



## **Army Institute Of Technology (AIT), Dighi Camp, Pune - 15.**

Director : 7249250115, Joint Director : 7249250117, Principal : 7249250186

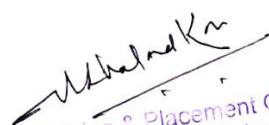
Exch : 7249250183, 7249250184, 7249250185

Website : [www.aitpune.com](http://www.aitpune.com) Email : [ait@aitpune.edu.in](mailto:ait@aitpune.edu.in)

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### **ALUMNI CONTRIBUTION THROUGH SUPPORT SERVICES: 2019-20**

<b><u>Sr No.</u></b>	<b><u>Activities</u></b>	<b><u>No. of Students</u></b>	<b><u>Page Nos</u></b>
01	Sessions/ interaction with students	600	2-15
02	Alumni support in campus recruitment	23	16-17

  
Training & Placement Officer  
Army Institute of Technology  
Dighi Hills, Pune - 411015.

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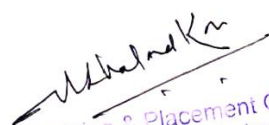
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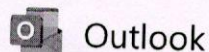
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**SESSIONS/ INTERACTIONS WITH STUDENTS BY ALUMNI: 2019-20**

<b><u>Sr No</u></b>	<b><u>Date</u></b>	<b><u>Topic</u></b>	<b><u>Speaker</u></b>	<b><u>Students Participated</u></b>
1	01 Aug 19	Industry trends, practices and some cutting-edge work, winter internship in Avalara	Ms Ayushi Sharma, 2017 Comp Alumnus, Avalara	TE/ BE students
2	13 Nov 19	Career in QOS Technology	Mr Rahul Joshi, 1998 Comp Alumnus, Director QOS	BE students
3	06 May 20	Webinar on Navigating uncertain times	Mr Rajesh M, Alumnus, Sr Director, Avalara	TEs
4	13 May 20	Webinar on Digital Marketing for Start-up	Ms Pallavi Tyagi, 2004 Alumnus, Director, 26 Technology Solutions	TEs, BEs
5	15 May 20	Webinar on Campus to Job to Entrepreneur	Mr Abhijeet Deogirkar, Alumnus, Co-Founder, Coppercloud IO Tech	BEs

  
Training & Placement Officer  
Army Institute of Technology  
Dighi Hills, Pune - 411015.





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**Re: Permission to visit college and offer internships**

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**From** Ayushi Sharma <ayushi0430@outlook.com>

**Date** Wed 2019-07-31 16:58

**To** Training Placement Officer TPO <tpo@aitpune.edu.in>

Hello Sir

This could be your announcement for the meeting tomorrow:

2 personnels from Avalara, based out of Seattle, will be visiting the college tomorrow at 3:30pm. One of them is your alumnus, Ayushi Sharma, CSE 2017 batch. They'd like to talk to 2nd and 3rd year CSE and IT students(4th yrs welcome too) to talk about industry trends, practices and some cutting-edge work their company does to build distributed systems and ml solutions. They'd also talk about winter internship positions at their R&D wing in Chennai. It would be an informal and brief session and is aimed to help students. Maximum participation is invited.

Hope to see you there!

Thanks

Ayushi Sharma

<https://www.linkedin.com/in/ayushi-sharma-3004>

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**From:** Training Placement Officer TPO <tpo@aitpune.edu.in>

**Sent:** Tuesday, July 30, 2019 3:18:57 PM

**To:** Ayushi Sharma <ayushi0430@outlook.com>; tpoaitpune@gmail.com <tpoaitpune@gmail.com>

**Subject:** Re: Permission to visit college and offer internships

You are Welcome !!

Pls call ...9822354503 .

