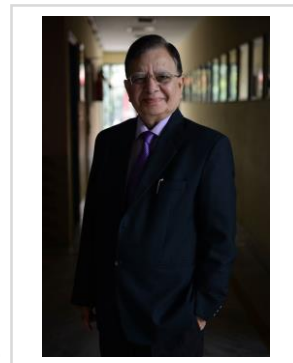


Name : Anupam Varma  
Designation: **Deputy Director & Dean (Academics)**  
**Professor of International Business**  
Institution : Birla Institute of Management Technology  
Email : anupam.varma@bmtech.ac.in  
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### **BIOSKETCH:**

Dr. Anupam Varma is currently handling the responsibilities of Deputy Director and Dean (Academics) at BIMTECH. He is also a member of the Board of Governors of the Institute. His teaching and research interests are mainly in the area of International Business. Prior to taking up responsibility as Dean (Academics), he was also Chairperson of the Centre for International Business & Policy at BIMTECH. He played an important role in establishing and nurturing this Centre which now is a key academic centre at the Institute. He has been a member in the distinguished experts panel in export group of the commonwealth secretariat for review of the key emerging developments in international trade and their significance for member states.

He has been part of the Government of India delegations in many conferences organized under auspicious of U.N abroad and has travelled extensively in connection with his work, business and academic pursuits. Presently he is a member of the CII National Committee on International Trade Policy and National Committee on Exports and Imports.

### **EDUCATION: (TOP 3/4)**

- D. Phil. from University of Allahabad (1971)
- M. Sc. Ag. (1966)
- Proficiency certificate in Russian Language from University of Allahabad
- Diploma in Extension methods
- Diploma in Photography from University of Allahabad

### **AREA OF INTEREST AND RESEARCH**

- International Trading
- Geo-politics and International Trade

- International Shipping
- International Marketing

## **TEACHING COURSES AND NEW COURSES DEVELOPED**

- Global Business Environment
- International Shipping
- Methods of Payment in International Trade

## **EXPERIENCE**

- Dy. Director and Dean – Academics , Professor, International Business, Birla Institute of Management Technology, Greater Noida, India, since 2005 onwards.
- Chief Executive, JK International, (A unit of J.K. Industries)
- Chief Executive, Anushubh Consulting, International Trade Consultants
- Vice President (International Marketing), Birla International Marketing Corporation, (A unit of Grasim Industries)
- Vice President (International Marketing), Mohan Exports.
- Chief Marketing Manager, State Trading Corporation of India, New Delhi, Also Branch Manager, Bangalore and London Offices.
- Asstt. Divisional Manager, Shriram Chemical Industries, (A unit of DCM Ltd.)

## **ACADEMIC POSITIONS AND ASSIGNMENTS**

- Headed a consultancy assignment on Customer Satisfaction of Associates of PEC Ltd in 2014-15.
- Member of team on Consultancy Project for North Eastern Handicrafts and Handlooms Development Corporation Ltd (NEHDDC) to develop a plan for its revival in August – Dec 2011.
- Chairperson, PGDM (IB) Program, Birla Institute of Management Technology, Greater Noida from Nov. 2005
- Visiting Professor, Birla Institute of Management Technology, Greater Noida 2004.
- Visiting Professor, Indian Institute of Foreign Trade, New Delhi 1997-2004.
- Distinguished Professor (visiting) at IILM.

## **PROFESSIONAL ASSOCIATION AND BOARD PARTICIPATION**

- Member, Board of Governors, BIMTECH
- Member, CII National Committee on International Trade Policy
- Member, CII National Committee on Exports & Imports

## **RECOGNITIONS AND AWARDS**

- Topped in M. Sc. in the subject in the University
- Recipient of UGC Junior and Senior Research Fellowship
- Fellow of the Indian Society of Agricultural Chemists and has been given the award of 'Distinguished Scientist' by this Society

## **RESEARCH PAPER**

- Anuj Sharma, Anupam Varma (2012), Competitiveness of Leather and Leather Product Exports: A Case of Kanpur Cluster, , Foreign Trade Review, Doi: <https://journals.sagepub.com/doi/abs/10.1177/0015732515120402>

## **CONFERENCE, SEMINAR PAPER AND PRESENTATIONS**

- Attended B School Leadership Conclave 2018 organized by EPSI "Redefining Indian Management Education in a Rapidly Transforming World"
- Made a presentation in Delhi University Seminar and FDP on Geopolitics and International trade in March 2019.
- Regularly attending and addressing many conferences, seminars

## **MAGAZINE AND NEWSPAPER ARTICLES**

- Anupam Varma & Rupali Singh (March 2018). Selling Point, ISBN 978-93-86206-69-5; *Times of India Higher Education Magazine*
- **The INTERVIEWS AND MEDIA IMPACT**
- A Live TV Interview Programme at Lok Sabha TV was held on May 6, 2014 on the Career Opportunities in the field of International

Business. Was interviewed on the subject by Ms. Praveen Malhotra, well known Career Counsellor.

- Two panel discussions held in 2011 in Lok Sabha TV on FDI in Retail and on International Business.

### **MDP SESSIONS, WORKSHOPS AND TECHNICAL LECTURES**

- Have conducted over 30 MDPs and workshops in various facets of International Trade with many private and government organizations in different parts of India.