


Training Department

Selezione 22-23

Naipunnya®

To reach the unreachable

Date of event: 15/02/2023


Faculty In-charge: Ms. Vandana C H



REPORT

Selezione is the Prestigious Programme of the Training Department which is a wonderful platform to find out the best outgoing student from the campus and also various departments in the college. Top five students from all the final year batches were identified on the basis 10 criteria :Academics, Arts, sports, participation in intercollegiate fest, soft skills. leadership skills, attitude, outreach activities, Research and innovation . After the tight Scrutiny of these process, 9 finalists were shortlisted from the 55 nominees.

PG Department Commerce :3

Department of Hotel Management: 2

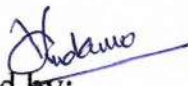
PG Department of Computer Science: 2

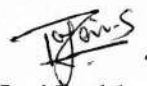
PG Department of English: 2


The grand finale 'Selezione' was conducted in the presence of the Management team, Holds faculty members ,Leading hands and final year scholars.The judging panel comprised of 3 eminent personalities from various domains.

The final Stage Consisted of mainly two rounds: In the Personal Branding round, the 9 finalists introduced themselves and in Quest Round they had to answer the questions of the panel. Each candidate had to perform for 10 minutes .

Two candidates of the Hotel management department completed these rounds online from Chennai and Vizag .The performance of each candidates and the hybrid mode of the program was greatly appreciated.

Prepared by: 

Verified by: 

Approved by: Principal 



BROCHURE



NAIPUNNYA TRAINING DEPARTMENT

SELEZIONE

CHOOSING THE BEST
OUTGOING STARS 22-23

Date : Wednesday, February 15, Time : 9.30 am

FINALISTS

 CHRISTINA SEBASTIAN	 ALFIN JOY	 EDWIN THOMAS	 SANIKA RAPHEL	 ALEENA SHAJU
 DEVPRIYA DEVASSY	 BIBIN VARGHESE	 DAISON THOMAS	 MARIYA JOSEPH	<i>Best Wishes</i>



PROGRAM SCHEDULE

Training Department

SELEZIONE 22-23

Date: 15/02/23

Time: 1.30 -3.30pm

Venue: Seminar Hall (Main block)

Prayer Song	:	Kesiya Johnson (II MSc Cs)
Welcome Address	:	Hiba Shaji (III Bcom Fin)
Principal's Message	:	Rev. Fr. Dr. Paulachan K J (Principal & Exe. Director)
Briefing on the Event	:	Ms. Rajani Stanley (HOD, Trainings)
Final Phase	:	Round 1- Personal Branding Round 2- Quest Round
Overall Evaluation	:	Judging Panel
Honoring the outstanding Leading Hands	:	Presenting the Certificates
Vote of Thanks	:	Erin Mathew (I BCA)

To reach the unreachable



National Anthem

RESOURCE PERSON'S PROFILE

Sreekala Nair

Global Sales Professional – Spices, Food, Flavor, Fragrance

Experienced professional with history of meeting organizational goals utilizing consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand. 16 Years of experience in new business development, sales management, and Procurement category management in the Fragrance/Flavor/Food ingredients industry

Professional Skills & Experience Global Sales Management

Well versed in managing international customers in major consumer markets like USA, UK, EU, and AMEA. Experienced in managing the entire sales cycle with international sales territories. Adept in the use of data analytical tools to customize product and service offerings tailor made for the target market.

Category Management/Strategic Procurement/Negotiation

Responsible for managing a category of Organic/RFA/Sustainably sourced products right from research of sources to procurement and sales. This involved identification of source/supplier, alignment of organizational strategies and supplier aspirations, ensuring food safety standards at vendor sites, contract negotiations.

Demand Forecasts/Grower Interactions/Crop Surveys/Market Reports

Creating demand forecasts based on grower interactions and crop surveys to predict annual demand/price points. Crop surveys are conducted by visiting growing regions of Indian spices during the respective seasons to formulate organizational strategy for procurement and sales. This is done as part of the TCO (Total Cost of Ownership) model followed by the organization to assess direct, indirect and opportunity costs involved in the product life cycle.

Sales Contracts Management

Fluent in managing sales contracts from bidding to shipping. Customized pricing decisions in collaboration with the management, online bid process expertise, contract terms negotiation, customer service overview, profitability management etc. are key deliverables successfully handled in various capacities.