Thanks ,

Prof Manoj S Khaladkar

Training & Placement Officer

**Army Institute of Technology**

Dighi Hills, Pune-411015

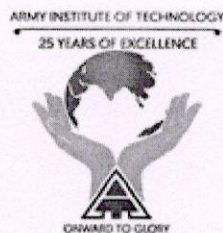
Maharashtra, India

Tele: 020-27157534/ 27157612 Ext: 3183



Mob: 09822354503/ 09764921274

Alternate mail id: tpoait@yahoo.co.in



[www.aitpune.com](http://www.aitpune.com)

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**From:** Ayushi Sharma <ayushi0430@outlook.com>

**Sent:** Tuesday, July 30, 2019 3:15:37 PM

**To:** Training Placement Officer TPO <tpo@aitpune.edu.in>; tpoaitpune@gmail.com

<tpoaitpune@gmail.com>

**Subject:** Permission to visit college and offer internships

Hello Sir

You may remember me. I am from 2017 batch, CSE, OSS secretary.

I am a Software Engineer at Avalara R&D, tax compliance firm based out of US. Rajesh Mupalla is the Director of Engineering here.

I was hoping to visit college this Thursday/Friday and meet you as well as the students to talk about an internship opportunity. Please let me know if I could do that and also, your available time.

If possible, would like to talk to you on a call before coming there.

Onward to glory!

Thanks and regards

Ayushi Sharma

9600181571

<https://www.linkedin.com/in/ayushi-sharma-3004>





Outlook

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**Session for SE and TE by Company of M Rajesh tomoorow .**

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From Training Placement Officer TPO <tpo@aitpune.edu.in>

Date Wed 2019-07-31 17:04

To Sunil Dhore <hodcomp@aitpune.edu.in>; Dr Mrs Sangeeta Jadhav, HOD IT <hodit@aitpune.edu.in>

Dear Sir and Madam ,

Pls send - SE and TE students tomorrow at M Hall for one hour .

**2 personnels from Avalara, based out of Seattle, will be visiting the college tomorrow at 3:30pm.** One of them is your alumnus, Ayushi Sharma, CSE 2017 batch. They'd like to talk to **2nd and 3rd year CSE and IT** students(4th yrs welcome too) to talk about **industry trends, practices and some cutting-edge work their company does to build distributed systems and ml solutions.** They'd also talk about winter internship positions at their R&D wing in Chennai. It would be an informal and brief session and is aimed to help students.

Maximum participation is invited.

Hope to see you there!

Regards ,

Prof Manoj S Khaladkar

Training & Placement Officer

**Army Institute of Technology**

Dighi Hills, Pune-411015

Maharashtra, India

Tele: 020-27157534/ 27157612 Ext: 3183

Mob: 09822354503/ 09764921274

Alternate mail id: tpoait@yahoo.co.in



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**Re: Campus Connect with A I T , Pune .**

Rahul Krishna Joshi <rahul@qostechonology.in>

Wed 13-Nov-19 10:06 AM

To: Training Placement Officer TPO <tpo@aitpune.edu.in>

Thanks Manoj! Had planned to be there by 2:00, so we could do a brief catchup before the student interaction.

Not sure if there is any dress code prescribed. Will prefer student attendees to be at ease.

Rgds

**Rahul Krishna Joshi**

Director

**QOS Technology Pvt. Ltd.**

New Delhi, India

M: +91 9811 720 148

E: [rahul@qostechonology.in](mailto:rahul@qostechonology.in)

**From:** Training Placement Officer TPO <tpo@aitpune.edu.in>

**Date:** Wednesday, 13 November 2019 at 9:36 AM

**To:** Rahul Krishna Joshi <rahul@qostechonology.in>

**Subject:** Re: Campus Connect with A I T , Pune .

Dear Mr Rahul ,

Please try to reach by 2.15 pm . At the main gate , after entering the details , ask for new library building , Aryabhata center . I have informed the candidates to be present around 2.30 pm .Welcome !!

