Kamala Education Society's
Pratibha College of Commerce and Computer Studies
Block D-III, Plot No.-3, Behind Mehta Hospital, Off Mumbai-Pune Highway,
Chinchwad, Pune-411019.
• Govt. of Maharashtra & Savitribai Phule Pune University Recognized Minority Institute
• Savitribai Phule Pune University
• UGC – 2(f) and 12(B) Status
• Reg. No. PU/PN/BBA, BCA BFT/280/2007
• NAAC accredited College with 'A' Grade
www.pccs.org.in pccs@pratibhagroup.org.in +91 - 8600100942 /8600100945

Date: 01/10/2026

Report of Guest Lecture

The Minority and Caste Category Welfare Committee/Equal Opportunity Cell organized a guest lecture on "Guidance on Opportunities in Employment, Entrepreneurship and Startups" on 28th September, 2026 at 10:30 a.m. in G11 classroom. The guest speaker was Mr. Sumeet Shaha, Senior Vice President, Advantage Club AI.

The session was organized with the objective of creating awareness among students about the diverse opportunities available in employment, entrepreneurship and startups. The lecture focused on helping students understand the skills, opportunities and practical steps required to build their careers and explore entrepreneurial avenues.

Mr. Sumeet Shaha provided valuable and practical guidance on interview preparation and the skills required to face interviews confidently. He discussed the importance of effective communication, confidence, professional presentation, preparation, and the ability to respond appropriately during an interview. The guidance helped students understand that employability involves not only academic knowledge but also the development of appropriate professional and interpersonal skills.A major part of the lecture was devoted to entrepreneurship and startup opportunities. The speaker encouraged students to look beyond conventional career paths and develop an entrepreneurial mindset. He explained how new business ideas can emerge from identifying problems, observing changing needs and thinking creatively about possible solutions. Students were guided to understand that an idea becomes meaningful when it is carefully developed and converted into a practical and useful solution.

The speaker further explained the process of taking an idea towards reality. He highlighted the importance of evaluating an idea, understanding its practical requirements, planning the next steps, and being prepared to learn and adapt during the journey. The session also provided students with insights into the opportunities and challenges associated with starting a new business or startup. The lecture emphasized the importance of developing relevant skills, remaining open to new ideas, and making effective use of available opportunities. Students were encouraged to identify their strengths and interests and consider how these can be developed into career opportunities, business ideas or startup initiatives.

The session was particularly relevant to the objectives of the Minority and Caste Category Welfare Committee/Equal Opportunity Cell, as it encouraged students from different backgrounds to explore equal opportunities in employment and entrepreneurship. The lecture motivated students to build confidence, improve their skills and consider multiple pathways for their professional growth.

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Overall, the guest lecture successfully created awareness among students about opportunities in employment, entrepreneurship and startups. It encouraged them to develop employability skills, think creatively, explore new possibilities and take purposeful steps towards their future career and entrepreneurial goals.

Our Respected Principal Madam guided the process for the successful conduct of the activity. All the committee members extended their support and cooperation for the successful organization of the event.

Mrs. Madhuri Gandhi
Committee Convener

Dr. Kshitija Gandhi
Principal

PRINCIPAL
PRATIBHA COLLEGE OF
COMMERCE & COMPUTER STUDIES
CHINCHWAD, PUNE - 411 019

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PRATIBHA COLLEGE OF COMMERCE AND COMPUTER STUDIES

Guest Lecture
Organized by

Minority and Caste Category Welfare Committee/ Equal Opportunity Cell

Annexure

1. Notice
2. Agenda
3. Attendance of Students
4. Feedback of Students
5. Feedback of Guest
6. Glimpses of the Lecture
7. Online Feedback Sheet
8. Feedback Analysis
9. Guest Invitation Letter
10. Guest Thanking Letter
11. Guest Resume
12. Work Allocation Sheet

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Date: -23/09/2026

NOTICE

All students are hereby informed that Minority and Caste Category Welfare Committee/Equal Opportunity Cell is organizing Guest Lecture on "**Guidance on Opportunities in Employment, Entrepreneurship and Startups**". Attendance for the lecture is mandatory for all.

Details are as follows:

Resource Person: Mr. Sumeet Shah

Date: 28th September 2026

Time: 10.30am to 11.30am

Venue: G11

Mrs. Madhuri Gandhi
Committee Convener

Dr. Kshitija Gandhi
Principal

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PRATIBHA COLLEGE OF COMMERCE AND COMPUTER STUDIES

Guest Lecture
Organized by

Minority and Caste Category Welfare Committee/ Equal Opportunity Cell

AGENDA

- Welcome of Guest - Miss.Priya Chote
- Introduction of Mr.Nirav Suratwala - Miss.Priya Chote
- Felicitation of Guest - Dr.KshitijaGandhi
- Words of Wisdom - Mr.Sumeet Shaha
- Vote of Thanks - Miss.Priya Chote
- Master of the Ceremony - Prof.Madhuri Gandhi

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Pratibha College of Commerce and Computer Studies, Chinchwad

Minority and Caste Category Welfare Committee/ Equal Opportunity Cell Organizes

Guest Lecture on

"Guidance on Opportunities in Employments, Entrepreneurship and Startups"

Date: 28th Sep 2026 **Time:** 10.30 am to 11.30 am (G 11) Name of the Guest speaker: Mr. Sumeet Kiran Shah

