



**SAINTGITS**  
COLLEGE OF APPLIED SCIENCES  
KOTTAYAM, KERALA

DEPARTMENT OF COMMERCE

ACADEMIC YEAR 2021 - 22

**ALUMNI INTERACTION MODULE (AIM) - X**

**My Road to Management**



**Mr. Nikhil Abraham Jacob**

(B.Com. Computer Applications Batch 2014 - 17)

Qualifications: MBA

Employed as : Area Sales Manager at  
North East India, Reckitt

**2:00 PM**

**27-Aug-2021**

**PLATFORM**

**Google Meet**

**COORDINATOR:**

Asst. Prof. Aby Alex William

**ORGANISING COMMITTEE:**

Asst. Prof. Lima Lukose

Asst. Prof. Anjaly Harikumar

Asst. Prof. Vineetha P. George

Asst. Prof. Anish B. Bhaskaran, HOD  
Dr. K. K. John, Principal

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## **REPORT FOR ALUMNI INTERACTION MODULE (AIM)**

**Speaker:** Mr. Nikhil Abraham Jacob.(2014-2017)

**Topic:** My Road to Management

**Date:** 27-8-2021

**Time:** 2 PM

**No. of participants:** 76

### **Introduction**

Nikhil Abraham Jacob is working as Area Sales Manager of Reckitt, North East India. He is handling business of 9.5 cr monthly. He is responsible for managing a team of 6 associates and 28 channel partners. He is going to speak about the management jobs and the qualities needed to get a good management role in companies.

### **Expected Outcome**

1. To get an idea about the management jobs
2. To know about the reputed institutions providing management training
3. To get an awareness on modern managerial practices

### **Report**

The alumni interaction was held on August 27, 2021 from 2.00 pm to 3.15 pm. The interaction was addressed by our Alumna Mr. Nikhil Abraham Jacob, Area Sales Manager, North East India, Reckitt. The session was attended by more than 40 attendees including students and the faculty of the commerce department.

During the session he first talked about his academic life and then about his pursuit of a good MBA degree from a reputed institute in India. He shared the experiences he had while pursuing his MBA from Goan Institute of Management (GIM) and the competition he had to



**Ans.** Most top rated institutes offer PGDM. These two words are more often used interchangeably and there is no need to consider one to be lesser than the other. MBA's are offered by institutes which are affiliates to a University. Most analysts say that a PGDM is more updated than an MBA because in University syllabus changes occur once in four years while in an institute syllabus change occurs almost every year.

**Q 5.** Which branch or specialization in MBA has more career/ job prospects?

**Ans.** There is no such special branch that has a special job advantage. One should choose a specialization in which you have an interest and then try to excel in it. But add to it the fact that there are lots of new specializations in MBA/PGDM.





face while studying there as well as in his recruitment. He was able to clear the doubts of a number of students regarding the kind of qualifying examinations that one has to clear while pursuing MBA in institutions at the state, national and international level. The students found his answers quite easy to understand and very useful. He reminded the students of the importance of having a goal in life and keeping one's focus on the goal despite all the distractions that could come in the way. The meeting lasted for more than an hour and ended by 4.15 pm.

The programme was coordinated and moderated by Asst. Prof. Aby Alex William.

#### **Question & Answer Session**

**Q1.** How should we choose an institute for doing our MBA?

**Ans.** Always choose top tier institutes as most companies (which are industry leaders) prefer to recruit from Tier I or Tier II companies. So getting the best opportunity and exposure depends on the kind of institute you do your MBA.

**Q 2.** What are the things that we should consider while choosing an MBA college?

**Ans.** Always choose the institute first and then the place. Never go for a place for doing your MBA as it's pointless because ultimately the quality of your MBA depends on the institute and not the place.

**Q 3.** Do you think India is a place where you are able to expand your career prospects? Have you ever thought of going abroad?

**Ans.** There are lots of career opportunities in India. Despite the fact that foreign countries provide better living conditions, India offers enough opportunities for career growth. Most of the graduates from top tier MBA institutes are working in India itself. This shows the importance of India in career prospects.