Thanks ,

Prof Manoj S Khaladkar

Training & Placement Officer

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**From:** Rahul Krishna Joshi <rahul@qostechonology.in>

**Sent:** Monday, November 11, 2019 8:29 PM

**To:** Training Placement Officer TPO <tpo@aitpune.edu.in>

**Subject:** Re: Campus Connect with A I T , Pune .

Ok.

**Rahul Krishna Joshi**

Director

**From:** Training Placement Officer TPO <tpo@aitpune.edu.in>

**Date:** Monday, 11 November 2019 at 8:04 PM

**To:** Rahul Krishna Joshi <rahul@qostechonology.in>

**Subject:** Re: Campus Connect with A I T , Pune .

Hello,

As discussed, 13 th is confirmed.

2.30 PM.

Regards ,

Prof Manoj S Khaladkar



## Class of 2020/21 - Navigating Uncertain Times Confirmation

Rajesh Muppalla <no-reply@zoom.us>

Wed 06-May-20 10:35 AM

To: Training Placement Officer TPO <tpo@aitpune.edu.in>

Hi Manoj Khaladkar,

Thank you for registering for "Class of 2020/21 - Navigating Uncertain Times".

Please submit any questions to: [rajesh.muppalla@avalara.com](mailto:rajesh.muppalla@avalara.com)

Date Time: May 6, 2020 11:00 AM India

Join from a PC, Mac, iPad, iPhone or Android device:

[Click Here to Join](#)

Note: This link should not be shared with others; it is unique to you.

Password: 790241

[Add to Calendar](#) [Add to Google Calendar](#) [Add to Yahoo Calendar](#)

Description: There is no denying that the world around us has changed in the last few months. For students who will be stepping soon into the industry and were looking forward to kick-start their careers soon, the pandemic has caused lot of uncertainty regarding their future. Given all this, how should they focus on taking charge of their career and not worry about whats not in their control? Rajesh Muppalla, an alumnus of AIT, will share his learnings and tips managing his own career and mentoring several others manage theirs during the last several years.

### About Rajesh Muppalla

Rajesh works as a Senior Director of Engineering at Avalara in Chennai, where he leads the machine learning (ML) and data platform teams. He joined Avalara in Feb 2019, through the acquisition of his previous company, Indix, which he co-founded in 2012. Prior to Indix, he was at Thoughtworks, as a tech lead on Go-CD, an open source Continuous Delivery (CD) tool, where he was fortunate to work with some of the pioneers in the area of CD.

Rajesh is an alumnus of AIT, Pune - 2002 Computer Science batch. He was a gold medalist in academics and the best outgoing student of his batch. His "15 seconds of fame" moment in college was when he represented India at the Imagine Cup World Finals in Seoul in 2001 and was personally felicitated by Bill Gates.

Here's a recent interview of Rajesh that provides more information on his background and current work - <https://www.scale.bythebay.io/post/rajesh-muppalla-deep-learning-has-taken-natural-language-processing-by-storm>

Or iPhone one-tap :

US: +13017158592,,92987576159# or +13126266799,,92987576159#

Or Telephone:

Dial(for higher quality, dial a number based on your current location):

US: +1 301 715 8592 or +1 312 626 6799 or +1 346 248 7799 or +1 646 558 8656 or +1 669 900 6833 or +1 253 215 8782

Webinar ID: 929 8757 6159

International numbers available: <https://avalara.zoom.us/j/a2bHZGB3n>



4

## Re: Scheduled Session on Digital Marketing for Startups

Pallavi Tyagi <pallavi.tyagi.b@gmail.com>

Wed 13-May-20 1:33 PM

To: Training Placement Officer TPO <tpo@aitpune.edu.in>

Cc: 3447 Naman Agarwal <namanagarwal\_16262@aitpune.edu.in>

Dear Prof Manoj and Naman,

Thank you very much for the opportunity to interact with budding AIT entrepreneurs today. It was my pleasure to present.

