

Name : Rajeev Sharma
Designation : Chairperson - Centre for Corporate Relations (CCR)
Assistant Professor of Operations and Decision Science
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BIOSKETCH:

Prof. Rajeev Sharma is the Assistant Professor in the area of Operations Management & Decision Sciences at Birla Institute of Management Technology, Greater Noida. He is a qualified cost and management accountant. He has 12 years of experience as an industrial practitioner and over 12 years of experience as a seasoned academician. He embarked on his professional path as a corporate financial and operations professional, which included a successful stint as a consultant for the companies ranging from SME start-ups to corporate giants like BSNL, Panacea Biotech, BIBCOLD, Morepen Laboratories Ltd, Cosmo Ferrites, Cosmo Films to name few. His areas of expertise are operations management, quality management, supply chains & logistics management. He also has flair for entrepreneurship, creativity and Innovation.

EDUCATION: (TOP 3/4)

- Associate Cost Accountant – (ACA), Institute of Cost Accountants of India, 1997
- Bachelor of Commerce (B.Com) - Delhi University, 1994

AREA OF INTEREST AND RESEARCH

- Supply Chain Management
- Logistical Management (Cold chains)
- Total Quality Management
- Service Operation Management
- Operations Management/Production Management
- Strategic Cost Management
- Sustainability Management

TEACHING COURSES AND NEW COURSES DEVELOPED

- Operations Management
- International Supply Chain & Logistics Management
- Total Quality Management
- Capstone Business Simulation
- X culture
- Project Management

EXPERIENCE

- Assistant Professor in the Area of Operations Management & Decision Sciences at Birla Institute of Management Technology Greater Noida from January 2008 till date.
- Practicing Cost Accountant, holding full time Certificate of Practice from May 2000 to Dec 2007. Gained professionalism & expertise, working with the different industries ranging from small Electronic & Textile companies to Telecommunication & Biotech Giants. BSNL, NFL, CEL, BIBCOL, Control & Switchgear Ltd, Leroy Somers, Morpean, Tractor India ltd., Cosmo Films/ferrites Ltd., Panacea Biotech, Jubilant Organosys, Haryana Tractors & K.C.Fibers Ltd. are the few corporate I have worked with.
- Worked as Principal Consultant with V. Kumar & Co. Chartered Accountant Firm from June 1996 to May 1999, a partner concern of to SRB & Co.

ACADEMIC POSITIONS AND ASSIGNMENTS

- Chairperson, Centre for Corporate Relations at Birla Institute of Management Technology, Greater Noida from June 2018 till- Present.
- Vice Chairperson, Centre for Corporate Relations, Birla Institute of Management Technology, June 2017-May 2018.
- Program Coordinator from Program of International Business from June 2010 till May 2018.
- Coordinator E Cell at Birla Institute of Management Technology, from June 2009-May 2010.
- Member Centre for Management Development & Consultancy, Birla Institute of Management Technology May 2016-Present.

PROFESSIONAL ASSOCIATION AND BOARD PARTICIPATION

- Associate Member, Institute of Cost Accountants of India, Kolkata

RECOGNITIONS AND AWARDS

- Recipient of fellowship under prestigious Obama-Singh 21st Century Knowledge Initiative by Government of US & India managed by UNC-IIMB & WIPRO.
- Entrepreneur Teacher certificate under- Entrepreneur Educator Course recognized by IIM Bangalore (NSRCell), Stanford Foundation under the aegis of NEN (National entrepreneur Network).
- Distinguished Service Award, Birla Institute of Management Technology, 2018.

RESEARCH FUNDING AND CONSULTING

- 1000 USD fellowship under the Obama-Singh Grant administered by the Indian Institute of Management Bangalore, jointly with the University of North Carolina, Chapel Hill to revise an existing course of Lean and sustainable supply chain to be implemented in higher education program. June 2015-16.
- Consultancy project of PEC Ltd. on "Competency Mapping and Employee Satisfaction Survey of PEC Limited a public sector enterprise under Ministry of

Commerce and Industry, Department of Commerce, Government of India of
INR 5,00,000 Project leads were Dr. Anupam Varma, Dr. Anuj Sharma & Prof.
Rajeev Sharma. July 2016-17.