Sales Channel Development

Experienced in developing and managing international sales channels. Successfully managed multiple sales channels in USA, UK and Asia for the distribution of Food, Flavor and Fragrance Ingredients for over a decade.

Contact Address

Kochi, India 682037

Phone

+919995488966

E-mail

sreekala.c@gmail.com

LinkedIn <https://www.linkedin.com/in/sreekala-nair-84418921>

Skills

Global Sales Management

Category Management/ Strategic Procurement/ Negotiation

Demand forecasts/ Grower interactions/ Crop surveys/ Market reports

Key Accounts Management Sales Contracts Management Sales Channel Development Industry/Product Exposure

Software

SAP

Microsoft BI Advanced MS Excel

Industry/Product Exposure

Over a decade of experience in the Food, Flavor and Fragrance Ingredients industries with immense exposure to customers in all major consumer markets. Adept at launch and sales of Natural Extracts, Essential Oils, Processed Spices, Spice Seasonings, Fragrance Compounds, CO2 Extracts.

Work History

2021-01 -

Current

AGM - International Sales

AVT McCormick Ingredients Pvt Ltd, Kochi

Pongam, Koratty East, Thrissur District, Kerala State, India. Pin-680308.

Phone +91 9605001987, 04802730340, 2730341, 2733573

www.naipunnya.ac.in, mail@naipunnya.ac.in



- Regional Manager of the two largest markets for AVT McCormick Ingredients - USA & UK - for Processed Spices and Seasonings portfolio
- Established Key Account Management role for direct sales accounts in USA & UK
- Sales Channel Manager of four distributors/sales agents in USA & UK
- Manage annual business volume of 6500 MT and USD 21 Million
- Conduct crop surveys, grower interactions, procurement cost negotiations and part of the TCO team.
- Responsible for farm to customer delivery for Organic/RFA/Sustainably Sourced Spices to key customers. Part of the sourcing team for this set of products
- Handle product portfolio of sustainable and Organic Spice Ingredients and Savory Seasonings
- Conduct Global Contracts Negotiation, Online Pricing Bids and part of Pricing Strategy discussions
- Represent AVT McCormick at international trade shows, industry exhibitions and direct customer visits
- Conducts market research, gather information from multiple industry sources and present results

2018-04 -

2020-12

Key Account Manager

CPL Aromas FZE, Dubai

- Managed three key sales accounts which falls in top ten categories of turn over and revenue for CPL Dubai. Total sales turnover of accounts grew from USD 11 Million to USD 14 Million in 2019-2020
- Managed sales agents in two international markets – Bangladesh and Sri Lanka – with periodic joint sales

calls to customers and technical sales support

- Executed pricing management for customer contracts and spot orders in consultation with Procurement and Finance functions

- Developed customer marketing presentations in collaboration with marketing executives for new product development.
- Attended trade shows and industry exhibitions.
- Analyzed each customer account to implement sustainability initiatives in terms of packaging, transportation, storage of products

2014-01 -

2017-12

Senior Manager, International Sales

AVT McCormick Ingredients Pvt Ltd, Kochi

- Sales Manager of set of key accounts in USA & UK markets for portfolio of Spice Ingredients
- Responsible for acquiring and maintaining global sales accounts
- Managed sales volume of 3500 MT and Sales turnover of USD 12 Million
- Established SOP's for customer service and accounts receivables management of sales portfolio
- Represented organization at international trade shows and conduct periodic international direct customer visits

2006-09 -

2013-11 To reach the unreachable

Team Leader, Key Accounts

Mane Kancor, Kochi

- Key Accounts Manager to Global Flavor and Fragrance companies
- New Business Development
- Contract/spot business negotiations with Global Category managers
- Supply chain Management with site buyers and raw material planners at global sites
- Sales Management of Mints & Essential Oils Product Range in USA
- Management of US Sales agents



2. Mr. Justin Thomas, ISSTAC® (MD- ISSTAC® and NLP Kerala®)

Justin Thomas (Psychologist, Trainer, Life Coach, Author and Speaker) was a corporate professional who decided to become a trainer to serve the society better. Last 17 years he has been focusing on training programs based on Soft Skills and Life Skills, MIND POWER, Outbound and Neuro-Linguistic Programming across the world. He has conducted around 4500 training and counselling sessions in his career (both online and offline).