Could you please share the link to collect feedback from the attendees? It will help me to hone the presentation as I deliver the webinar often. Here is the link: <https://forms.gle/Jxbhk86EauqaUthh8>

I look forward to continuing to work with the incubation centre when required.

Regards,  
Pallavi

On Tue, 12 May 2020 at 14:15, Pallavi Tyagi <pallavi.tyagi.b@gmail.com> wrote:  
Sure. Please find below.

*Pallavi is a seasoned professional with experience in digital publication, education and automotive sectors and has worked in different countries in Asia, Australia, Europe, South America and Africa. In 2010, she migrated to Australia to work in the automotive product development field with Ford Motor Company, leading the vehicle dashboard quality improvements for 28 vehicles in the Asia-Pacific region. She founded a digital magazine for children and led the Marketing and Operations of the startup for 4 years. After moving back to India, she successfully increased the student intake for India's first design University as the founding Marketing Manager. Currently, she provides consultancy services for startups, small businesses and NGOs in the field of digital marketing. She holds a Masters in Automotive Engineering from Germany, a Bachelors in Mechanical Engineering from India and has completed an Executive Program in Strategic Digital Marketing from Cambridge Judge Business School.*

Regards,  
Pallavi

On Tue, 12 May 2020 at 12:22, Training Placement Officer TPO <tpo@aitpune.edu.in> wrote:  
Hello,

Can you please share your latest profile for introduction , tomorrow .

Regards ,

Prof Manoj S Khaladkar  
Training & Placement Officer  
**Army Institute of Technology**  
Dighi Hills, Pune-411015  
Maharashtra, India



Re: Session on Ideas to Impact .. Journey of Entrepreneur .

abhijeet deogirakar <abhijeetdeogirakar@gmail.com>

Fri 15-May-20 1:05 PM

To: 3447 Naman Agarwal <namanagarwal\_16262@aitpune.edu.in>

Cc: Training Placement Officer TPO <tpo@aitpune.edu.in>

1 attachments (2 MB)

Transitions - AIT - 2020 - Abhijeet Deogirakar.pptx;

The pleasure is all mine, Naman.

Please find the deck attached, in case someone asks for it.

Cheers ,

Abhijeet D.

On Fri, May 15, 2020 at 12:50 PM 3447 Naman Agarwal <[namanagarwal\\_16262@aitpune.edu.in](mailto:namanagarwal_16262@aitpune.edu.in)> wrote:

Sir,

I'm attaching the link to the folder for today's session. It is wonderful to have you with AIT Family and thank you for the Insightful session. I'll post you with questions once I receive them.

<https://drive.google.com/drive/folders/1wMSBOV4meCN8I9Xm-P08NualAdx5I6tL?usp=sharing>

Thank you

Naman Agarwal

9158381373

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**From:** Training Placement Officer TPO <[tpo@aitpune.edu.in](mailto:tpo@aitpune.edu.in)>

**Sent:** 11 May 2020 17:28

**To:** 3447 Naman Agarwal <[namanagarwal\\_16262@aitpune.edu.in](mailto:namanagarwal_16262@aitpune.edu.in)>

**Subject:** Fw: Session on Ideas to Impact .. Journey of Entrepreneur .

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**From:** Training Placement Officer TPO <[tpo@aitpune.edu.in](mailto:tpo@aitpune.edu.in)>

**Sent:** Monday, May 11, 2020 5:19 PM

**To:** abhijeet deogirakar <[abhijeetdeogirakar@gmail.com](mailto:abhijeetdeogirakar@gmail.com)>

**Subject:** Re: Session on Ideas to Impact .. Journey of Entrepreneur .

Thanks a lot .

You are perfectly right . We will organize your session under the heading - **Campus select to Job , Job to Entrepreneur .... Two Transitions of Engineering Life .**

Please let me know your availability on **Friday ,15th May , 11.00 am** . Duration - 40 minutes . It will be a zoom meeting for **TE ,BE and Alumni fraternity** . Around 100 to 150 candidates .Our zoom



set up is ready .Student coordinator , Naman Agarwal , will be in touch with your for technical set up .