RESEARCH PAPERS AND WORKING PAPERS

- "An Examination of Supply Chain Performance Factors based on the Quality of Relationships' has published in Journal Integral Review Vol 9 No.1 & II, July-Dec 2017. e-ISSN: 2278-6120, p-ISSN: 0974-8032.
- "A Comparative Analysis of Transfer Pricing Favourability among Selected Economies" IOSR Journal of Economic & Finance, K.J. Somaya Institute of Management, Published January 2016. e-ISSN : 2321-5933 Volume: 2 p-ISSN: 2321-5925
- CSR Expenditure: Deductible Issues under Income Tax Act- published in Charter Secretary, Journal of ICSI in November, 2014 Author Prof. Rajeev Sharma & Mr. Gopal Mondal, Director Finance & Company Secretary IDFC Foundation.

CASE REPOSITORY AND PUBLICATIONS

- Rajeev Sharma & Navin Shrivatava (2011) "Devotional Tourism: An Entrepreneurial Challenge" published in Cases in Management, PHI Learning Private Ltd. ISBN 978-81-203-4158-6.

BOOKS, CHAPTERS AND TECHNICAL REPORTS

Book-

- Rajeev Sharma, Smriti Asthana & Chandra Lalwani (2015). Global Supply Chain Management & Emerging Markets. Bloomsbury Publishing

Report

- Next Generation Supply chains & Logistics- a finding (2012), Monograph on the outcomes of roundtable on International Supply chain & Logistics Management.

EDITORIAL POSITIONS AND REVIEWS

- Editorial Board member, Skyline Business Journal (SBJ), Skyline University College, University of Sharjah. March 2019 - onwards.

CONFERENCE, SEMINAR PAPER AND PRESENTATIONS

- Rajeev Sharma and Gaurav Tripathi (August 2016), An Examination of Supply Chain Performance Factors based on the Quality of Relationships presented at International conference on Operations and Supply Chain Management (ICOSCM 2016) organized by Symbiosis Institute of Operations Management Nasik.
- Rajeev Sharma & Gaurav Tripathi (August 2016), Sustainability and Rapid Urbanization: A Case of Ghaziabad presented at Sustainability Summit 2016, Energy Peace and Global Governance organized by Xavier University, BBSR.

- Rajeev Sharma & Gaurav Tripathi (April 2015). Deployment of E- Tools for Supply Chain Integration: A Review presented at International conference on Evidence based management, BITS Pilani.
- Rajeev Sharma (January 2015). “Revise an existing course of Lean and sustainable supply chain” presented at Presented at Symposium on Advancing Sustainability Research, organized by IIM B, UNC and Wipro.
- Rajeev Sharma and Abhay Saxena (December, 2013) Supply Chain Management and E-business Tools, (An analytical study of trends and opportunity) Presented and published at International conference of Supply chain & Logistics Management (ICSCLM 2013) organized by BIMTECH and Hull University, New Delhi.
- Rajeev Sharma (September, 2013), Human Resource Management and Alienation in Work presented at National Conference on Emerging Trends in Computational Research & Development organized by Management and Alienation in work at Dev Sanskriti Vishwavidyalaya, Haridwar.
- Rajeev Sharma, Amit Saxena, L. Ramani (November, 2012) ICT enabled Technologies – issues in implementation (Especially in perspective of Uttrakhand Rural Areas) presented at International conference FOBE, Organized by Institute of Management Technology, Ghaziabad in association with Essex Business School, UK.
- Rajeev Sharma (October, 2012). Holistic vision and probable solution of Stress Management (Under the subhead of stress management and burnout phenomenon) Presented at 4th National seminar Peter F. Drucker Memorial organized by Department of Business Administration Siliguri Institute of Technology In Association with West Bengal University of Technology.

