



SANDIP INSTITUTE OF TECHNOLOGY AND RESEARCH CENTRE



An Autonomous Institute Permanently Affiliated to Savitribai Phule Pune University,
Pune, Approved by AICTE, New Delhi and Govt. of Maharashtra
At & Po – Mahirawani, Trimbak Road, Tal & Dist – Nashik
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Accredited with "A" grade by NAAC With CGPA Score of 3.11
NBA Accredited for Computer & Mechanical Engineering(UG Course) w.e.f. 2023-24 to 2025-26

SANDIP
FOUNDATION



Department of Management Studies (MBA)

Academic Year 2025-26

Seminar Report on "Changing Dynamics of Job Market"

- **Event Title:** "Changing Dynamics of Job Market"
- **Date:** 25th February 2026
- **Conduction Duration:** 2 Hour
- **Venue:** E' Buiding, MBA Dept, SITRC.
- **Resource Person:** Mr. Ajay Falke – Founder, Management Forum
- **Coordinator:** Prof. Pratiksha Bhujbal

Objective:

1. *To provide insights into the evolving trends of the modern job market.*
2. *To understand industry expectations from management graduates.*
3. *To bridge the gap between academic learning and corporate requirements.*
4. *To guide students in enhancing employability skills and career readiness.*

About the Program:

The Department of Management Studies (MBA), Sandip Institute of Technology and Research Center, Nashik, organized an insightful Guest Lecture on "**Changing Dynamics of Job Market.**"

The session was delivered by **Mr. Ajay Falke**, Founder of Management Forum and an experienced Finance Professional, Commercial Strategist, and Customer Acquisition Expert.

During the lecture, Mr. Falke shared valuable insights into the rapid transformation of the employment landscape influenced by digitalization, automation, globalization, and evolving business models. He emphasized that the current job market demands adaptability, continuous learning, and multi-disciplinary skill sets.

Key Highlights of the Session

- Emerging trends in the global and Indian job markets
- Impact of digital transformation and AI on employment opportunities

- Changing employer expectations from MBA graduates
- Importance of analytical skills, communication, and strategic thinking
- Role of networking, personal branding, and professional profile building
- Career opportunities in finance, strategy, marketing, and customer acquisition domains

He highlighted that academic knowledge alone is insufficient in today's competitive environment; practical exposure, certifications, internships, and industry-relevant skills play a crucial role in career growth. He also guided students on building a strong LinkedIn profile, enhancing soft skills, and developing a growth mindset.

The session was highly interactive, with students actively participating and seeking guidance regarding career planning, skill development, and industry trends. Mr. Falke addressed their queries with practical examples drawn from his professional experience.

Outcome:

1. *Students gained clarity about current job market trends and hiring patterns.*
2. *Participants understood the importance of continuous upskilling and adaptability.*
3. *Students became aware of industry expectations and corporate work culture.*
4. *The lecture motivated students to proactively prepare for dynamic career opportunities.*

Glimpse of the Day





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Coordinator

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HOD, Dept of MBA

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