Kindly confirm .

Regards ,

Prof Manoj S Khaladkar  
Training & Placement Officer  
**Army Institute of Technology**  
Dighi Hills, Pune-411015  
Maharashtra, India  
Tele: 020-27157534/ 27157612 Ext: 3183  
Mob: 09822354503/ 09764921274



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**From:** abhijeet deogirakar <[abhijeetdeogirakar@gmail.com](mailto:abhijeetdeogirakar@gmail.com)>  
**Sent:** Monday, May 11, 2020 5:03 PM  
**To:** Training Placement Officer TPO <[tpo@aitpune.edu.in](mailto:tpo@aitpune.edu.in)>  
**Subject:** Re: Session on Ideas to Impact .. Journey of Entrepreneur .

This will be a privilege sir. When do we want to hold this? (Though I must confess, I will speak from the heart, no preparation).

Since I am myself new to entrepreneurship, I'd like to speak on aspects of the transition from job to entrepreneur, and motivation, as there will be more qualified Alumni to speak on how to successfully run a company, than me.

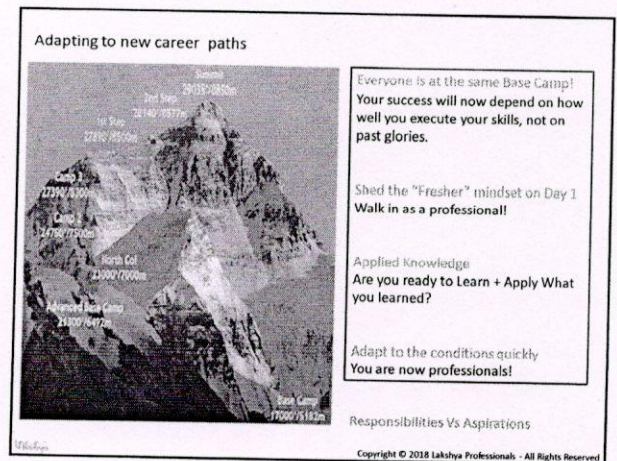
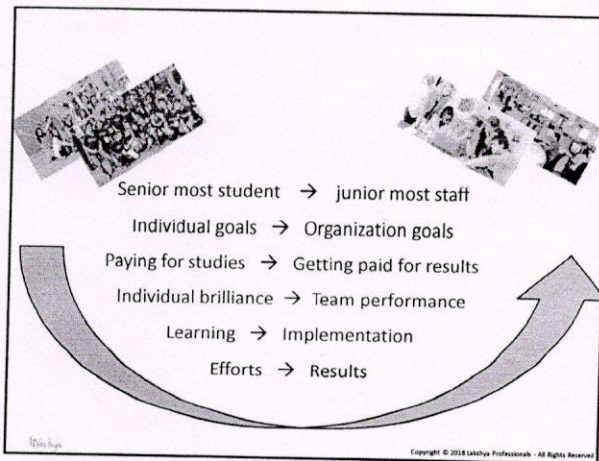
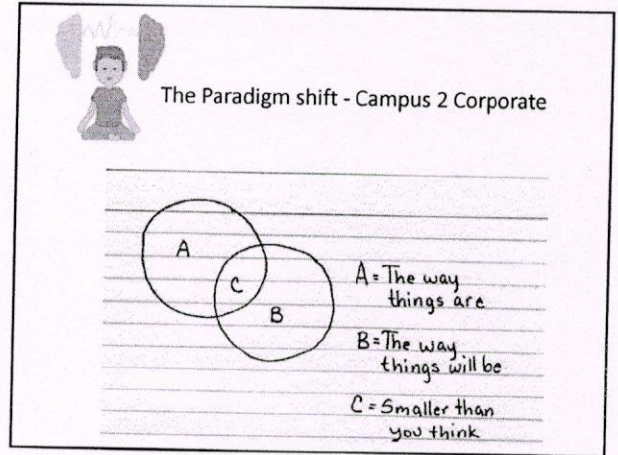
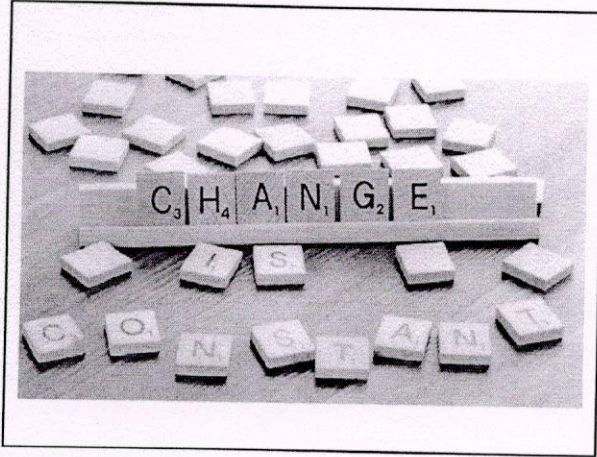
Thanks,

