





CENTRE FOR ACCOUNTING, REPORTING AND GOVERNANCE (CARG)

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PANEL DISCUSSION on

Digital and Social Media Marketing: Intersecting for Organization Growth

Theme of the Panel Discussion

There's no denying that the world is rapidly shifting from analogue to digital. With over 3.3 billion users- the internet has become a significant force globally, transforming the way companies market their product and services. People are consuming more and more digital content on a daily basis- on mobile phones, laptops, desktop computers, tabs and televisions at work, and more. As social network communities engage in conversation through web, data that reflects their interest, opinions, assessments and feeling are generated. Companies are now using data analytics tools to obtain user insights and to analyze customer feedback on a real time basis from this source. This is helping them improve their marketing responses in reducing service inefficiencies. Companies that have not yet recognized this in their marketing strategies need to adapt fast. Rather than conducting expensive customer and market research, they can quickly view customer response rates and measure the success of their marketing campaign in real-time, enabling them to plan more effectively for the next one. The distinguished panelists will debate, discuss and deliberate on these issues.

Friday, 19 February, 2016
Time: 10:30 am - 12:30 pm
Venue: T1, 75 Seater Auditorium (North Side)
O.P Jindal Global University, Sonipat-131001, Haryana (Delhi NCR)

PANELISTS



Mr Ambrish K Singh, Executive Vice President and Head - Sales, Operations and Customer Delivery, Infoedge India Ltd

Mr. Ambrish K Singh, Executive Vice President and Head - Sales, Operations and Customer Delivery, Infoedge India Ltd, is professional with more than fifteen years of exposure in sales and client relationship management in the service sector. He has comprehensive experience in managing a large sales team, fostering client relations, and foreseeing market opportunities. He is currently managing the growth story of Shiksha.Com; some of the other brands owned by his company include Naukri.Com, and 99acres.com.



Mr. Amitabh Sen Gupta, Director, Business Development, Tech Mahindra

Mr. Amitabh Sen Gupta Director, Business Development, Tech Mahindra, has a vast experience of more than 17 years in service industry (Education, Training and E-Learning). He is specialist in digital marketing, business operation, new initiatives, and product management. He has developed a new vertical into Virtual Education (Digital Learning) which is an interactive direct to device online learning platform, which is internet and cloud based. He strategically focuses on business plan, sales strategy development, growth and scaling plan, business structures and project vision. He has held key positions in STG International limited, Career Launcher, New Horizons India limited, Hughes Global education and The Calculus.



Mr. Bhupendra Kunwar, Co-founder, SYBM Technologies

Mr. Bhupendra Kunwar, co-founder of SYBM Technologies, is a specialist in designing and implementing technology solutions for business problems and a key player in building feature rich websites, applications for businesses. He creates applications with responsive design which help the device with independent applications. He is an alumnus of IIM-Lucknow and lives by the quote - lesson learned so far creating products is easy, making it work is the real game.



Dr. Nimit Gupta, Marketing Professional Trained by Philip Kotler

Dr. Nimit Gupta, a marketing professional trained by Philip Kotler, is professor marketing in Fortune Institute of International Business. He has a number of research papers and cases to his credit and has wide experience of consulting in the areas of marketing and sales. He is a prolific speaker and presents his views at various forums in India and abroad. He has also received several scholastic performance awards such as best faculty award, Apar Vishisht Sewa Award, Prime Minister Award, and outstanding contribution in education award.



Mr. Praveen Sharma, National Business Head (Marketing & Partnership), Interactive Media Pvt Ltd.

Mr. Praveen Sharma, the National Business Head (Marketing & Partnership), Interactive Media Pvt Ltd, is a seasoned professional. His responsibilities revolve around management consulting and decision making as part of the core team. He is also responsible for business partnerships and strategic alliances of a dot com and e-learning company and is also handling product strategies, marketing and branding activities of all three portals namely, CAclubindia, LAWyersclubinda and MBAclubindia. These three portals command a regular membership of more than two millions.



Mr. Abhinandan Singh, Founder & CEO, Entrancezone

Mr. Abhinandan Singh, Founder & CEO, Entrancezone, is an educational technologist and digital marketing evangelist. His strengths lie in project consultancy in the education domain. He is focused on establishing an institution, learning management system, marketing activities of universities, Needs, Scoping Solutions, Solution Delivery, and developing and maintaining client relationships.