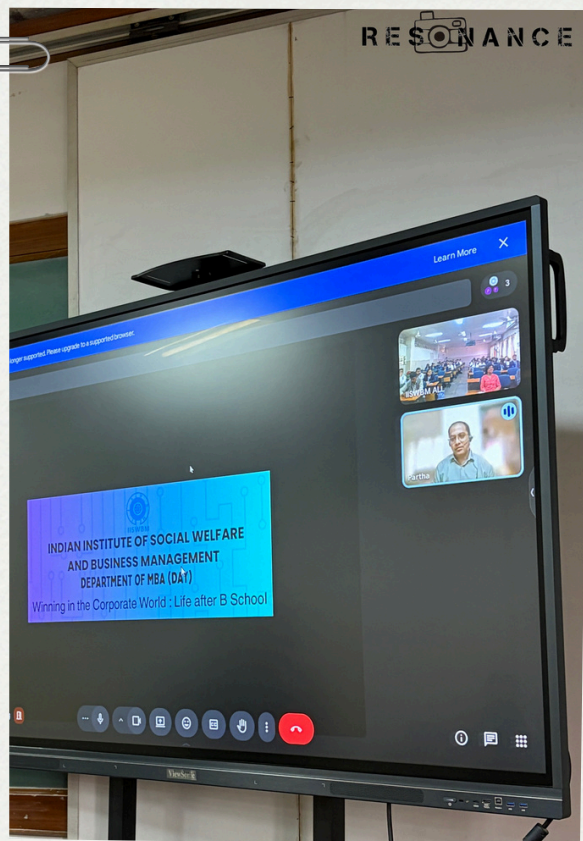


Where present meets future!



Department of MBA *Alumni Talk*

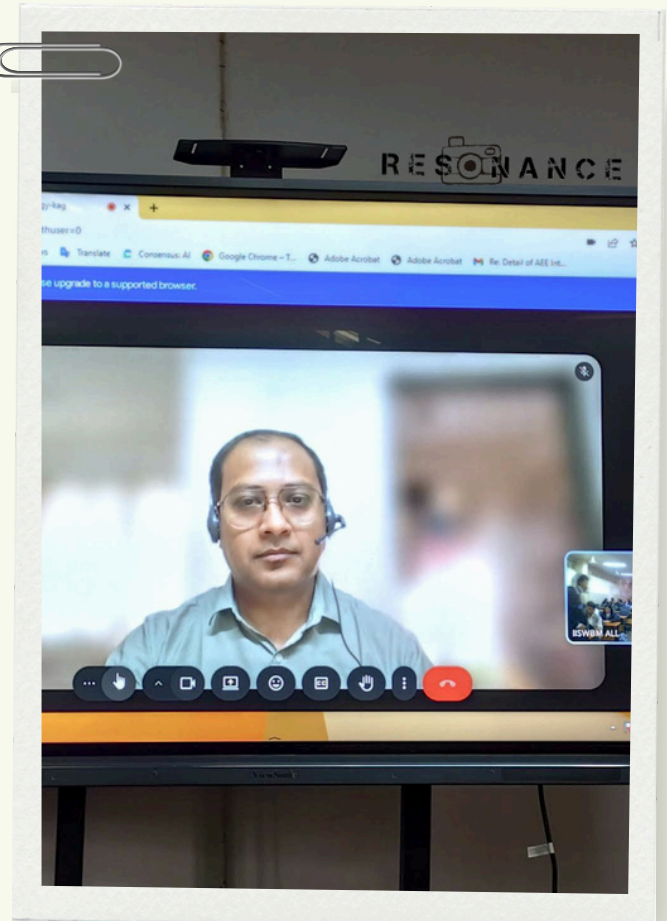


Viewing the world outside the lens





One of our illustrious alumni, **Mr. Partha Dey**, Senior Area Manager at **Nestlé** and a distinguished member of the **IISWBM MBA Evening Batch (2005–2008)**, conducted an insightful virtual seminar for the students of the MBA Day Programme at Indian Institute of Social Welfare and Business Management (IISWBM). The session provided practical, industry-driven perspectives for students aspiring to build careers in Sales and FMCG



Winning in the Corporate World: Life After B- School



Mr. Dey began by discussing how management graduates can work towards landing their dream roles. He emphasized starting with a proper and clear understanding of the desired job role and gaining detailed information to develop clarity on expectations. He highlighted that organizational success is driven by the professional competence, the ability to consistently deliver, alignment of values, and showcasing credible work through strong project portfolios.



Legacy to carry forward

Speaking on career growth, he stressed the importance of continuous learning and the ability to effectively engage both internal and external stakeholders. He introduced the idea of **“getting things done”** by focusing on what one can influence directly and where influence is limited, leveraging the right professional connections.

Addressing workplace realities, Mr. Dey identified key roadblocks as office politics, leadership dynamics, and visibility. He advised students to understand the needs of senior leaders and build trust through consistent performance—summarized as **“I am competent, I deliver, therefore people trust me.”** He concluded by framing career planning as a constraint-optimization exercise balancing career growth, physical health, emotional well-being, family commitments, and wealth creation.



Incredible Experience