

In my quest for the best MBA program for me, I found that Alberta School of Business offers one of the best academic programs and my personal qualities are also in line with the principles of the school. 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 Alberta MBA is the ideal fit.

Since childhood, my family and I have struggled a lot to make it through life ever since my dad passed on. My grandfather and mother struggled a lot to ensure that my elder brother and I got the best education. Similarly, as a focused and hardworking person, I worked part-time at a restaurant in order to assist in rent pay. In school, I paid much attention to my studies and with hard work I completed my high school education and joined the M.D. University, Rohtak, India, where I pursued a Bachelor of Technology in Electronics and Communication.

I always believed that in order to survive in a competitive world, every individual had to have continuous learning and be informed of the changing technologies. I completed my degree course and graduated with a First Division. My passion for continuous learning can be verified by the fact that after working for 1.5 years, I completed professional training in line with Advance Purchasing and Supply offered by Blue Ocean Academy (one of the best institute for providing professional training in Abu Dhabi) in Qatar. At the same (in 2014), I acquired various certificates from APS (American Purchasing Society) USA such as the Certified Purchasing Professional (CPP) and Certified Professional Purchasing Manager (CPPM). With my curiosity and desire to learn, in 2015, I have obtained a Foundation Diploma (D4) in purchasing and supplies from Chartered Institute of Procurement and Supply (CIPS), United Kingdom. I am also currently pursuing an Advanced Diploma (AD5) in procurement and Supply from CIPS, which I will be completing this year.

Furthermore, I have had an exceptional career experience throughout the years since I completed my degree course. In 2011, I worked as a Procurement Engineer at Technical Holdings where I carried out pre-ordering and post-ordering Procurement functions for the various companies. In March 2012, I joined Punj Lloyd Ltd, Qatar, where I worked on EPC (Engineering, Procurement and Construction) contract, which was awarded to the Indian company, involving the establishment of 8,000 TPA of high-purity solar grade Polysilicon refinery. I have also participated in the leading projects with major public oil companies like Installation of jet fuel infrastructure in New Doha International Airport, and finally, the project involving the Gas transmission strategy processing with the Qatar Petroleum Authority. 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 & Company, I was selected and promoted to be the 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. 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 I was able to integrate engineering with supply chain concepts and lead a team of five 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. This has strengthened my view on effective teamwork and proper leadership management and facilitated my deep insight into technology and procurement. Currently I have been working on two pipeline and tankages project based in Kuwait and Oman.

Apart from my passion for education and professional responsibilities, I also like to participate in co-curricular activities. For e.g.: I was a one of the participant in Drontech 2008 conducted by my graduate school and also a runner up in the online HSE quiz conducted on National Safety Day 2016 by corporate HSE department of Punj Lloyd Ltd.

One of the important skills that I learned 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. I remember in 2015, when my manager wanted 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 is 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 proprietary vendor, I was able to obtain higher discount, thereby saving hundreds of thousand dollars for the company.

Post MBA, I wish to work in the operations management practice for firm such as Suncor Energy, Husky Energy, Canadian Natural Resources Limited, Shell Canada Ltd or Cenovus Energy. 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 management, strategy, finance and consulting, with a focus on operations management. The Alberta MBA is critical to my plans for three reasons.

- ❖ First, the Alberta MBA levies a unique focus on not just understanding basic business functions, but on making integrated decisions through them. Alberta School of Business's unique pedagogy, involving cases, lectures, group projects, and individual assignments will help me gain a strong foundation across business strategy, finance and operations management in core and elective courses.
- ❖ Second, the elective terms present a valuable opportunity to gain a specific focus on operations and Supply chain. While core courses such as Operations Management, Data Analysis and Decision Making and Business Strategy will give me in-depth insight into operations management.
- ❖ Third, as it is a well-known fact that Alberta is Canada's largest oil producing province, providing 79.2% of Canadian oil production and having large number of oil & gas companies, So my job prospects are especially good as I have been into oil & gas industry from start of my career, having a relevant experience of more than 5 years.

I believe that the Alberta MBA program is the best and appropriate for me thus paving the way towards the achievement of both my personal and professional goals. Once I get the acceptance letter from Alberta School of Business, I will resign from my job in order to focus on my Advanced Diploma and complete Six Sigma certification from KPMG prior joining the MBA course, as this would help in differentiating me from the other candidate.

While at Alberta University, I will contribute to Net Impact and eclub which will help me achieve my goals. At the eclub, I will organize seminars, share experience and create networking opportunities. I will also aspire to lead the Non-Profit Management club such as 5 Days for the Homeless and make a positive impact on society. As an adventure enthusiast and a biker, I will organize adventure activities and biking trips for the students to help them form close-knit personal networks. I also intend to organize various cultural and social events like Holi, Diwali celebrations to introduce international students to the Indian culture.

In summary, not only will Alberta University be my partner in helping me achieve my goals, I will also fit into the community well and contribute my bit to it as a student and an alumnus. I am certain that Alberta MBA program will help me progress the skills further to emerge as a better leader and look forward to call Alberta as my new home for the next 2 years.