**Q 4.** What is the difference between an MBA and a PGDM?





**Brochure**



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**Organising Committee**

Asst. Prof. Lima Lukose

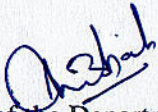
Ass. Prof. Anjaly Harikumar

Asst. Prof. Vineetha P George

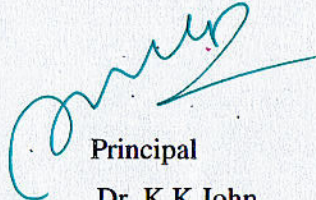
Asst. Prof. Aby Alex William

  
Faculty in charge

Asst. Prof. Aby Alex William

  
Head of the Department

Asst. Prof. Anish B Bhaskaran

  
Principal

Dr. K K John





\* Alumni Interaction Department of Commerce - Nikhil Abraham Jacob

\* Meeting code: zri-uexrn-bbp

\* Created on 2021-08-27 02:05:29

\* by <https://chrome.google.com/webstore/detail/google-meet-attendance-lj/appnhiefcidcdjeatgkghghnfofk>

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ABY ALEX WILL	2021-08-27 2:05:	1:06:59
AISHWARYA AN	2021-08-27 2:05:	1:06:13
AJIEK AUGUSTI	2021-08-27 2:05:	1:00:48
ALEENA ANN M	2021-08-27 2:05:	0:09:29
ANISH BHASKA	2021-08-27 2:05:	1:03:20
ANJALY HARIKL	2021-08-27 2:13:	0:58:00
ATHUL DAS M.A	2021-08-27 2:05:	1:06:35
Abdulla CM BCC	2021-08-27 3:01:	0:10:39
Akash Anil	2021-08-27 2:43:	0:27:13
Alkka Reji	2021-08-27 2:05:	0:47:46
Anand P A	2021-08-27 2:05:	0:50:38
Anita Susan	2021-08-27 2:05:	1:16:07
Anjana R	2021-08-27 2:05:	1:06:20
Ann Rachel	2021-08-27 2:05:	1:06:16
Arnon Jiku	2021-08-27 2:05:	1:05:51
Arvind Subhash I	2021-08-27 2:05:	0:20:25
BESTIN GEORG	2021-08-27 2:15:	0:26:35
BLESSY P JOHN	2021-08-27 3:04:	0:01:10
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Divya Sam	2021-08-27 2:05:	1:06:29
EMIL SARA CHE	2021-08-27 2:05:	0:51:50
ERIC VARGHES	2021-08-27 2:05:	1:06:27
FEBAA ANN RAJL	2021-08-27 2:05:	0:18:08





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PRAVEEN KURI	2021-08-27 2:32:	0:39:37			
PREETHA THON	2021-08-27 2:05:	1:06:29			
Pranay Premod	2021-08-27 2:05:	0:12:25			
RANI TOM Tom	2021-08-27 2:27:	0:03:11			
REENU MARIAM	2021-08-27 2:05:	0:21:57			
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Rani Tom	2021-08-27 2:33:	0:38:50			
Ron Mathew	2021-08-27 2:05:	0:08:00			
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SNEHA ELISA BI	2021-08-27 2:05:	0:49:51			
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STEPHY ANN Z	2021-08-27 2:05:	1:06:31			
SURABHI SUDH	2021-08-27 2:05:	0:58:45			
Sanal Jacob	2021-08-27 2:05:	1:06:21			
Shreya Mariam	2021-08-27 2:12:	0:41:02			
Siera Sunu Kuria	2021-08-27 2:05:	0:00:48			
Slk V	2021-08-27 2:36:	0:00:47			
Sruthi BCOMT16	2021-08-27 2:05:	1:05:56			
T.M VAIDAYAN E	2021-08-27 2:05:	0:46:30			
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YOHAL BALU S	2021-08-27 2:05:	1:06:32			
Joel John daniel	2021-08-27 2:30:	0:38:17			

