Please attach a concise statement of your **personal aims** and **achievements**, **including details of your background**, **past experiences**, **personal and professional aspirations**. This will enable us to learn more about your career progression, values, ambitions and leadership potential that we at MGSM consider important.

Instruction: Instead of writing one big paragraph, write in no of small paragraphs

**Start of Essay:**

In my quest for the best MBA program for me, I found that MGSM offers one of the best academic programs and my personal qualities are also in line with the principles of MGSM. I have been exemplifying individual integrity, organizational excellence and a concern for the greater good in both my personal and professional life. Currently, I have been successful at both leading and working as part of teams. To realize my goals, I now want to build business strategy skills and further my leadership abilities and an MBA from MGSM is the ideal fit.

**Details of my back ground:**

Education details: I am a First Division holder of Bachelor of Technology degree in Electronics & Communication Engineering from the M.D. University, Rohtak, India. I have always believe that one want to stay in this competitive world then one has to keep learning and update himself with respect to day today technologies. It is because of this reason that I continued my passion to learn even after working. I have also undertaken professional trainings related to procurement such as Advance Purchasing and Supply offered by Blue Ocean Academy in Qatar. Coupled together with this, I have acquired the following certifications from accreditation authorities such as; American Purchasing Society (USA) from which I have obtained a certification as Certified Purchasing Professional(CPP) and Certified Professional Purchasing Manager(CPPM) and Chartered Institute of Procurement and Supply (CIPS-United Kingdom) from which I have obtained Foundation Diploma(D4) purchasing and supplies in 2015. And finally, I am currently pursuing Advance Diploma (AD5) in procurement and supply with expected completion time by August 2017.

Family details: I have a single mother who had struggled with me through my elementary schooling because my dad passed on when I was only seven years. She did any available job to take me to school. My maternal grandfather too did support us to the extent possible but still he could not manage everything as he was a retired officer and was living his livelihood through little pension from the government. I have an elder brother who is not earning well and just able to manage the livelihood of his family including his wife and a nine months old baby girl. Since childhood my family and I have gone through a very tough time, we tried to get an education from every possible options, i.e., from working part time in the resturant to renting our apartment.

**Past Experience:**

I have also had an outstanding career experience spanning for duration longer than five years. I started off my career in July2011 as Procurement Engineer at Technical Holdings where I was majorly involved in pre-ordering and post-ordering Procurement functions for the many companies. This role was in line with the company’s core business operations that are mainly participating in the outsourcing of multidisciplinary packages for solutions such as GAIL, ONGC, GAMMON, FERNAS, EIL, and GSPL. Though I had a shorter stint in the role for only one year but the functions and responsibilities I was entrusted with gave me some great learnings. In Mar2012, I got the opportunity to join Punj Lloyd Ltd, Qatar where I worked on EPC (Engineering, Procurement and Construction) contract which was awarded to the Indian conglomerate, i.e. Punj Lloyd Ltd, involving the establishment of 8,000 TPA of high-purity solar grade Polysilicon refinery at an investment of USD 1 billion. Also i have been involved in the leading projects with major oil companies like Installation of jet fuel infrastructure in New Doha International Airport, the project was successful with the construction of fuel valves and beacons, and finally the project involving the Gas transmission strategy processing with the Qatar Petroleum Authority. I always stood out among my peers and received promotion. I was also deputed to vendor facilities in Abu Dhabi and Dubai to discuss commercial/technical issue and expedite with the vendor.

In 2014, after passing the selection process, conducted by Bain and Company, I was selected and promoted to be a member of Central Procurement Group (CPG) at Punj Lloyd Head Office in Gurgaon, India, which was established to centralize the procurement activities for all of the company’s projects. CPG Team’s annual target has been on average of procuring goods for 200 to 300 million dollars. My current role as Senior Procurement Engineer at Head Office of Punj Lloyd Limited in India has proved vital and a big eye opener in my career as a was able to integrate of integrating engineering with supply chain concepts and lead a team of 5 peers to work with multiple vendors based in US, UK, France, China, Italy and GCC Countries. Considering my consistent performance, I ended up being delegated to China for 12 days for expediting with major Pipe and Valve manufacturer based in Tianjin City, Beijing and Shanghai. Lucky enough, I managed to prepone the delivery by almost 1 month. One of the important skills borrowed from the current role is on how to carry out effective Negotiation with the aim of obtaining a win-win position for both the undertaking parties.

