



SANDIP INSTITUTE OF TECHNOLOGY AND RESEARCH CENTRE

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

Phone: (02594) 222552, 53,54, Fax: (02594) 222555

website: www.sandipfoundation.org, e-mail : principal@sitrc.org

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



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Date: - 05/10/2026

NOTICE

ALUMNI TALK – 2026–27

All the students of MBA First Year and MBA Second Year are hereby informed that the Department of Management Studies, SITRC, Nashik, is organizing an Alumni Talk by our distinguished alumnus:

Mr. Khemchand Ananda Suryawanshi
Founder, Yog Milk & Milk Products
MBA (Marketing), Batch 2022–2024

The session will be conducted on the topic: **"Before the First Sale of an Entrepreneur"**

Date: 12th October 2026

Time: 2:00 PM

Venue: "D" Building, Seminar Hall, SITRC, Nashik

The session will provide students with valuable insights into the entrepreneurial journey, challenges faced before making the first sale, and the practical realities of starting and building a business.

All MBA students are instructed to attend the session **punctually and maintain proper discipline throughout the programme.**

Attendance is mandatory.

Dr. Snehal Bagul
Alumni Coordinator
MBA, SITRC

Dr. Abhay Bora
HOD
MBA, SITRC

Dr. Amol Potgantawar
Principal
SITRC





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Department of Management Studies

Academic Year 2026-2027

Report on Alumni Talk on “Business & Management Practices”

Event Title: Alumni Talk on “Before the First Sale of an Entrepreneur”

Dates: 12th October 2026

Conduction Duration: 2 PM to 4 PM

Venue: “E” Building, MBA Classroom, Sandip Institute of Technology and Research Centre (SITRC), Nashik

Organized By: Alumni Club, Department of Management Studies, Sandip Institute of Technology and Research Centre, Nashik

Participants: Students of Sandip Institute of Technology and Research Centre, Nashik

Resource Person:

Coordinator: Dr. Snehal A. Bagul, Associate Professor, Alumni Coordinator, Department of Management Studies (MBA), SITRC, Nashik

Objectives of the Alumni Talk

- To provide students with practical insights into the entrepreneurial journey and the initial stages of establishing a business.
- To help students understand the challenges faced by entrepreneurs before achieving their first sale.
- To develop an entrepreneurial mind set among MBA students by connecting classroom learning with real-world business experiences.
- To familiarize students with the practical realities of starting and developing a business.
- To encourage students to identify business opportunities, understand customer needs, and develop a customer-oriented approach.
- To motivate students to overcome initial business challenges through determination, planning, and action-oriented thinking.
- To strengthen the relationship between the Department of Management Studies and its alumni by encouraging knowledge sharing and professional interaction.

About the Event

The Department of Management Studies, under the Alumni Club of Sandip Institute of Technology and Research Centre (SITRC), Nashik, organized an Alumni Talk on “**Before the First Sale of an Entrepreneur**” on 12th October 2026 from 2:00 PM to 4:00 PM at the “D” Building Seminar Hall, SITRC, Nashik. The



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session was organized for MBA First Year and MBA Second Year students to provide practical exposure to entrepreneurship and help them understand the realities of starting a business.

The resource person for the session was **Mr. Khemchand Ananda Suryawanshi**, Founder of Yog Milk & Milk Products, Nashik, and an alumnus of the Department of Management Studies, MBA (Marketing), and Batch 2022–2024. His participation provided an opportunity for current students to learn from the entrepreneurial journey of a former student who has established a business venture.

The session focused on the topic “Before the First Sale of an Entrepreneur,” highlighting the importance of understanding the initial stages of entrepreneurship and the challenges encountered before securing the first customer and generating the first sale. The discussion was intended to help students appreciate that entrepreneurship involves more than developing a business idea; it also requires understanding customers, recognizing market opportunities, addressing initial challenges, and translating ideas into practical business activities.

