

Marketing Intern at Godrej Agrovet Limited, Mr. Abhijeet Khumkar: Over eight weeks in the Kharif 2026 season, I worked with Godrej Agrovet Limited's Crop Protection Business Division on a dual mandate: establishing market entry for Huskie, an advanced broad-spectrum herbicide, and scaling adoption of Hitweed Maxx among cotton-growing farmers across the Nagpur territory. The role placed me at the intersection of B2B channel management and B2C rural marketing — auditing retail counters, running farmer meetings, and setting up live product demonstrations in village squares from Kuhi to Dhamna.

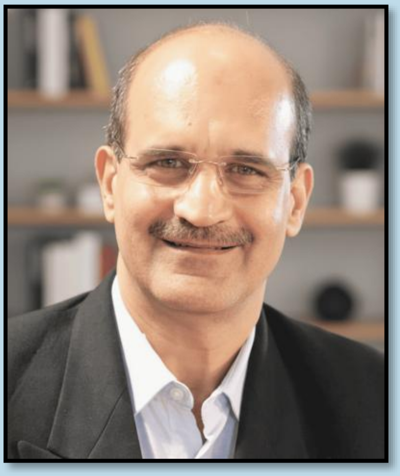
I came into this internship expecting to learn how a marketing team runs a rural sales campaign. I did — but the more lasting shift was in how I think about the word “market” itself. It stopped being a segment on a slide and became a specific set of people: a retailer juggling two suppliers, a farmer deciding whether to trust a new herbicide with this season's crop, a distributor optimising for volume over relationships. Every framework from the classroom — channel conflict, diffusion of innovation, experiential marketing — only really made sense once I had watched it play out in a village square. Professionally, this internship connected three levels of the agri-market that I had only ever studied separately: the farmer's field, the retail counter, and the company's seasonal strategy. Each operates on its own language and logic, and the work of a field marketer is really the work of translating between them.

> Education is not preparation for life; education is life itself.
> — John Dewey

## DEGREE DISTRIBUTION CEREMONY AND GRADUATION DAY

Institute Level Degree Distribution Ceremony and Graduation Day were organised on  was organised by Department of Management Studies, Prof. Nilesh Deshpande and Dr. Varsha Maheshwari were the faculty coordinators for the event along with the enthusiastic and disciplined student volunteers. The MMS pass out batch of 2023-25 was invited for DDC on 30th April 2026, Ms. Mitali Daga, student topper was awarded with Prof. C S Deshpande Memorial Silver Medal, a memento given to celebrate extraordinary talent and exceptional academic achievement. The Final Year students of MMS enjoyed the much awaited and joyous evening of the Graduation Day. The ceremony was held on Thursday 30th April 2026, Ms. Akanksha Rawat and Mr. Mohammad Hasaware from batch of 2024-2026 were felicitated as MMS Star Students for their overall achievements and recognize their commitment to academic excellence. The graduates reminisced about the transformative experiences, the knowledge gained, and the friendships forged during their time


## VISITING FACULTY – MR. RAVINDRA KALE



Mr. Ravindra Kale is a seasoned industry professional and management educator with over three decades of experience in manufacturing, quality assurance, operations and business excellence. He served with Mahindra & Mahindra Ltd. from 1985 to 2018, culminating in the position of General Manager – Business Excellence, Automotive sector. During his corporate career, he played a significant role in establishing business excellence and continuous-improvement practices across the organisation. His areas of expertise include Lean Six Sigma, Total Productive Maintenance, Daily Work Management, Value Stream Mapping, quality management systems, new product development, productivity improvement, process re-engineering and world-class manufacturing.

He was also associated with the development and implementation of Mahindra's Business Excellence framework and quality assessment systems. Since 2018, Mr. Kale has been contributing to management education as a visiting faculty at reputed institutions. Mr. Kale holds an MBA in Operations and Human Resource Management, a postgraduate diploma in Operations Management and a qualification in Industrial Engineering. His strong blend of industry experience and academic engagement enables students to understand management concepts through practical applications, organisational examples and real-world problem-solving.

## Know an Alumnus – Mr. Abhay Kharat (Batch 2013-15)

Success is built through perseverance, adaptability, and a commitment to lifelong learning. My professional journey, spanning over two decades, began as a Door-to-Door Sales Executive, where I learned the importance of resilience, discipline, and earning customer trust through every interaction. From there, I progressed through diverse roles with organizations such as HelpAge India, ASAPP Info Global Group, Legal Era, and Business Standard, gaining valuable experience in fundraising, sales, event marketing, customer acquisition, and relationship management.

Along the way, I also explored entrepreneurship through a cloud kitchen venture and worked as a freelance digital marketing consultant, experiences that broadened my understanding of branding, consumer behaviour, business strategy, and digital marketing. Each role contributed to my professional growth and strengthened my ability to adapt, innovate, and create value.

serve as Marketing Specialist at Realty Tech Development Management Consultancy LLP (RTDMC) and Manager – Marketing at EVCS Solutions Private Limited, where I lead strategic marketing, branding, corporate communications, digital marketing, investor relations, and business development initiatives, contributing to organizations that are shaping the future of real estate development and electric vehicle infrastructure.

A defining turning point in my career was pursuing an MBA in Marketing at VIT. The MMS program transformed my perspective from simply selling products to building brands, developing marketing strategies, and driving sustainable business growth. It combined academic knowledge with practical insights, giving me the confidence to step into strategic marketing leadership.

### Upcoming Events

- Orientation for 19th Batch of MMS
- Preplacement activities
- Guest Lectures
- Specialisation Workshops
- Industrial Visits

> Live as if you were to die tomorrow.
> Learn as if you were to live forever."
> — Mahatma Gandhi

**Dr. Trupti Naik**
Chief Editor

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