Attendance Sheet

Sr. No.	Student Name	Class	Phone Number	Caste Category	Sign
1	Nilakshi Borhade	F.Y Bcom (BM)	7219301609	OPen	
2.	Sara Amking	F.Y Bcom (BM)	9561238670	open	
3.	Snehal Gupta	F.Y Bcom (IB)	9226240019	OPen	
4.	Shivani Gond	F.Y Bcom (IB)	9309583870	ST	
5.	Deepika Pradhan.	F.Y Bcom (BM)	7058036090	ST	
6.	Dimple chouchary	F.Y Bcom (BM)	9549458516	open	
7.	Nishita Ghoggare	FY Bcom (BM)	9021095093	Open	
8.	Mohini Rupnar	fy B.com (BM)	9552988541	open	
9.	Lakshika Sharma.	FY B.com (BM)	9175022747	open	
10.	Krishna K. Ingale	FY. B. com (BM)	9529793594	OBC	
11.	Sejal Pardeshi	FY. Bcom (IB)	9529180843	OBC	
12.	Harshitha Poojari	FY. Bcom (IB)	7776015893	OBC	
13.	Saniya Shaikh.	FY. Bcom (IB)	7558514056	OPen	
14.	Tanishka S. Chavkade	F.Y. B. com (BM)	8999789691	Open	
15.	Vaishnavi V. Bansode	F.Y B. com (BM)	7709285901	SC	
16	Swavali S. Thite	F.Y [IB] B.com	9699877946	open	
17.	Tanvi. S. Suryawanshi	F.Y. B.com [I.B]	9359277417	SC	
18.	Pratibha C. sharma	F.Y B.com (BM)	8390517591	OPen	

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Sr. No.	Student Name	Class	Phone Number	Caste Category	Sign
19	MAYUR GAIKWAD	F.Y BCOM (BM)	9699455462	SC	
20	Ayush AG	F.Y BCOM (BM)	7559330956	OPEN	
21	Aditya Sharma	F.Y.B.COM (BM)	7559208814	open	Asharma
22	Vishakh Nair	F.Y BCom (BM)	9607044768	Open	Vishakh
23	Tanmay Jadhav	F.Y B.Com (BM)	8208028718	open.	
24	Kiran Mededar	F.Y B.com (BM)	8208515718	open	
25	Siddhesh N Nayekar	F.Y.B.com (BM)	8080526133	open	
26	Aman Yadav	F.Y. B com (BM)	8999452002	OBC	
27	Prince Pokar	F.Y. B. com (BM)	9971145877	open	
28	Swapnil Khillare	F.Y.B. com (BM)	8263874699	SC	
29	Pramod more	F.Y. B.com (BM)	9552304382	SC	
30	Amaanat Mulla	F.Y. B.Com (BM)	9588655393	Open	
31	Parth Jain	F.Y.B.COM (BM)	8984408464	Open (Jain)	
32	Tirth Shah	"	9021085499	"	
33	Uday patil	11	9637669076	OBC	
34	Saad Khan	— 11 —	8668593332	Open	
35	Malik Abusaad	f.y. B. Com (BM)	8591559851	open	
36	Mane Gajanan	SY BSc (CA)	7058590073	open	
37	Mayuresh Satpute	F.y. B.Com (IB)	8149379978	SC	
38	Anuj Bakshi	F.Y. B.COM (IB)	8788554216	Open	
39	Prdvin Rathod	F.y. B.com (BM)	8262858050	VJ	
40	Om Kale	F.Y. B.com (BM)	9699773985	Open	
41	Affan S Momin	S.Y. B Com (CA)	7820960930	OBC	

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Sr. No.	Student Name	Class	Phone Number	Caste Category	Sign
42	Gayatri Kotkar	F.Y. B.com (BM)	9767653711	OBC	Kotkar
43	Akshara Pisal	F.Y. B.Com (BM)	9764831518	VJ (NT)	Akshara
44	Aakanksha Bhase	F.Y. B.Com (BM)	8805299487	open	Bhase
45	Shravani Borate	F.Y. B.com (BM)	9156467144	OBC	Shravani
46	Brahmi Hore	F.Y. B.com (BM)	9764508001	open	[illegible]
47	Avdhut Pisal	F.Y. B.com (BM)	8263959875	open	[illegible]
48	Frank Rodrigues	F.Y. B.Com (BM)	7588376538	open	[illegible]
49	Santosh Pujari	F.Y. B.com (BM)	9075041394	NT (C)	[illegible]
50	Sagar Kumade	F.Y. B.com (BM)	7420008157	NT (B)	[illegible]
51	Shreyash Ingale	F.Y BCOM [BM]	8861361209	OPEN	Shreyash
52	Tanmay Durekar	F.Y Bcom (BM)	8625038200	OBC	TCb
53	Amit Pardesti	F.Y. Bcom (JB)	8483089158	SC	[illegible]
54	Kamal chejara	F.Y. Bcom (BM)	7877295636	OPEN	[illegible]
55	Vivek Solanki	F.Y. B.com (BM)	9322082043	SC	[illegible]
56	Aditya Alekar	F.Y. B.com (BM)	9922841693	OBC	[illegible]
57	Tanmay Mahadik	F.Y. B.Com (BM)	9284696157	Open	[illegible]
58.	Darshana Gandhi	F.Y. Bsc [CA]	8530388736	Open	[illegible]

