

Santosh Mishra
Executive Post Graduate Programme in Management (EPGP) 2015-16
Gold Medal for Best All Round Performance



Prior to joining IIM Bangalore, Santosh spent 10 years in Cognizant in various technical and managerial capacities. During these 10 years, Santosh has undertaken the journey from a software developer to managing service delivery for multi-geo customer engagements and has been a key member in various business development activities within the retail and e-commerce space. Santosh has spent six years in the US as a customer liaison, managing expectations of customers spread across geographies. At Cognizant, Santosh drove transformational initiatives within the Retail and e-Commerce portfolio and brought process and operational efficiency in support organizations by standardizing the process and implementing customized solutions. One such was a 360-degree order fulfilment monitoring system for which he was awarded the Best Innovation Award in the emerging category.

A sports enthusiast and an ardent Manchester United fan, Santosh follows European League soccer keenly. His passion besides sports include quizzing, theatre, Indian music and non-fiction. At IIMB, he continued to find time for his hobbies and was part of the EPGP Theatre Club, the dance club and the music club.

Santosh says he is passionate about social causes, having organized many fundraising events in the USA as the co-coordinator of CRY America, Bay Area Chapter. At IIMB, he led Prayaas, the social responsibility initiative of EPGP to organize multiple events through the year by partnering with various organizations. The team focused on opening the doors of the campus to the differently-abled as part of their annual event Prayaas Day - a unique event that saw an Awareness Run, Sports events for and cultural programs by the differently-abled and a panel discussion on 'Breaking down societal barriers'.

Regarding his decision of joining the one-year MBA at IIMB, he explains: "Just as work experience can't be substituted, classroom experience can't be discounted. The decision of choosing a programme such as the EPGP was hinged on the unparalleled wealth of knowledge of the faculty, the diversity of the batch and a unique mix of classroom and peer-based learning. I am glad I made this choice because the programme has helped me learn the art of competitive decision-making and strategic negotiations; understand the complex nature of sustaining a business; and has prepared me to be a business leader." On winning the gold medal, he says the year at IIMB has been nothing short of transformational for him. "Winning the IIMB Gold Medal for Best All Round Performance has been the icing on the cake of this transformational experience," he adds