The resource person shared his entrepreneurial experiences and practical perspectives on starting and developing a business. The interaction helped students understand the importance of approaching entrepreneurship realistically and taking action to convert business ideas into viable opportunities. The session also emphasized the value of learning from practical experiences rather than depending solely on theoretical knowledge.

The talk provided a platform for students to connect management concepts with the practical dimensions of entrepreneurship. By interacting with an alumnus who is working as an entrepreneur, students had an opportunity to gain a better understanding of the uncertainties and challenges associated with the early stages of a business venture.

The session was aligned with the Department's efforts to promote entrepreneurial thinking, experiential learning, and alumni engagement among MBA students. It also reinforced the importance of alumni contributions in enriching the academic experience and preparing students for future professional and entrepreneurial responsibilities.

Outcomes of the Event

- **Understanding the Entrepreneurial Journey:** Students gained insights into the initial stages of establishing a business and the realities entrepreneurs face before achieving their first sale.
- **Awareness of Initial Business Challenges:** The session helped students appreciate the challenges and uncertainties associated with starting and developing a business venture.
- **Development of an Entrepreneurial Mind-set:** The interaction encouraged students to approach entrepreneurship with a realistic, proactive, and action-oriented perspective.
- **Practical Learning beyond the Classroom:** Students were exposed to entrepreneurial experiences that complemented their theoretical understanding of management and business development.
- **Customer-Oriented Thinking:** The session highlighted the importance of understanding customers and recognizing their needs while working towards the first sale.
- **Motivation for Aspiring Entrepreneurs:** The resource person's entrepreneurial journey served as a source of motivation for students interested in exploring business opportunities and developing their own ventures.



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- **Enhanced Alumni–Student Interaction:** The programme strengthened the connection between the institution's alumni and current students, promoting knowledge sharing and professional engagement.
- **Awareness of Business Development:** Students developed a better appreciation of the practical efforts required to move from a business idea towards establishing a business and making the first sale.

Conclusion

The Alumni Talk on “**Before the First Sale of an Entrepreneur**” was a valuable learning initiative organized by the Alumni Club, Department of Management Studies, SITRC, Nashik. The session provided MBA students with an opportunity to gain practical insights into the initial stages of entrepreneurship through the experiences of Mr. Khemchand Ananda Suryawanshi, Founder of Yog Milk & Milk Products and an alumnus of the MBA (Marketing) Batch 2022–2024.

The interaction helped students understand the practical challenges associated with starting a business, the importance of customer understanding, and the efforts required to achieve the first sale. It also encouraged students to develop an entrepreneurial mindset and apply their management knowledge to real-world business situations.

The programme reinforced the significance of alumni engagement in enhancing student learning, career development, and entrepreneurial awareness. The Department of Management Studies expresses its sincere gratitude to Mr. Khemchand Ananda Suryawanshi for sharing his entrepreneurial experiences and contributing to the professional and academic development of the students.

Overall, the session supported the Department's commitment to experiential learning, entrepreneurship development, and meaningful alumni–student interaction.



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Glimpses of the Event

Event Flyer

**SANDIP INSTITUTE OF TECHNOLOGY
& RESEARCH CENTER, NASHIK**

An Autonomous Institute, Permanently affiliated to SPPU, Pune

Department of Management Studies (MBA)

ALUMNI TALK ON

**“Before the First Sale
of an Entrepreneur”**

Resource Person

**MR. KHEMCHAND
SURYAWANSHI,**
Founder,
Yog Milk & Milk Products

*Learn
Share
Grow*

DATE
12th OCT, 2026

TIME
02:00 PM

VENUE
E BUILDING
CLASSROOM EF10

*Real Experiences
Inspire Future Leaders*

Dr. Snehal Bagul
Alumni Coordinator

Dr. Abhay Bora
HOD, MBA

Dr. Amol Potgantwar
Principal

Felicitation of the Guest by HOD of MBA Department Dr. Abhay Bora



Alumni Delivering the Talk on “Before the First Sale of an Entrepreneur”