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Sr. No.	Student Name	Class	Phone Number	Caste Category	Sign
059	Mamta Pandey	FY BSc (CA)	7774808230	open	
60	Astuti Singh	FY BSc (CA)	8956831419	open	
61	Ankita Gavandgave	SY BSc (CA)	8149946026	open	
62	Khyshi Ghatale	SY BSc (CA)	8446964043	Open	
63	Akshara Salve	FY Bcom (B.I.)	8390115785	SC	
64	Aparna Gaikwad	FY BSc (CA)	9067658490	SC	
65	Ashna Mujawar.	FY BSc (CA)	9309375431	OBC	
66	Tanvi Kumbhar	FY Bcom (BM)	7058836113	Open	
67	Shweta Dambhe	SY BSC (CA)	9226632480	open	
68	Harsh Gupta	SY BSC (CA)	7769097140	open	
69	Krushna Sadgir	SY BSC (CA)	8983269589	NTC	
70	Ishwar Dhanvate	SY BSC (CA)	9657790071	VJ-NT	
71	Sarathi Durairay	SY Bcom (CA)	9226013495	open	
72	M. Noor Mapari	SY BCom (CA)	7796341615	open	
73	Seema R. yadav	FY Bcom (BM)	9272069400	open	
74	Abhay Singh Kandari	FY Bcom (BM)	9850225709	OPEN	
75	Vedant Medankar	FY Bcom (BM)	7875624545	OPEN	

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Chinchwad, Pune-19

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Sr. No.	Student Name	Class	Phone Number	Caste Category	Sign
76	Shivanand. Bhandekari	FY. B.Sc CS	9075554003	OBC	
77	Rohan Sawant	Fy. BSC CS	9168043967	open	
78	Mohit Swamy	fY BCom BM	9588628265	open	
79	Ritesh Choudhary	f.y. B.Com. IB	7977112806	open	
80	Ganesh Talkute	F.Y B.Com BM	9067674215	open	

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Chinchwad, Pune-19

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Pratibha College of Commerce and Computer Studies, Chinchwad
Minority and Caste Category Welfare Committee / Equal Opportunity Cell Organizes
Guest Lecture on
"Guidance on Opportunities in Employments, Entrepreneurship and Startups"
Date: 28th September, 2026

Name of the Participant: - Darshana Gandhi
Class: - F.Y.Bsc.(CA) Phone Number: - 8530388736
Email: - darshanagandhi1709@gmail.com
Please ' √ ' in appropriate column:

	Extremely Good	Good	Satisfactory	Poor
a) How was overall event/program/lecture?	✓			
b) How relevant was the contents in the event?	✓			
c) How much interesting was this session for you?	✓			
d) Overall effect of event/program/lecture.	✓			

Suggestion If any: conducted more such type of sessions.

Kindly express the benefits you have gained from this event:
Nice session, speaker was nice.

Date 28/9/2026 Signature

Pratibha College of Commerce & Computer Studies Chinchwad, Pune-19

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Pratibha College of Commerce and Computer Studies, Chinchwad
Minority and Caste Category Welfare Committee / Equal Opportunity Cell Organizes
Guest Lecture on
"Guidance on Opportunities in Employments, Entrepreneurship and Startups"
Date: 28th September, 2026

Name of the Participant: - Mamta Pande
Class: - FYBSC(CA) Phone Number: - 7774808230
Email: - pandemamta2008@gmail.com
Please ' √ ' in appropriate column:

	Extremely Good	Good	Satisfactory	Poor
a) How was overall event/program/lecture?		✓		
b) How relevant was the contents in the event?		✓		
c) How much interesting was this session for you?			✓	
d) Overall effect of event/program/lecture.	✓			

Suggestion If any: It was good session

Kindly express the benefits you have gained from this event:
Good session, but, I am not satisfy with my question

Date 28.09.2026. Signature

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Date: 28th September, 2026

Name of the Participant: - Tanmay Jadhav.
Class: - Fy. B.com (BM) Phone Number: - 8208028718.
Email: -
Please ' √ ' in appropriate column:

	Extremely Good	Good	Satisfactory	Poor
a) How was overall event/program/lecture?	√			
b) How relevant was the contents in the event?		√		
c) How much interesting was this session for you?	√			
d) Overall effect of event/program/lecture.		√		

Suggestion If any:

Kindly express the benefits you have gained from this event:

Date 28/09/2026 Signature

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"Guidance on Opportunities in Employments, Entrepreneurship and Startups"
Date: 28th September, 2026

Name of the Participant: - Vishakh Nair.
Class: - Fy. B.com. (BM) Phone Number: - 9607044968.
Email: -
Please ' √ ' in appropriate column:

	Extremely Good	Good	Satisfactory	Poor
a) How was overall event/program/lecture?	√			
b) How relevant was the contents in the event?		√		
c) How much interesting was this session for you?		√		
d) Overall effect of event/program/lecture.		√		

Suggestion If any:

Kindly express the benefits you have gained from this event:

Date 28/9/2026 Signature Vishakh

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Guest Lecture on

"Guidance on Opportunities in Employments, Entrepreneurship and Startups"

Date: 28th September, 2026

Name of the Participant: - Ishwar Ganesh Dhanvate

Class: - SY BSC(CA) Phone Number: - 9657990071

Email: - dhanvateishwara9@gmail.com

Please ' √ ' in appropriate column:

	Extremely Good	Good	Satisfactory	Poor
a) How was overall event/program/lecture?	✓			
b) How relevant was the contents in the event?	✓			
c) How much interesting was this session for you?		✓		
d) Overall effect of event/program/lecture.			✓	

Suggestion If any: No Suggestion.

