

Kshirsagar, S.D.

Professor & Advisor
S.P.Jain Institute of Management & Research

Education & Training

- **Qualification** : M.A. – Bombay University (Economics with specialization in Industrial Economics)
Post Graduate Diploma in Industrial Administration (General management curriculum)
– The Manchester College of Science & Technology, University of Manchester, UK
- **Training** : Over a career spanning four decades, has undergone numerous training programmes in functional and behavioural aspects.

Work Experience

- **International Business** : Director, Tata International Limited, Mumbai (1985 – 1994) with experience in international trading, developing export markets and project implementation in India and abroad
- **Business Strategy & Planning** : Supported the IIMA team to generate a 10 year blue print for Mukand Ltd.
Senior Manager (Planning & Coordination), Tata Steel (1972 – 1984). Worked on the Tisco Modernisation Programme – Phase I covering conceptualization, finalisation of commercial terms and execution
Director, Corporate Development, Tata International, Mumbai (1985 – 1987). Worked on the corporate development plan for Tata International
Director, Director Engineering (1987—1990) & Director Trading (1990—1994) Turning around the Trading Division, Engineering Products Division, Transmission Line Tower Division and Kolkata office of Tata International Limited
Worked on the Nocil by-product plan and Merck India Chemicals Division, while with S.P. Jain Institute as Director (1994-1996) and as Advisor respectively
- **Education & Development** : Assessment of training needs for the Asset Finance Division of Tata Finance Ltd.; designing & delivering training programmes for all India operations covering 300 management staff. (2000—2001)
Designing & conducting General Management Programmes for Senior and Middle Level Managers of Crompton Greaves and at S.P. Jain Institute of Management & Research. (1999—2000)
Conducted in March 2004 competency based interviews on behalf of Vernalis India for Bank Muscat for selection of Middle Level Managers.
Conducted Assessment & Development Centres on behalf of Vernalis India for Birla Management Corporation, Essar Group, ATE Marketing and a few other clients.
- **Management Education** : Designed & developed the Two Year Program in International Business at S.P.Jain Institute and a course in Business Environment (1994-1996) during the time of Directorship
Launched public programmes in areas such as International Competitiveness, Business Environment for Senior Managers, Business Strategy etc. involving design of programme architecture, and detailed curriculum

- **Institution Building** : Director of S.P. Jain Institute of Management & Research, Mumbai (1994 – 1996). During his tenure, he successfully interfaced with Industry to offer a variety of public programmes

Dean, ICFAI Business School, Mumbai (1996 – 1999) where he set up the Business School. Rich experience covering aspects such as resource creation, academic administration, industry integration

Knowledge Area / Competencies

- **Function / Business Process** : International Business, Business Strategy & Planning, Marketing, Project Management
- **Industry** : Services (Exports / Consultancy); Education; Financial Services, Steel and Engineering
- **Publication** : Published several articles in research journals (IIMB Management Review) and Financial Papers

Word Picture

Over years of working on diverse projects, Mr. Kshirsagar has acquired a strong strategy and business perspective. He has been able to utilize this for translation potential business idea into sound business proposition. In this he has been aided by his wide-ranging networking skills and ability to mobilize resources. During his tenure with two Management Institutes, he was able to – in one case, launch an Institute from scratch in an intensely competitive sphere; and in the other, improve the Institute-Industry interface significantly. His programme management skills are formidable as seen by his successful launch off several long duration management programmes. He has widely traveled to Africa, Middle East Asia, Europe and USA. This broad based exposure affords him the flexibility to work across several areas of business and management consulting.

Areas of interest

Business Environment, Strategy, International Business & General Management.

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