Abhijeet .

On Sun, May 10, 2020 at 5:26 PM Training Placement Officer TPO <[tpo@aitpune.edu.in](mailto:tpo@aitpune.edu.in)> wrote:  
Dear Mr Abhijeet ,

One request - Can you please conduct one exclusive session in the coming week of 30 to 40 minutes on topic -IDEAS TO IMPACT . You are requested to cover the entrepreneurial traits .Your session will be a big plus for the start of our incubation and innovation center . You can conduct the session on zoom and it will be only for interested BE , TE and Alumni members .







**Recipe for successful career**

**Successful Career Mantras**

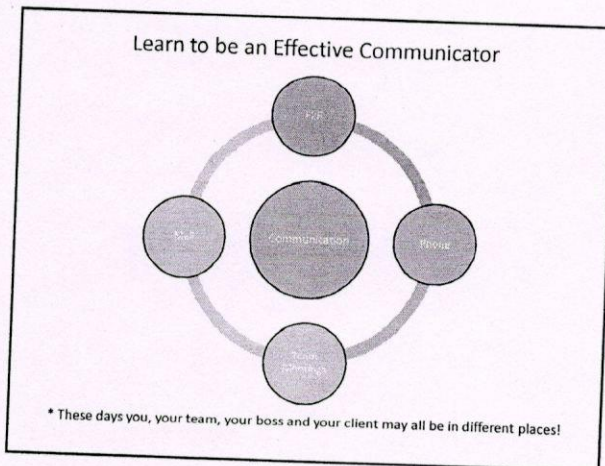
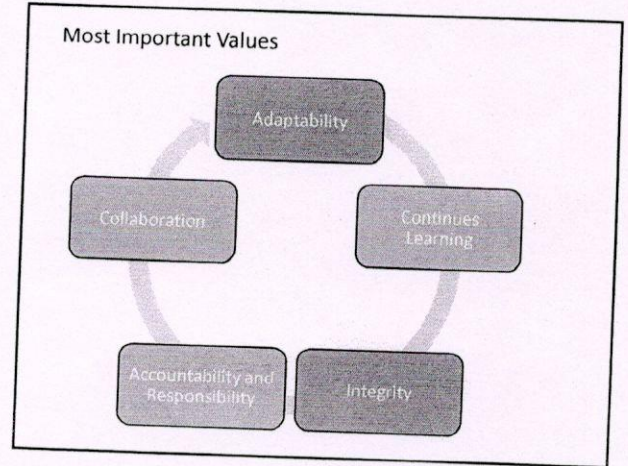
- It's a journey.
- Understand your role and cherish it
- Prove yourself and demand more
- Always understand 'Big Picture'
- Deserve, Then Desire