Kindly express the benefits you have gained from this event:

Date 28 Sep 2026. Signature

Pratibha College of Commerce & Computer Studies Chinchwad, Pune-19

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Minority and Caste Category Welfare Committee / Equal Opportunity Cell Organizes

Guest Lecture on

"Guidance on Opportunities in Employments, Entrepreneurship and Startups"

Date: 28th September, 2026

Name of the Participant: - Krushna Ashok Sodgir

Class: - SY BSC(CA) Phone Number: - 8983769889

Email: - krushnasodgir316@gmail.com

Please ' √ ' in appropriate column:

	Extremely Good	Good	Satisfactory	Poor
a) How was overall event/program/lecture?	✓			
b) How relevant was the contents in the event?	✓			
c) How much interesting was this session for you?			✓	
d) Overall effect of event/program/lecture.	✓			

Suggestion If any: No suggestion

Kindly express the benefits you have gained from this event:

Date 28-SEP-2026 Signature

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Kamala Education Society's
Pratibha College of Commerce and Computer Studies, Chinchwad
Minority and Caste Category Welfare Committee/ Equal Opportunity Cell
Organizes
Guest Lecture on
"Guidance on Opportunities in Employments, Entrepreneurship and Startups"
28th September, 2026

Respected Sir / Madam,

We are very much grateful to you for gracing us with your profound presence and eminent expertise to make our initiative and the event – the grand success.

We would appreciate few words from you on our journey to reach new heights.
Please write your feedback / views about this event:

Excellent Opportunity to present / speak in front of a crowd. Appreciate the hardwork put in by the team

Please '√ 'in appropriate column

		Excellent	Good	Satisfactory	Poor
a)	Infrastructure of the Event	✓			
b)	Technical support	✓			
b)	Hospitality	✓			
c)	Appropriateness in Scheduling of event (date, time, venue)	✓			
d)	Approach of students			✓	
e)	Overall rating	✓			

Any Suggestion / Comments for betterment:

Student upskilling needs to start early

Your Name: SUMEET SHAH
Company Name: Advantage Club
Designation: Senior Vice President
Contact no: 9960267677
Email id: sumeetkiranshah@gmail.com
Website: advantageclub.ai

.....Thanks for attaching your Visiting card

Thanking you for your utmost cooperation and expecting the same in future too...

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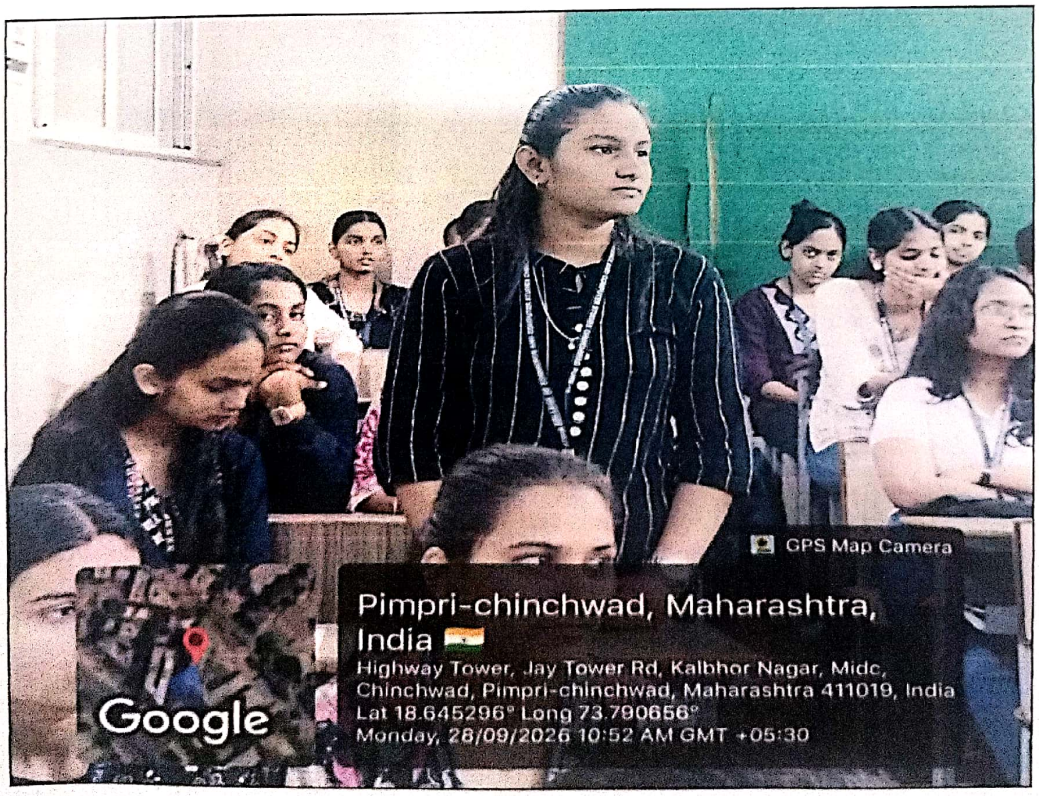
Photos of Guest Lecture



Felicitation of guest Mr. Sumeet Shaha



Student Interaction with guest

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Students Actively Participating in the Guest Lecture



Committee members with Guest

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Feedback Received Data:

