Report on The Financial Entrepreneur

Date: February 19th, 2025
Venue: C-415, C Block
Mode of Activity: offline
Type: Academic / Workshop
Target Group: BBA – ACCA and BCom ACCA
Faculty Coordinators:

- Ms. Akanksha Kathuria, SOMC

Keynote Speaker – Mr. Suman Majumder, (Rtd Major) , EVP & Head Sales Dealplexus
Organised by: School of Management and Commerce
Number of Participants: 93

Introduction:

The School of Management and Commerce (SOMC) at KR Mangalam University successfully organized "The Financial Entrepreneur" on February 19, 2025. This session was designed to provide hands-on exposure to the startup ecosystem and financial services sector, equipping students with practical insights into financial products, customer segmentation, and effective sales pitching techniques. The event served as a bridge between theoretical knowledge and real-world industry applications, preparing students for careers in finance and entrepreneurship.

The session was conducted by industry experts from Dealplexus, with Mr. Suman Majumder as the keynote speaker. His vast experience in business transformation and sales, combined with his distinguished military background, provided a unique perspective on leadership, strategic decision-making, and innovation in the financial sector.

Objective:

The primary objectives of the workshop were to:

- To provide students with a deeper understanding of financial entrepreneurship and the startup ecosystem.
- To educate students on financial products, customer segmentation, and sales pitching strategies.
- To develop an industry-relevant skillset for students aiming for careers in finance and business.
- To foster interaction between students and industry professionals for practical insights and career guidance.

Content:

The event was structured into several key segments:

Welcome Address: The session began with a warm welcome note by Dr. Indira Bhardawaj, Dean, SOMC, who emphasized the importance of industry-academia collaboration in preparing students for real-world challenges.

Keynote Session: The highlight of the event was an interactive session by Mr. Suman Majumder, who shared insights on:
Business transformation in the financial sector.

- The role of customer segmentation in financial success.
- Effective strategies for financial product sales and startup management.
- Leadership lessons from both the corporate world and military experiences.

Interactive Q&A Session: Students had the opportunity to engage with the speaker, ask questions, and gain valuable real-world insights into the financial services industry and entrepreneurship.

Felicitation Ceremony: As a token of appreciation, Dr. Indira Bhardawaj, Dean, SOMC, presented a planter and memento to Mr. Suman Majumder for his valuable contribution to the session.

Vote of Thanks: The session concluded with a vote of thanks by Ms. Akanksha Kathuria, expressing gratitude to the guest speaker, faculty, and students for their enthusiastic participation.

Outcome:

By the end of the workshop, participants gained valuable insights into:

- To provide students with a deeper understanding of financial entrepreneurship and the startup ecosystem.
- To educate students on financial products, customer segmentation, and sales pitching strategies.
- To develop an industry-relevant skillset for students aiming for careers in finance and business.
- To foster interaction between students and industry professionals for practical insights and career guidance.

Conclusion:

The Financial Entrepreneur" was a highly successful event that provided students with invaluable industry insights and prepared them for careers in finance, business, and entrepreneurship. The session bridged academic learning with industry expectations, ensuring students are well-equipped for the dynamic financial landscape.We extend our heartfelt gratitude to Mr. Suman Majumder and the Dealplexus team for sharing their expertise, Dr. Indira Bhardawaj for her continuous support, and Dr. Jitin Gambhir for his valuable contribution in making this event a success.We look forward to organizing more such impactful programs in the future to promote knowledge-sharing and professional development.