**The Johari Window Model**

		Known to self	
		Open area or Arena	Blind spot
Known to Others	Result		
	It's you		
Not known to Others	Continu		
	Speak U		
Not known to self	Effective		
	Develo		

Develop: hesitate help/guidance

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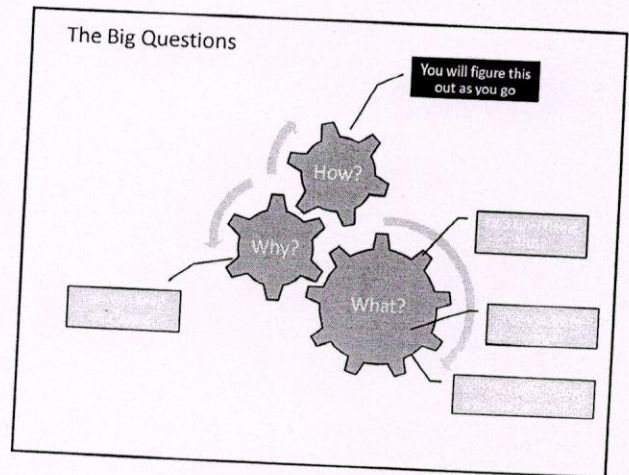
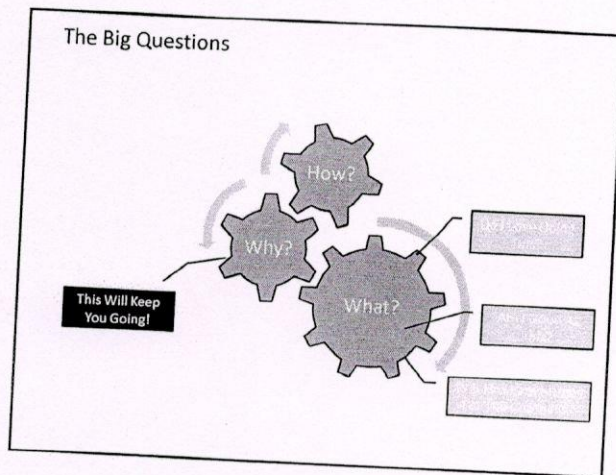
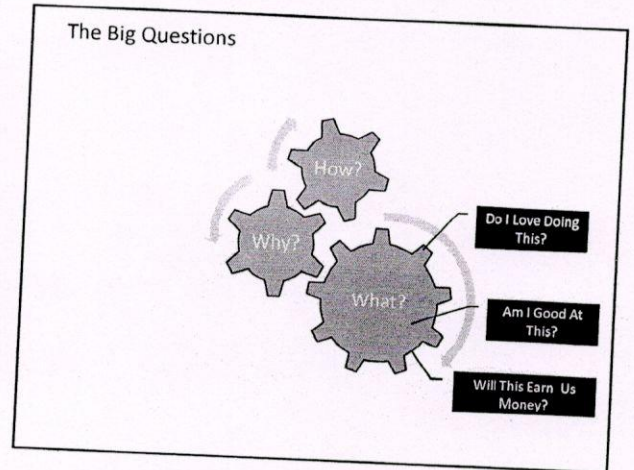


**The Paradigm shift - Job 2 Entrepreneur**

**What Got You Here Won't Get You There**  
How Successful People Become Even More Successful  
MARSHALL GOLDSMITH



**NOT EVERY STUDENT WILL  
BECOME AN ENTREPRENEUR.  
BUT THEY WILL ALL SOMEDAY  
NEED TO THINK LIKE ONE.**  
- JOHN SPENCER -







### Important Mindset Changes

**A Positive Frame Of Mind**

Plan B is to make Plan A work

**Self-Motivation & Drive**

Pat yourself on the back. Often.