Student Name	Classes	Caste Category	Contact Number	Was the lecture well organized?	Would you like to participate in a similar lecture in the future?	Any suggestions ?	How would you rate your overall experience of the guest
Rohan sawant	BSc CS	Open	9168043967	Yes	Yes	Sitting arengment should be better	5
Ganesh Talkute	Bcom BM	Open	9067674215	Yes	Yes	Sitting arengment should be more better for comfortable	5
Santosh Siddharam pujari	Bcom BM	NT C	9075041394	Yes	Yes	No	4
Sagar kalmadi	Bcom BM	NT(B)	7420008151	Yes	Yes	No	5
Ashna mashak mujawar	BSc CA	OBC	9309375431	Yes	Yes	I would like to get more time in these lectures so we could get more knowledge	4
Parth Jain	Bcom BM	Open (Jain)	8984408444	Yes	Yes	No, the lecture was outstanding!	5
Swarali Thite	Bcom IB	Open	9699877946	Yes	Yes	Can be crisp and conise	3
Tanvi .S.Suryawanshi	Bcom IB	SC	9359277417	Yes	Yes	Can be crisp and concise	4
Aparna sanjay gaikwad	BSc CA	SC	9067658490	Yes	Yes	I would like to gave more time to the lecture	4
Uday patil	Bcom BM	OBC	9637669076	Yes	Yes	No, the lecture was outstanding!	5
Khan Mohammad Saad	Bcom BM	Open	8668593332	Yes	Yes	No the lecture was outstanding	5
Malik abusaad	Bcom BM	Open	8591559851	Yes	Yes	No the lecture was outstanding	5
Sejal Pardeshi	Bcom IB	OBC	9529180843	Yes	Yes	No	5
Mamta Pandey	BSc CA	Open	7774808230	Yes	Yes	Settings arrange should be improve	3
Astuti Singh	BSc CA	Open	8956831419	Yes	Yes	Sitting improvement	4
Darshana Gandhi	BSc CA	Open	8530388736	Yes	Yes	No suggestion	5
Amaanat mulla	Bcom BM	Open	9588655393	Yes	Yes	No	4
Aditya Alekar	Bcom BM	OBC	9922851693	Yes	Yes	No	3
Pranav bhoi	BSc CA	Bhoi NT-B	8459225830	Yes	Yes	Caste minority kese milegi	5
Anup Suryabhan Yadav	Bcom CA	Open	9921748708	Yes	Yes	No	1
Yogesh Gaikwad	Bcom IB	Sc	9309187406	Yes	Yes	Ntg	3
Sai mohite	Bcom IB	Obc	8010765934	Yes	Yes	Nothing	2
Aayush Anil shetty	Bcom IB	General	7624811016	Yes	Yes	Nothing	4
Piryanshu sharma	Bcom IB	Gernal	9992223109	Yes	Yes	Nothing	3
Roshani Das	Bcom IB	Obc	7558463898	Yes	Yes	No	5
Tanvi Kumbhar	Bcom BM	Open	7058836113	Yes	Yes	No.	4
Aryan Bhosale	Bcom CA	Open	9699135460	Yes	Yes	No	4
Yash vankudre	Bcom CA	Open	7385403077	Yes	Yes	No	5

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BhaktiðŸ'—	Bcom IB	Hindu	8625806236	Yes	Yes	Good	5
Harshitha Poojari	Bcom IB	Obc	7776015893	Yes	Yes	No	5
Mrunmayi	Bcom CA	Obc	7498242951	Yes	Yes	Noo	2
Harsh Gupta	BSc CA	Open	7769097140	Yes	Yes	No suggestions	5
MOHAMMAD Affan Salim Mo	Bcom CA	OBC	7820967930	Yes	Yes	No practical given	4
Mohammad noor	Bcom CA	Open	7796341615	Yes	Yes	...	4
Vedant pranjal meshram	Bcom CA	Sc	8483903151	Yes	Yes	Good ðŸ'ðŸ»	5
Shivani gond	Bcom IB	ST	9359250483	Yes	Yes	Star-up, or entrepreneurs pr or letcher hone chahiye and real tine activities	5
Vishakh Nair	Bcom BM	Open	9607044768	Yes	Yes	No	4
Sarthak soma damse	Bcom CA	St	8080518079	No	No	Good lecture	5
Avdhut Gadekar	Bcom IB	General	7387017516	Yes	Yes	Noo	5
Rushabh chintal	Bcom CA	Obc	7620602436	Yes	Yes	Best	5
Jagruti thorat	Bcom CA	Hindu	15	No	Yes	No	1
Snehal Gupta	Bcom IB	Open	9226240019	Yes	Yes	It is good and I not have any suggestions	4
Govind yadav	Bcom CA	Open	9579452890	Yes	Yes	No	1
Ghawate yogita Bhanudas	Bcom CA	Open	7666054375	Yes	Yes	No	5
Sagar wagdure	Bcom CA	Open	9226687219	Yes	Yes	Y	1
Ananya Ravikiran Gudagunti	Bcom CA	SC	8793894386	Yes	Yes	NA	3
Ayesha Shaikh	Bcom BM	Open	8087516949	Yes	Yes	The lecture was very informative and usefu	5
Vidya	Bcom CA	NTC	9096121606	Yes	Yes	Lec are good	5
Tanmay Santosh Mahadik	Bcom BM	Open hindu m	9284696157	Yes	Yes	No	4
Jinesha Bhupesh Jain	Bcom CA	Open	91722 47874	Yes	Yes	No	4
Nida Fatima Mohammad Afro	Bcom CA	Open	8956096219	Yes	Yes	Everything was fine.	5
Dipak bahadur harke dhunkel	Bcom CA	Open	8793565174	Yes	Yes	No	5
Muzammil Mushtaq Naik	Bcom CA	Open	8999636097	Yes	Yes	Very good and impressive session loved to	5
Kiran Mededar	Bcom BM	Open	8208515718	Yes	No	No	5
Vaishnav Vishal Bansode	Bcom BM	Sc	7709285901	Yes	Yes	No	1
Pallavi maskade	Bcom CA	Hindu	9023301637	Yes	Yes	No	5
Akshara sameel salve	Bcom BM	SC	8390115785	Yes	Yes	Noo	1
Salve Akshara Sameel	Bcom BM	SC	8390115785	Yes	Yes	Noo	5
Atish Sanjay Pawar	Bcom CA	ST	9699206073	Yes	Yes	Thanks For Giving Some different knowledg	5
Chirag Mohanlal Prajapat	Bcom IB	General	9028577731	Yes	Yes	Nothing	1
Deepika Devendra Pradhan	Bcom BM	scdc	7066124300	Yes	Yes	time management should be done so that sir would have covered the assignment	3
Nilakshi Ganesh borhade	Bcom BM	Open	72219301609	Yes	Yes	No	4