Awards and Recognitions:

- He was awarded as one of the most contributed trainers in Kerala during Covid 19 period by DreamSetters and New Age Newspaper in May 2020.
- He won the 'Training Excellence Award' by Junior Chamber International (JCI) India Zone XXII for the contributions in the field of training in 2020.
- He received national level recognition award from National Director Training JCI India for his contributions in the area of training – January 2021
- He secured a position among '50 Iconic Trainers In India' selected by JCI India in December 2021

Certifications in Training and Counselling:

He is the master trainer of GNNLP™, NLP Kerala® and ISSTAC®. He is the certified trainer of Junior Chamber International (National Trainer and Author- the highest training qualifications of JCI India), MINDS, IMG, and KILA. He is a Life Coach, NLP master practitioner and hypnotist by Association for NLP – UK, USA and ANLP, and Counsellor by Govt. of Kerala. He is a certified Yoga Teacher of Yoga Alliance International and SUJOK therapist of International SUJOK Association.

His Education Qualifications.

He is a research scholar of counselling psychology at Starex University, Haryana and completed M.Phil. in Medical & Psychiatric Social work from Martin Luther Christian University, Shillong, India. He holds post graduate degrees in Economics and Sociology from University of Mumbai, India and post-graduation with Psychology from The Indira Gandhi National Open University (IGNOU), India. He holds Government of Kerala certification on Post Graduate Diploma in Counselling. He was awarded Post Graduate Diploma in Foreign Trade with the specialization of International Marketing by World Trade Centre Mumbai, India. Mr. Justin also possess TTC course in Yoga from Yoga Alliance International.

Work Experiences:

Pongam, Koratty East, Thrissur District, Kerala State, India. Pin-680308.

Phone +91 9605001987, 04802730340, 2730341, 2733573

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He worked for World Trade Centre Mumbai, Magic Bus-Mumbai, Aga Khan Education Services-Mumbai, CSSS-Mumbai, Tata Institute of Social Sciences-Mumbai, DY Pattil Institute for Management Studies-Mumbai, and St. Joseph College of Engineering and Technology-Kerala. He is the founding chairman of Almeda Trust, and Managing Director of Institute for Soft Skills Training and Counselling (ISSTAC ®) and NLP Kerala®.

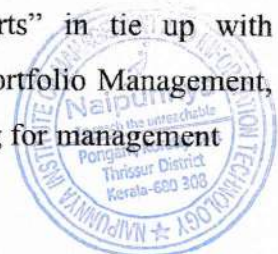
His Major Training Topics are:

- NLP
- Hypnosis and Psychotherapies
- Soft Skills and Life Skills topics (motivation, goal setting, values, interview skills, effective public speaking and communication, dreams and visualisations, stress management, time management, emotion management, interpersonal skills, relationship management, modern media management, study skills, career guidance, creativity, rational thinking, sales and marketing, negotiation and decision making, problem solving, customer care, vision – mission – action plan, sex education etc.)
- Mind Power (Mind Art® - a registered mind power program)