MAGAZINE AND NEWSPAPER ARTICLES

- Rajeev Sharma (2012, April)“Post budget effect on Logistics industry”, published in Logistics times P 27
- Rajeev Sharma (2012, January) “Sweet & Sour”-Logistics past and future, published in Logistics times p 65
- Rajeev Sharma (2010, October) “Focus strategy, in Service operations” published in NIRC News Letter, Institute of Cost & Works Accountants of India, New Delhi.
- Rajeev Sharma (2010, November) “Entrepreneurship finance” published in NIRC News Letter, Institute of Cost & Works Accountants of India ICWAI, New Delhi.

MDP SESSIONS, WORKSHOPS AND TECHNICAL LECTURES

- Project Management & Group work case Analysis: Foundation Course in General Management for National Thermal Power Corporation Limited, 2 week program, September, 2019.
- CAPACITY BUILDING – EDUTAIN PROGRAM: Sharjah Electricity & Water Authority, Sharjah, UAE, one week management development program, July 2019.
- Key Concepts in Operations Management: Foundation Course in General Management for National Thermal Power Corporation Limited, 2 week program, July, 2019.

- Project Management & Case Analysis with Group work: Open Foundation Course in General Management for NTPC, NSPCL & NLC, 2 week program, January, 2019.
- Project Management & Case Analysis: Open Foundation Course in General Management for NTPC, NSPCL & NLC, 2 week program, November, 2018.
- Project Management & Technical Case Analysis: Foundation Course in General Management for National Thermal Power Corporation Limited (ER -I), 2 week program, July 2017.
- Emotional Intelligence, Understanding the Role of Manager: Psychometric Test for Talent Development of E1-E5 Level Executives of NHPC Ltd., 5 Days Program, June 2017.
- Total Quality Management: Power Management Institute, 2 weeks program, May 2017.
- Business Simulation workshop: Jointly organized by BIMTECH and LearnBlz Simulations, May 2017.
- Project Management: Power Management Institute, 2 Weeks program, March 2017.
- How to make Project Succeed: Capsule Course in General Management for Officers of NTPC NCR, 2 weeks course. September 2016.
- Procedures and Practices of International Trade: Executive Development Program for Officers of PEC Ltd., 2 days. December 2015
- Risk Management of Perishable Commodities: Executive Development Program for Officers of PEC Ltd., 3 days. July & August 2015
- Warehousing Management & Logistics and Air freight: Executive Development Program for Officers of PEC Ltd., 5 days. Feb & March 2015
- Total Quality Management: 8 plus programs delivered during 2012-14 with organization like BSNL, PMI, NTPC, Power Grid, IFFCO, MTNL to name few.
- Finance for Non Finance Managers: Twenty plus programs delivered between 2010-2015 with organization like Maruti Udyog Ltd., Jindal Steels Pvt. Ltd, IFFCO, Hyundai Motors Ltd, Power Management Institute, Bharat Sanchar Nigam Ltd, Telecommunication Consultants India Ltd., Mahanagar Telephone Nigam Ltd., Bharat Heavy Electrical Ltd, Power Grid India Ltd to name few.
- Supply Chain Management & Logistics Management, Strategic Sourcing & Procurement: 10 Plus program delivered between 2009-13 with organizations like NTPC, Power Grid, MUL, BHEL, PMI, Future Supply Chain Solutions Ltd., Hind Terminus, Central Warehouse Corp., State Trading Corporation, PEC Ltd, MMTC Ltd, Balmar & Lawrie to name few.
- Capstone Business Simulation: Open Faculty Development Program for Capstone Inc. USA May 2017.
- Delivered two 15 days, Entrepreneurship Faculty development program with the aid of Entrepreneurship Development Institute of India (EDI) in 2010 & 2012.

PROFESSIONAL ASSOCIATIONS AND MEMBERSHIPS

- Life Member, Indian Institute of Insurance, 2007 – onwards.
- Registered mentor with [msmemtor.in](http://www.msmemtor.in/) in the website of key resource group for mentoring start-ups under ministry of medium and small industries.
<http://www.msmemtor.in/#>