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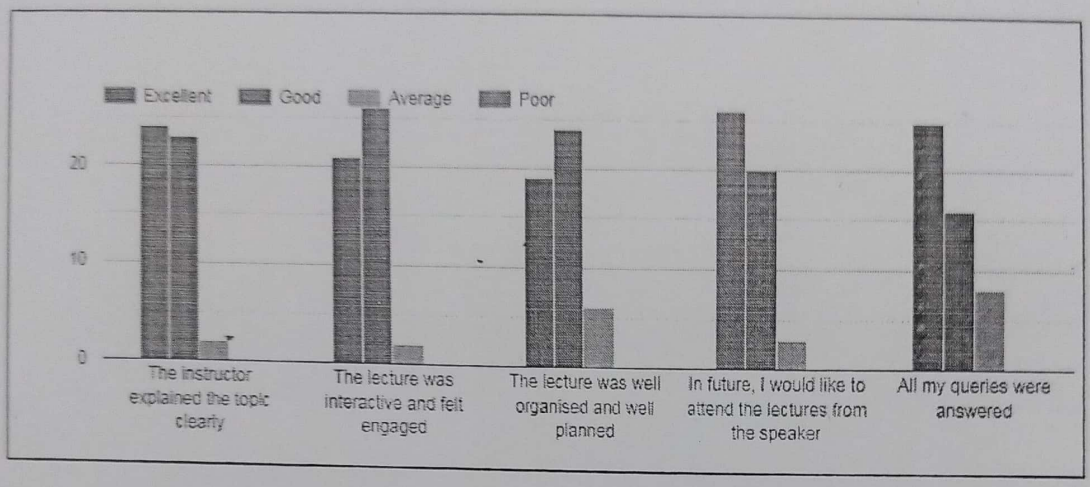
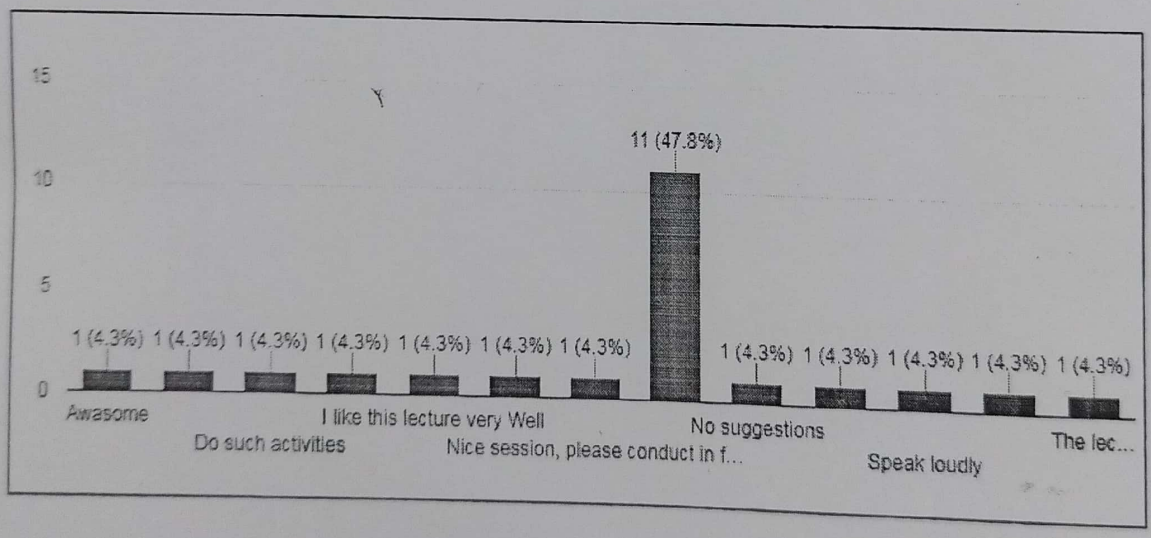
Feedback Analysis of Guest Lecture



Suggestion Analysis of Guest Lecture



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Kamala Education Society's

Pratibha College of Commerce and Computer Studies

Block D-III, Plot No.-3, Behind Mehta Hospital, Off Mumbai-Pune Highway,
Chinchwad, Pune-411019.