**Achievement:**

**Example 1:**

I remember in 2015, I remembered my organization asking me to apply the skills to negotiate with one of the proprietor bidder. Negotiating with proprietor bidder is an odious task than with multiple vendors as the owner bidder was well aware that buyer has no other available option. Even though I knew of minimum chances of winning the task, I took up the challenge and did the in-house and bottom-up costing and simultaneously asked the vendor to justify their prices. Using my internal working and justification abilities, with the provided the proprietary vendor, I was able to obtain 27% discount, thereby saving hundreds of thousand dollars for the company.

**Example 2:**

I believe that true leadership is exhibited only in a crisis, and that a true leader knows not just how to levy authority, but also how to use influence and a partnership-based approach to achieve shared objectives. I differentiate myself by highlighting my leadership at Punj Lloyd, Qatar, in 2012-13.

On joining the organization, I was assigned to work on the New Doha International Airport Project, which was already delayed by more than 6 months for commissioning. Major components of the plant, like the Gas Dehydration Unit, and elements for the gas flare itself had not been installed or, in some cases, not even delivered at site. The senior manager in the Procurement department had resigned, in the midst of constant pressure from the client (New Doha International Airport/Bechtel) and the management. I was given the opportunity to lead very early in my career to fill this gap, but it came amidst huge pressure.

While many in top management wanted me to levy penalties against the suppliers who had failed to accomplish the work on time, I felt that this would only delay our work further. Taking a collaborative approach instead, I arranged meetings of the vendors with our project teams, discussing possible ways to resolve the crisis. My decision was vindicated when we found that on many occasions Punj Lloyd itself had delayed engineering approval for critical parts. However, rather than look back, I motivated the team to look forward, and we took many decisions together. We de-scoped items that vendors were finding hard to procure because of special modifications required, instead ordering them independently. We helped other vendors to monitor their sub-orders and expedite delivery. The pending dues of vendors were also immediately cleared (as opposed to the earlier practice of withholding payment till the entire order was complete) to allow them to have capital to supply further parts.

Our combined efforts helped to bring the project largely back on track, with a final delay of only 1 month.

Through this crisis, I learnt that leadership and teamwork mean respecting and leveraging everyone equally, and understanding issues faced by different people rather than blaming them. A partnership-based approach can not only remove roadblocks, but also utilize synergies that would otherwise be dormant. Learning this early in my career made me a strong proponent of collaborative work and empathetic leadership.

**Professional Aspiration:**

Short Term Plan: If get acceptance letter from MGSM, then I would be resigning from my job and attempt all the balance 3 exams of Advance Diploma (AD5) in procurement and supply in May17 and will complete full time course for Six Sigma Green Belt and Black belt from KPMG in June17.

Post MBA, I wish to work in the operations management practice of a management consulting firm like Accenture, Deloitte, KPMG, or PwC. I choose this goal because it will give me strong exposure to multiple business situations involving operations management, an area that I am passionate about, but that I understand only from a technical perspective so far.

As an engineer in the oil & gas industry working for Punj Lloyd in Qatar and India over the last 5 years, I have gained deep insight into technology and procurement processes. I have managed and worked in large multi-cultural teams, and understood construction, supply chains, and supplier management. Yet, my knowledge and impact have remained largely technical. I seek an MBA now to understand business and Finance management, strategy, and consulting, with a focus on operations management. The MGSM’s MBA is critical to my plans for two reasons.

First, the MGSM’s MBA levies a unique focus on not just understanding basic business functions, but on making integrated decisions through them. MGSM’s MBA unique pedagogy, involving cases, lectures, group projects, and individual assignments will help me gain a strong foundation across marketing, finance, operations, and strategy in the core terms.

Second, the elective terms present a valuable opportunity to gain a specific focus on operations and Finance. While courses such as Leadership management, Strategic Management, and Logistics Management will give me in-depth insight into operations management, other courses like Finance and Management consulting and research will help me to understand consulting approaches better.

Going ahead, I intend to continue following my principles in the future after graduating from MGSM and make a positive impact on both the organizations and the society. I am confident that MGSM will help me develop the skills further to emerge as a better leader, both personally and professionally.

I look forward to call Australia my second home for the next 2 years.