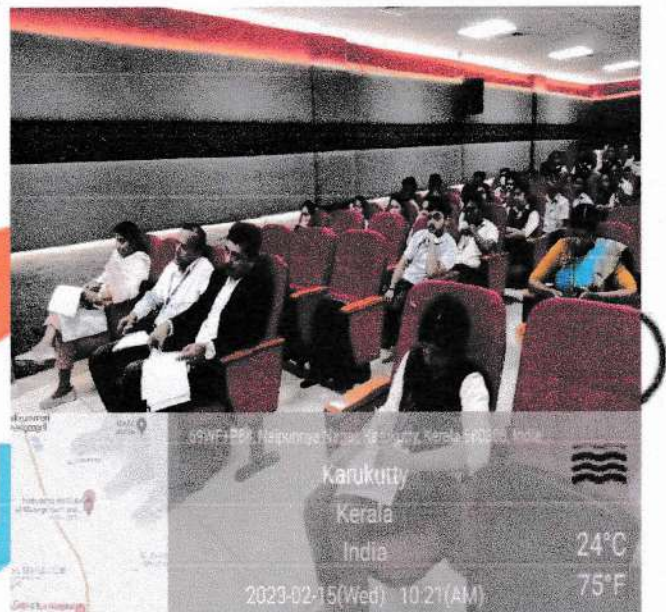


3. Dr. Suraj Sudhakar

(Associate Professor) Dr. Suraj has a teaching experience spanning over 17 years, which includes Christ University, SNGIST and industrial experience runs into 4 years. Security analysis and Valuation of stocks are his forte. He is an MBA Graduate from Madurai Kamaraj University and with his M. Phil (Management) from Alagappa University. He has done OIP on Development of Management Perspectives at NMIMS (Mumbai). HE is a UGC (NET) Holder in the area of Management. He took his Doctorate from Pondicherry University on “Building valuation model for Bank stocks using Artificial Neural Network”. He has more than a dozen publications to his credit in National/ International Journals of repute. He has presented papers in valuation of bank stocks, Value relevance of accounting variables, Accuracy of valuation models in national and international conferences. He also handled training programmes to Kudumbasree, entrepreneurs on “Feasibility of Project reports” in tie up with Kudumbasree Mission Project. His Interest areas include Security analysis and Portfolio Management, International Finance, Behavioural Finance, Financial Management and Accounting for management



PHOTOGRAPHS /SCREENSHOTS



To reach the unreachable

Event Coordinator: Ms. Vandana C H



Training Department

Selezione

PARTICIPANT'S LIST

Name of the event: Selezione

Date: 15/2/2023

Class: LHPs and Final Year WWS

Sl. No.	Name	Signature
1.	CHRISTINA SEBASTIAN (LHS, WWS)	
2.	SANUKA RAPHEL (WWS)	
3.	DEVPRIYA DEVASSY KV (WWS)	
4.	Mathews Varghose (LHS)	
5.	Kesiya Johnson (LHP, WWS)	
6.	E.J. Anagha Menon (LHP)	
7.	Laly A.B (LHP)	
8.	Nanda Dilip	
9.	Vinay S Elanjikkal	
10.	Agnes Jo Simoes (WWS)	
11.	Krisna C.T (LHP)	
12.	RONIN RICHARD (LHP) (WWS)	
13.	ELYIN Johnson (LHP)	
14.	MIDHUNLAL P.B	
15.	Juna Rose Biju (LHP)	
16.	ALANOV MARTIN BAIJO (LHP)	
17.	ASHIK PETER (LHP)	
18.	Gladsen George	
19.	Deen Mariya Paul	
20.	Mariya Kurian (WWS)	
21.	Anek Antony (WWS)	
22.	Josna Joseph (LHP)	
23.	Paul Febin Jose (LHP)	
24.	Dhaya V.R (LHP) (WWS)	
25.	Siraj Sunil (LHP)	
26.	Chourav M.S (LHP)	
27.	Tomim Jose K (LHP)	
28.	Mariya Joy (LHP)	
29.	Siya T.P (LHP)	



30.	DHEERAJ SINGH [LHP]	Handwritten signature
31.	SONA SHIBU [LHP]	Handwritten signature
32.	SHAJU JOY [LHP]	Handwritten signature
33.	Nikhil John (LHP)	Handwritten signature
34.	Abdul Samad Ms (LHP)	Handwritten signature
35.	Poornima Prakaran (LHP)	Handwritten signature
36.	Anna Rose Thomas (LHP)	Handwritten signature
37.	Adhul Remath (LHP)	Handwritten signature
38.	Hanna Joseph (WWS)	Handwritten signature
39.	Anjana Pradeep (LHP)	Handwritten signature
40.	Abhishek Gopakumar (LHP, WWS)	Handwritten signature
41.	Gilga. T.V	Handwritten signature
42.	Jesna. Joy	Handwritten signature
43.	JYOTHIKA BABURAJ NAIR	Handwritten signature
44.	Adithya Jayaraj	Handwritten signature
45.	Meen Thomas	Handwritten signature
46.	KIRAN SEBASTIAN	Handwritten signature
47.	IVAN RESI	Handwritten signature
48.	MINNU MARIA THOMAS	Handwritten signature
49.	ELZA BITU	Handwritten signature
50.	Milka Emil Kooyan (LHP)	Handwritten signature
51.	DIVYA JOHN (LHP)	Handwritten signature
52.	EASLY MATHEW (LHP)	Handwritten signature
53.	DANIEL P JAMES	Handwritten signature
54.	Anjana David.	Handwritten signature
55.	AKHILA BABU	Handwritten signature
56.	Sona Anna	Handwritten signature
57.	Amelija Joby	Handwritten signature
58.	Fernando J Toms (LHP)	Handwritten signature
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