- Govt. of Maharashtra & Savitribai Phule Pune University Recognized Minority Institute
- Savitribai Phule Pune University
- UGC 2(f) and 12(B) Status
- Reg. No. PU/PN/BBA. BCA BLT/280/2007
- NAAC accredited College with 'A' Grade

www.pccs.org.in pccs@pratibhagroup.org.in +91 - 8600100942 /8600100943

Date: - 23/09/2026

To,
Mr. Sumeet Kiran Shah
Senior Vice President,
AdvantageClub.ai, Pune.

Subject: - Invitation for Guest Lecture on "**Guidance on Opportunities in Employment, Entrepreneurship and Startups**".

Respected Sir,

We have great pleasure to invite you as a guest speaker for lecture on "**Guidance on Opportunities in Employment, Entrepreneurship and Startups**" organized by Minority and Caste Category Welfare Committee/ Equal Opportunity Cell on Monday, 28/09/2026, at 10:30am in the college for our college students.
Kindly make it convenient in this regard.
Thank You,
Regards,

Mrs. Madhuri Gandhi
Committee Convener

Dr. Kshitija Gandhi
Principal
PRINCIPAL
PRATIBHA COLLEGE OF
COMMERCE & COMPUTER STUDIES
CHINCHWAD, PUNE - 411 019

Pratibha College of Commerce & Computer Studies
Chinchwad, Pune-19

Received
Sumeet Shah

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Pratibha College of Commerce and Computer Studies
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Date: -23/09/2026

To,
Mr. Sumeet Kiran Shah
Senior Vice President,
AdvantageClub.ai, Pune.

Subject: - Thanking for Guest Lecture on "**Guidance on Opportunities in Employment, Entrepreneurship and Startups**".

Respected Sir,

It gives us immense pleasure to express our sincere gratitude for your kind presence and presenting a lecture on "**Guidance on Opportunities in Employment, Entrepreneurship and Startups**". Your insight and experience in above said subject was invaluable and our students inspired greatly from your presentation.

Thank you very much for sharing your valuable time with us in spite of your busy schedule.

We are looking forward for renewed interaction in future.

Thank you.

Regards.

Mrs. Madhuri Gandhi
Committee Convener

Dr. Kshitija Gandhi
Principal
PRINCIPAL
PRATIBHA COLLEGE OF
COMMERCE & COMPUTER STUDIES
CHINCHWAD, PUNE - 411 019

Pratibha College of Commerce & Computer Studies
Chinchwad, Pune-19

Received
Smt Shah

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SUMEET KIRAN SHAH

Business Head | SaaS GTM & P&L Leadership | Sales, Marketing, Product & Ops | India, US & Middle East

Pune, India | +91 9960267767 | sumeetkiranshah@gmail.com | linkedin.com/in/sumeetkshah

EXECUTIVE SUMMARY

Hybrid business leader with 15+ years driving growth across Sales, Marketing, Product, and Operations for enterprise SaaS organizations in domestic (India) and global (US, Middle East) markets. Currently building and scaling a SaaS product from the ground up as SVP at AdvantageClub.ai, with indirect P&L ownership and prior experience overseeing delivery engagements up to $40-50M. Proven track record leading cross-functional teams of up to 75 across strategy, GTM execution, and strategic partnerships. Brings hands-on experience applying GenAI and LLM technologies - including RAG chatbots and Ollama/Llama deployments - to solve real business and customer-facing problems.

GLOBAL & DOMESTIC MARKET LEADERSHIP

15+ years building and leading SaaS businesses across domestic (India) and global markets. Personally opened new international markets in the US, Middle East, and Israel - growing the US client base to 5 accounts and Middle East/Israel combined to 5 accounts within a single GTM cycle. Led distributed delivery and client teams across Romania and the UK as part of managing global Fortune 10 engagements. Currently building a SaaS business from AdvantageClub.ai's India base - personally opening the Middle East market while serving an established US client base domestically.

CORE COMPETENCIES

Business & GTM Strategy | Enterprise SaaS Leadership | P&L Ownership (Indirect)

AI/GenAI Application & LLM Deployment (RAG, Ollama/Llama, OpenAI, Claude) | Sales Leadership & Enterprise Sales | Product Strategy & Roadmap Ownership

Business Operations & Process Optimization | Strategic Partnerships & Alliances | Cross-Functional Team Leadership (75+ FTEs)

Domestic & Global Market Expansion (India, US, Middle East) | Key Account Management | Demand Generation & Digital Marketing

Sales Performance Management (Xactly, Optymyze, Oracle) | CRM & Marketing Platforms (Salesforce, HubSpot, Zoho) | SEO/Growth & Data Tools (SEMrush, Ahrefs, Google Colab)

PROFESSIONAL EXPERIENCE

SVP — AdvantageClub.ai

Oct 2025 - Present

- Launched a new Sales Performance Management (SPM) business line from the ground up - owning product development, GTM strategy, and delivery operations
- Built and lead a cross-functional team of 30 across Development, Product Management, Sales & Marketing, Delivery, and Customer Success
- Signed 100% of the current client base; crossed $400K ARR within the first year of launch
- Built a sales pipeline worth $1.5M
- Expanded an enterprise account into its subsidiaries, demonstrating account growth and upsell capability
- Opened a new office location and launched an onsite deployment model, extending the business's delivery footprint
- Oversee incentive compensation budgets of $10M+ processed through the platform in year one
- Built a Retrieval-Augmented Generation (RAG) chatbot enabling users to get accurate, instant answers to product and platform queries
- Developed a localized chatbot using Ollama/Llama 3.2 to centralize organizational knowledge across Sales, Marketing, and Product teams