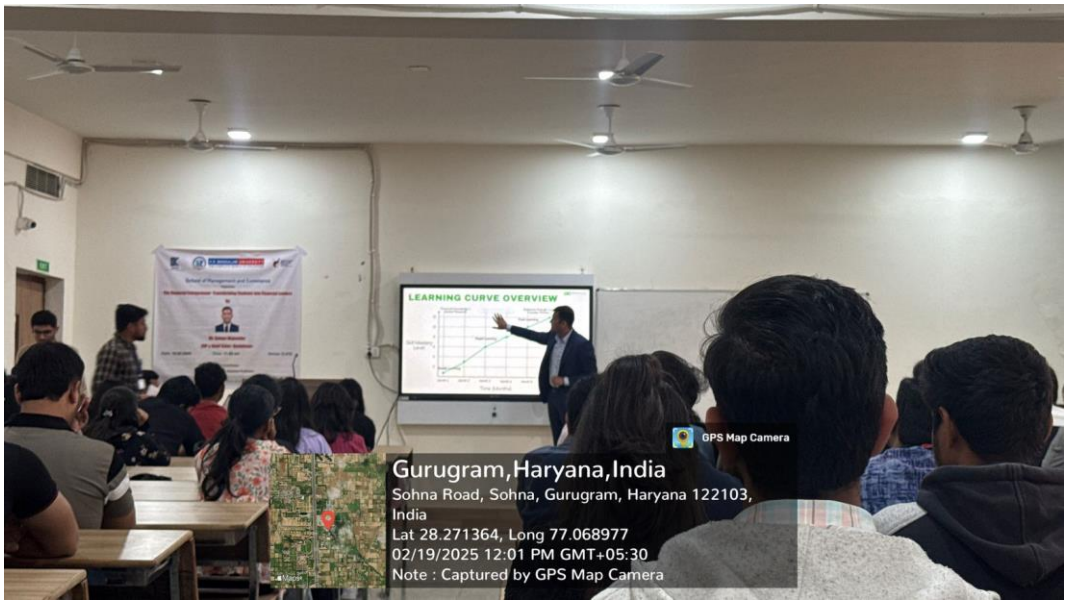


Pic 1- Opening remark by Dean SOMC



Pic 2. Felicitation of Esteemed Guest

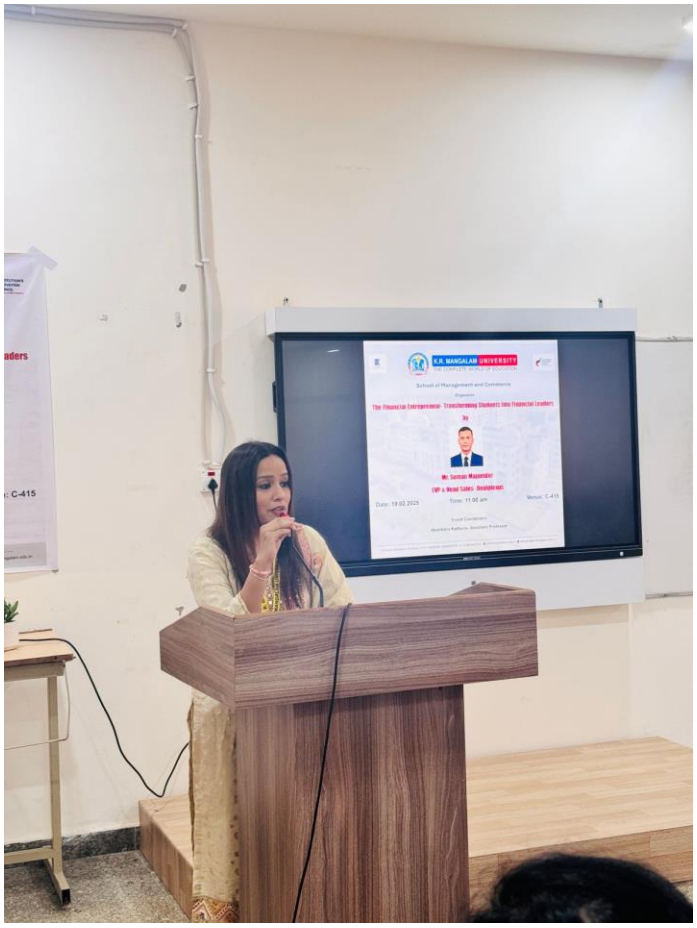




Pic 3 and 4 . Session by Resource person, Mr. Suman Majumder, Dealplexus



Pic 5. Session by Resource person, Mr. Suman Majumder, Dealplexus



Pic 6. Ms. Akanksha Kathuria Presenting the Vote of Thanks



Pic 7- Group Photograph with Distinguished Guests and Participants