

PEOPLE FIRST, SALES NEXT: MANAGING TEAMS AND SKILLS FOR TECHNICAL MARKET SUCCESS
29th AUGUST 2025 (FRIDAY)



The Alumni Lecture Series(ALS), organized by Gitarattan International Business School (GIBS) on 29thAugust 2025, was conducted as part of the institute’s ongoing initiative to bridge the gap between academic learning and practical industry realities. The session titled “***PEOPLE FIRST, SALES NEXT:MANAGING TEAMS AND SKILLS FOR TECHNICAL MARKET SUCCESS***” focused on equipping students with practical insights into effective team management, leadership strategies, and skill-building essential for thriving in the competitive technical market.

The event featured distinguished alumni who shared their professional experiences, challenges, and success stories, emphasizing the importance of prioritizing people, fostering collaboration, and developing the right skills before achieving sales-driven outcomes. Their perspectives offered students valuable lessons that extended beyond theoretical learning, preparing them for real-world professional excellence.

The session was graced by **Mr. Prabhat Mehtoo, Preferred Relationship Manager, HDFC Bank, and Mr. Rajnish Thakur, Senior Executive – Trade Sales, Indigo Airlines, both distinguished alumni from the MBA batch of 2018–2020.** Drawing from their professional journeys, they emphasized the importance of prioritizing people over sales and the critical role of teamwork, communication, and skill development in achieving sustainable success in competitive markets.

They encouraged students to reflect on the balance between financial growth and personal fulfillment, highlighting that true professional achievement lies not just in higher salaries but in recognition, credibility, and long-term growth. The speakers also shared candid insights on the challenges faced at the beginning of one’s career, underlining that persistence, adaptability, and humility are essential to navigate the initial hurdles.

Through their experiences, they demonstrated how classroom learning differs from workplace realities and how success in the technical market comes from continuously developing skills while keeping people and relationships at the forefront. Their insights served as both motivation and a

reality check, preparing students to manage teams effectively and excel in dynamic business environments.

The session successfully fulfilled its objectives and its expected outcome. The students thoroughly enjoyed the session and actively engaged with the speaker through insightful queries. The interactive nature of the event encouraged meaningful dialogue and reflection. Positive feedback was received from participants, who expressed keen interest in having more such sessions in the future, reinforcing the success of this initiative.

FLYER OF THE EVENT



The flyer is for the GIBS Alumni Association's 'ALUMNI LECTURE SERIES'. It features two speakers: Mr. Prabhat Mehto, Preferred Relationship Manager at HDFC Bank, and Mr. Rajnish Thakur, Senior Executive Trade Sales at Indigo Airlines. The event is scheduled for 29th August 2025, from 10:00 AM to 12:00 PM in the GIBS Auditorium, for BBA 5th Semester Morning students. Contact information for the Student Coordinator (Geetaksha M5B and Bhoomika M5B) and the school's website and email are provided at the bottom.

TYPE OF EVENT	Alumni Lecture Series (ALS)
VENUE	Auditorium
TIME & DURATION	10 a.m. –12 p.m.

CONDUCTED BY	CMS-GIBS
ORGANISED FOR	Students of BBA 5 th Semester, Morning
NAME OF THE COORDINATOR	Mr. Deepak Kumar
ATTENDANCE	80 students
RESOURCE PERSON	<p>1. Mr. Prabhat Mehtoo Preferred Relationship Manager, HDFC Bank</p> <p>2. Mr. Rajnish Thakur Senior Executive – Trade Sales, Indigo Airlines</p>
OBJECTIVES OF THE EVENT	<ol style="list-style-type: none"> 1. To provide mentorship by sharing alumni experiences of career transitions, challenges, and achievements, helping students learn from real-world professional journeys. 2. To build a platform for alumni-student engagement that fosters continuous learning, networking, and community development, with a focus on people-centric leadership and skill enhancement for market success
LEARNING OUTCOMES	<p>Participants were able to:</p> <ol style="list-style-type: none"> 1. Recognize the significance of professional competencies and soft skills that go beyond classroom learning. 2. Draw motivation from alumni success stories, career pathways, and practical strategies for overcoming challenges 3. Engage in a mentorship-driven ecosystem, fostering

	peer learning and stronger alumni-student connections for long-term professional growth.
SHORTFALLS, IF ANY	It was organized on Friday as there are no classes so difficult for students who stay far away to join.
LINK TO YOUTUBE VIDEO	https://youtu.be/KMUeQJw7U1I

**PREPARED & SUBMITTED BY: MR. DEEPAK KUMAR, ASSISTANT PROFESSOR,
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