Head, GTM & Delivery — Aurochs Solutions

Sep 2020 - Sep 2025

- Led go-to-market launch of the company's core product, building Marketing, Sales, and Delivery functions from the ground up
- Built and scaled cross-functional teams: 5 in Digital Marketing, 10 in Sales, 22 in Delivery (Development team pre-existing)
- Grew ARR from $0 to $2M+ cumulative over 5 years, signing 36 clients
- Achieved ~97% client retention (35 of 36 clients retained) across tenure
- Expanded into international markets - ~28% of client base (10 of 36 clients) acquired from the US, Middle East, and Israel
- Launched "Incentivate Talks," a client-facing podcast featuring US clients, distributed on YouTube and Spotify - built as a thought-leadership channel from scratch

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- Built a new company website from the ground up as a standalone brand, avoiding cannibalization of the existing product offering
- Applied regression modeling techniques (Google Colab, Excel) to build sales forecasting models supporting revenue planning

Delivery / Key Account Manager — Optymyze

Sep 2015 - Aug 2020

Client Delivery:

- Managed Incentive Automation, Quota Setting, and Channel Commissions deployments for Fortune 10 organizations, covering programs for ~20,000 sales professionals
- Oversaw total project value of $35-40M across the client portfolio
- Led a distributed delivery team spanning the USA, Romania, London, and India

Key Account Management:

- Served as key account lead for Fortune 10 enterprise clients, driving account retention and expansion across the delivery lifecycle
- Grew a Fortune 10 Oil & Gas client's program 3x by expanding it across additional divisions
- Recognized as Employee of the Quarter 4 times in 5 years for account stewardship and delivery excellence

COE & People Leadership (India):

- Led a 75-person consulting Center of Excellence (COE) in India
- Improved COE utilization rate from 82% to 91%
- Improved Revenue per FTE by 11% for the India COE
- Introduced a 360-degree performance review model for employee evaluations
- Designed and implemented career planning and succession planning frameworks for the COE

Program Manager — BizKonnect

May 2013 - Sep 2015

- Joined as the first employee of the organization, playing a foundational role in company build-out
- Built the BizKonnect CRM + BANT and BANK qualification solutions, used to source and qualify leads for SaaS clients using structured prospecting criteria
- Scaled the organization from 1 to 70 employees, directly managing the Delivery, Sales, and Marketing teams - up to 55 resources at peak
- Established offices in Tier III cities to run a cost-effective delivery model
- Launched an Org Charts solution for Account-Based Marketing (ABM), enabling clients to target enterprise buying committees more effectively

Implementation Consultant — Optymyze

Jan 2011 - Apr 2013

- Delivered hands-on implementation for a US-based telecom major, supporting incentive compensation programs covering 5,000 employees across 1,600 retail stores
- Part of an 8-member team managing annual incentive payouts of $76M
- Led a team of 3 across the US, Romania, and India as part of the implementation delivery
- Automated operations processing, improving monthly turnaround time by 3 days
- Set up validation checks that reduced incentive leakages by 20%
- Provided consulting support for quota planning, advising clients on target-setting for upcoming fiscal years

EDUCATION

- PGDM, Marketing - Indira Institute of Management, Pune University (2006-2008) - Gold Medalist
- B.E., Electronics & Telecommunication - D.Y. Patil College of Engineering, Pune University (2001-2005)

CERTIFICATIONS

- AI for Leaders - IIM Visakhapatnam (In Progress, 2026-2027)
- Strategy Management - XLRI (2020)
- Certified Scrum Master (CSM) - Scrum Alliance (2017)

ADVISORY ROLES

- Advisory Committee Member - Indira School of Business Studies (Ongoing)

SPEAKING / THOUGHT LEADERSHIP

- Host, "Incentivate Talks" - Podcast featuring US enterprise clients, distributed on YouTube and Spotify (launched during Aurochs Solutions tenure)

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Kamala Education Society's

Pratibha College of Commerce and Computer Studies

Minority and Caste Category Welfare Committee/ Equal Opportunity Cell

Name of the Event: Guest Lecture on Guidance on Opportunities in Employment, Entrepreneurship and Startups

Date: 28th Sep, 2026 **Time: 10.30 a. m. – 11.30 a. m.** **Venue: G11 Classroom**

Sr. No.	Work Distribution	Name of the Faculty
1.	Notice, Invitation and Thanking Letter	Mrs.Prajkata Yeole
2.	Attendance and feedback of students	Dr Rashmi Bhaik
3.	Stage Arrangement	Ms.Snehal Kadam
4.	Guest Hospitality and Social Media Handler	Ms.Harsha Harkut
5.	Flyer and PPT	Mrs. Snehal Varhadi
6.	Geo tag photo and video	Mr. Yash Kamble(Student)
7.	Anchoring	Miss. Priya Chote(Student)
8.	Report writing	Mrs.Madhuri Gandhi

Analysis of the Event

Positive Feedback	Negative Feedback
1. Engaging and Insightful	1. Less time allocated
2. Useful Interview Preparation and Small startups	--
3. Inspirational Lecture	--

Statement of Expenses

Sr. No.	Particulars	Amount Spent
1	Remuneration of Guest	2000/-
2	Breakfast for guest	277/-
	Total Rs.	2277/-

Mrs.Madhuri Gandhi

Committee Convenor

Pratibha College of Commerce & Computer Studies

Dr. Kshitija Gandhi

Principal

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Guest Lecture on

"Guidance on Opportunities in Employments, Entrepreneurship and Startups"

28th September, 2026



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