

# K P C KISHAN

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ASSOCIATE PROFESSOR,  
DEPT. OF ENTREPRENEURSHIP  
GITAM INSTITUTE OF MANAGEMENT  
GITAM CAMPUS  
VISAKHAPATNAM – 530045  
PH: 0891-2840309

2-15-42/6  
MVP HILL AREA  
MVP COLONY  
VISAKHAPATNAM – 530017  
Ph: 0891-2711812

## PROFESSIONAL EXPERIENCE – 20 YEARS

### **CHAIRPERSON – Admissions & Collaborations**

*GITAM Institute of Management*

Nominated to take-up Admission promotion activities and collaborations since 2005. Responsible for planning and executing various tasks to admit about 350 students every year. Collaborated successfully with CMU and UNO of USA, CISI, CIMA and ACCA.

### **TRAINING & PLACEMENT OFFICER**

*CMS, GITAM, Visakhapatnam*

Joined as Teaching Assistant to handle training & Placement activity. Developed activities from the scratch and increased number of campus recruiters from single digit to 50 in 8 years period. Successfully placed over 1000 students through campus placements. Sourced summer internships. Handled *training programs in soft skills with the support of faculty and external trainers.*

*Additional responsibility was given to coordinate Joint program with university of Glasgow, Scotland. Successfully marketed and coordinated delivery of the program for the first batch students through liaison with various functionaries at University of Glasgow and GITAM.*

### **PHARMACY MANAGER**

*HOSPITALS, VIZAG*

Worked as Pharmacy Manager in **2002. SEVEN HILLS** Managed in-patient and out-patient pharmacy with over Rs. 4cr. sales turn-over. Responsible for procurement, inventory management, personnel, administration, and systems management.

### **ENTREPRENEUR**

Managed four start-ups in Service & Manufacturing areas from **1993-2001** from idea to project implementation and Management.

### **VISITING FACULTY**

*AIMA NODEL CENTRE, VIZAG*

Worked as VISITING FACULTY from **1996-2002** to teach various Management Subjects

**HOUSING DIRECTOR**  
*E F INTERNATIONAL, SAN DIEGO, USA*

Worked for the Swedish MNC during **1990-1993**. Responsible for over 2000 students from over 20 countries mostly from Europe. Role involves allocation of housing units, oversee maintenance, developing systems, procedures and personnel management

**MARKETING EXECUTIVE**  
*CADILA PHARMACEUTICALS, AHMEDABAD*

Worked as MARKETING EXECUTIVE in **1989**. Responsible for generating sales through personal selling to practitioners

**APPRENTICE CHEMIST**  
*PHARMACEUTICALS, VIJAYAWADA*

Worked as APPRENTICE CHEMIST from *BLESTON* **1986-89**. Worked in Quality control division of formulations

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### **PROFESSIONAL ACHIEVEMENTS**

- *Awarded 'Best Employee of the year' twice in a row at EF International, Sandiego, USA*
- *Highly appreciated by students & management at AIMA NODEL CENTRE*
- *First Pharmacy Manager to be appointed at Seven Hills Hospital*
- *Several major achievements including MoU with University of Glasgow, MoU with HSBC and MoU with British Council while working at CMS*

## **IV. EDUCATIONAL QUALIFICATIONS**

### **DOCTORAL RESEARCH**

Admitted into M.Phil/Pre-Ph.D program at AACHARYA NAGARJUNA UNIVERSITY in 2005. Secured **first class** in the Pre-Ph.D examination

### **MASTER OF BUSINESS ADMINISTRATION**

Graduated from UNITED STATES INTERNATIONAL UNIVERSITY, SAN DIEGO, CALIFORNIA, USA in 1992. Secured overall grade point of **3.6/4.0**.

### **BACHELOR OF PHARMACY**

Graduated with **first class** from ANNAMALAI UNIVERSITY, TAMILNADU in 1986

### **BOARD OF INTERMEDIATE EXAMINATION**

Secured **89%** with Mathematics, Physics & Chemistry from AKC Jr. COLLEGE, RAJAHMUNDRY, AP.

### **EDUCATIONAL ACHIEVEMENTS**

- *Merit student with high first class through-out*
- *Secured admission at the prestigious institute **BITS, PILANI, RAJASTHAN** in the Integrated M.Sc (Science & Technology) program*

## V. PROFESSIONAL ACHIEVEMENTS

<b>A Consultancy Rendered</b>					
S No.	Project Title	Sponsored Organization	Duration (Years)	Amount	Status
1	Feasibility study on Broadband service in Visakhapatnam	Click Fiber	3 months	Rs 50,000	Completed
2	Feasibility study on Airport cargo facility in Visakhapatnam	CII and AAI	3 months	None	Completed
3	Status of Packaging Industry in Vizag	Vizag Development Council	2 months	None	Completed
<b>B Performance in Industry-Institute interaction</b>					
S No.	Nature of Interaction		Name of Industry	Duration	
1	MDP for Executives on Business Games		Representation from Over 10 industries	<b>3 days each</b> - Sep 2009 & August 2010	
2	Placement Promotion		Over 10 organizations in Mumbai and Hyd	Dec 2008 & March 2010	
3	Student Live Projects		APTICO, HYD	<b>15 days</b>	
4	Student Live Project		Big Bazar, Vizag	<b>15 days</b>	
<b>C Innovations/Contributions to Teaching</b>					
1	Design of Curriculum - Current Business Affairs, Strategic Management Business Games				
2	Teaching methods - Simulation Games				
3	Evaluation methods – Executed Online exams with the support of IT Team				
4	Preparation of resource material <b><i>Including books, learning materials Laboratory manuals etc.:</i></b> Developed Placement Profile, Student Dairy, Admission Promotional Material				
6	Remedial Teaching / Student Counseling (academic) Developed Preparatory Classes for M.Sc(Management) students				
7	Content developed for Business Games & Current Business Affairs				
<b>D. Contributions made in other areas/Community work</b>					
S No.	Description of Work		Nature of Work		
1	Associated with HSBC sponsored Social Project		Submission of Proposal and worked Faculty Coordinator		

2	Successfully Proposed to HSBC for setting-up English Language Learning Center at GIM	Submission of Proposal to Setting-up lab	
3	Successfully proposed to University of Glasgow for MoU	Submission of Proposal and Execution of MoU	
<b>E.</b>	<b>Participation in Continuing Education Programme</b>		
a)	<i>Summer / winter schools organized (as co-ordinator / others)</i>		
S No.	Title	Duration	Institution
1	Organized FICCI & US Aid Workshop	1 day	GIM
2	Organized FDP on Curriculum Design	2 day	GIM
b)	<i>Summer / winter schools participated</i>		
S No.	Title	Duration	Institution
1	Foundation Course in Strategic Management	6 days	IIM(K)
2	Strategy Management of Innovation	6 days	IIM(B)
3	Strategy Management of Technology	6 days	MDI
4	Blue Ocean Strategy	6 days	IIMK
5	Capsim(Business Strategy) Training Program	3 days	IIMI
6	Implementing Strategy	6 days	IIML
7	CAPSIM Training Program	3 days	CAPSIM
8	Markstrat(Marketing Strategy) Simulation	2 days	eGalactic