**You Are In Charge. Alone.**

Listen to everyone, then go with your gut

**Be Comfortable with Uncertainty & Imperfection**

You Eat What You Hunt

**Develop Strategic Goals**

Never Lose Sight Of The Long-Term Goals

**Build Trust**

Trust your Team, Build an Eco-System

### New Skills To Learn

**Learn About The Business**

Compliances. Markets. Companies Law

**Learn About Money Matters**

How Money/Investment works. Have Back-up.

**Persuasion & Negotiation**

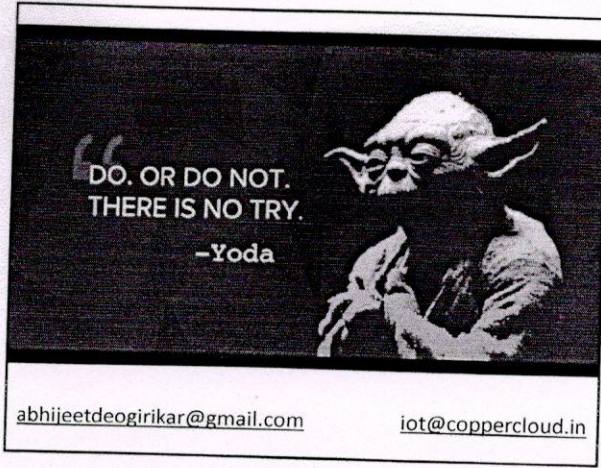
You are the Top Salesperson in your Company

**"Wider" Set Of Skills**

Know enough, always, to show a way

**Just do it!**







### **ALUMNI SUPPORT IN CAMPUS RECRUITMENT**

Alumni supported in fetching following companies for campus recruitment in 2019-20 and 23 students were placed in these companies:-

- Avalara
- FIGmd
- Udchalo
- Blue Bricks
- Accops



**PLACEMENTS THROUGH ALUMNI SUPPORT IN CAMPUS RECRUITMENT: B.E 2019-20**

Sr No	Name of Student	Branch	Regn ID	Placed With	CTC (Rs in LPA)
1	Saubhagya Sahoo	Computer	16172	Accops	8.00
2	Pooja Singh	Computer	16114	Accops, Aditya Birla	8.00
3	Neeraj Singh Chamyal	IT	16404	Amazon, FIGmd (12)	28.00
4	Sandesh Sahebrao Salun	Computer	16091	Avalara Technologies, Persistent Systems (6)	10.00
5	Shivam Kumar	Computer	16266	Avalara Technologies, VMware, TIAA	15.00
6	Bharat Swaroop Sharma	IT	16373	Blue Bricks	8.15
7	Anshaj Upadhyay	IT	16550	Blue Bricks, Fractal Analytics (10.5)	8.15
8	Prashant Singh Negi	Computer	16092	FIGmd	12.00
9	Abhishek Kumar Singh	Computer	16328	FIGmd	8.00
10	Ajay Singh Negi	Computer	16077	FIGmd	8.00
11	Niket Kumar	Computer	16107	FIGmd	8.00
12	Saurabh Nagar	Computer	16279	FIGmd	8.00
13	Sumit Chandra Joshi	Computer	16146	FIGmd	8.00
14	Abhishek Kushwaha	E&TC	16539	FIGmd	10.00
15	Rajesh Kumar	IT	16340	FIGmd	12.00
16	Veer Abhimanyu Singh	IT	16449	FIGmd	12.00
17	Anjali Singh	IT	16394	FIGmd, Goldman Sachs (23)	8.00
18	Srishti Sachan	Computer	16165	FIGmd, Schlumberger	8.00
19	Divakar Singh	Computer	16286	FIGmd, TCS Ninja	8.00
20	Tanu Kumar	Computer	16329	FIGmd, TCS Ninja	8.00
21	Shashank Sharma	E&TC	16623	FIGmd, TCS Ninja	8.00
22	Rekita Supyal	IT	16376	Udchalo, OFSS (FCC-6.4)	10.70
23	Keshav Kumar	Computer	16730	Udchalo, Vodafone	10.70