

Neeraj Pawar [MBA Operations & Supply Chain 2019-21]



While pursuing my MBA, I started a proprietary firm and named it a Pinaki Foods with the help of family in a small village 'Pimpalner' situated in Dhule district, Maharashtra. For many years, my father Mr. Madhav Pawar has been working to bring modern agricultural technology to the farm dams in tribal areas. Out of those, many tribal farmers were moving towards record production.

The area where we live is close to Gujarat, so there is a great influence of Gujarati food cultural is on that area. Being surrounded by many small tribal settlements, the firm's main objective is to give people the taste of Indian traditional delicacies in a world where people are leaning towards western and continental cuisines.

For expansion of the traditional food and unconventional food from all over India Pinaki foods got transformed into a private limited company, and here **Bilvam Foods and Beverages Private Limited** came into the picture.

Paatra is typical Indian snack made from Colocasia leaves ie. Taro leaves which are stuffed with gram flour and spices. Being immensely popular in Gujarat, Paatra bares a significant resemblance with Maharashtrian 'Aluwadi' with a slight difference in taste and texture. Paatra/ Patrodi originally a vegetarian dish from the western coast, India. It is also adopted in another region in India.



Bilvam Foods and Beverages Private Limited did lots of research and experiments in traditional paatra recipe and developed a 'Naye India ka Naya snack'. Company developed a crunchy version of the paatra which has shelf life of 90 days from the manufacturing. Consumer can enjoy crunchy paatra whenever he wants to eat aluwadi as in snack format.

It has been a 2 years now for actual selling of the product in the market. And we already sold 15000 + Kgs of Paatra in those 2 years.

Pooja Sumbre [MBA Marketing 2007-09]



Completed MBA in year 2009, from March 2009 to Feb 2012 got working experience from renowned companies like Trisa Retail Ltd, Tribhovandas Bhimji Zaveri (Shaze Division) & Krishnam Trends Pvt Ltd (White Allure)

In March 2012, started my own private Ltd company by the name Aarohee Trenz Pvt Ltd with my partner and now husband Mr. Sagar Karvande, into Retail Stores selling women's western wear, accessories, jewellery, purses, shoes etc. A one stop fashion store for women. The same year we began wholesale of garments, we operated the enterprise successfully for a year and handed over as a franchise store. Now we work on retail front only on franchisee format.

Currently we are into manufacturing and exporting of garments to countries like Uganda, Kenya, South Africa, Somalia, Dubai, Philippines and Singapore. An entrepreneur is someone who can take any idea and have the skill set, will and courage to take extreme risk to do whatever it takes to turn that concept into reality and not only bring it to market, but make it a viable product or service that people want or need.

Rohan Ursal [MBA Marketing 2011-13]



I have been into our family business since last 5 years. D. B. URSAL and SONS regarded as one of the oldest firms in Pune, started its operations in the year 1903 as a fruits commission agents. I Completed Masters from IndSearch in MBA with Marketing as a specialization with an A+ Grade. Presently handling Sales and Marketing of our firm, Exports of fresh produce to Middle East Countries. I was Part of a Delegation from India

to MacFrut 2015 held in Rimini, Italy, to INTERPOMA 2016 held in Bolzano, Italy, Was Invited by State Government of Kerala and FICCI to attend VYAPAR 2017 Meet at Kerala.

Besides, Managing 7 schools and an ITI of Purander Shikshan Prasarak Mandal started by my Grandfather Late Shri Shankarrao Ursal to facilitate education for children from rural areas.

Gaurav Rajandekar [MBA HR 2012-14]



I currently own a restaurant named, The Ugly Duckling, in Pune. I started this business in 2016. After I passed out from MBA in 2014, I worked as an end to end consultant in the Hospitality industry and delivered Trainings as a freelancer in multinational corporations. HR being my specialization, a people interactive and a service based industry was always somewhere I wanted to start my business in, so I chose to

open a restaurant, The first in India to serve Smoked foods with an in-house smoker. MBA surely helped me to gain confidence and understand the dynamics of a business.