Dr. Snehal A. Bagul
Dr. Snehal A. Bagul
Alumni Coordinator
MBA, SITRC

Dr. Abhay Bora
Dr. Abhay Bora
HOD
MBA, SITRC

Dr. Amol Potgantawar
Dr. Amol Potgantawar
Principal
SITRC

Sandip Foundation's
Sandip Institute of Technology and Research Centre, Nashik
Department of Management Studies

Date & Time:- 12 Oct. 2026, 2 PM

Event/Session:- Alumni Talk on "Before the First Sale of an Entrepreneur"

Class:- MBA First year (2026-2028)

Attendance Sheet

Sr. No	Student ID	Name of the Student	Batch	Div.	Contact Number	Signature
1	066	Karan Singh Bist	1st Year		9767028055	
2	063	Satyajit Chavan	1st		878843761	
3	025	Rohit Y. Shewale	1st year		708894142	
4	147	Satish Khan Patil	1st Year		7082387247	
5	102	Waje Shubham B	1st year		8767693339	
6	026	Titendra Galkande	1st year		9527378372	
7	136	Rushikesh S. Karanjkar	1st year		9309384511	
8	158	Vaibhav T. Sonawane	1st		7715860087	
9	059	Kalyani D. Nemale	1st		9022631647	
10	072	Sakshi V. Pardeshi	1st		9529116546	
11	034	Snehal P. Salve	1st		9673956811	
12	032	Mohini H. Senger	1st year		9209773281	
13	015	Warang Bayali Rutindra	1st		9219216380	
14	108	Abhisek Dhar	1st year		7608072739	
15	030	Purnadnya Gawade	1st yr		9284688199	
16	114	Rudhoni Yashward	1st yr		7219528407	
17	99	Prachi Bodke	1st yr		8975020415	
18	070	Atish Ghuge	1st year		8530614164	
19	152	Rushikesh R. Sonawane	1st year		9764800696	
20	028	Abhijith Narikumar	1st year		7720096875	
21	168	Tushar Sonawane	1st year		8605693351	
22	018	Nitesh Rajendra Mallab	F.Y		7276639627	
23	013	Ankit Santosh Shrivastav	F.Y		9226496227	
24	052	Prachi Gachin Jundare	F.Y		8329364902	
25	173	Tambe Piyush Ramab	F.Y		8087065492	
26	138	Om Gadhave	F.Y		958841626	
27	027	Kartik Kale	F.Y		9272272708	
28	165	Aniket Sapkale	F.Y		9860559211	
29	001	Pranav Ahire	F.Y		8263936883	
30	039	Akshada Kesar	F.Y		9226539780	

Sandip Foundation's
Sandip Institute of Technology and Research Centre, Nashik
Department of Management Studies

Date & Time:- 12/10/2028, 2pm to 4pm

Event/Session:- Alumni Talk on "Business & Management Practices"

Class:- MBA First Year (2028-2028)

Attendance Sheet

Sr. No	Student ID	Name of the Student	Batch	Div.	Contact Number	Signature
1	112	Vaishnavi Varpe	F.Y	B	9699705978	Vaishnavi
2	165	Tushar Rokade	F.Y	B	8483020652	Rokade
3	045	Dipti Dharmalkar	F.Y	A	8432602676	Dharmalkar
4	116	Pratik Khairnar	F.Y	B	9168935365	Pratik
5	041	Krupa Kothare	F.Y	A	7774029571	Krupa
6	068	Pritisha J. Singh	F.Y	A	9370884314	Pritisha
7	065	Shradha Kulkarni	F.Y	A	9689651531	Shradha
8	064	Sital Thakare	F.Y	A	9322614565	Sital
9	122	Siddhi Hire	F.Y	B	9423971391	Siddhi
10	046	Rahul T. Kakad	F.Y		749900444	Rahul
11	082	Jadhav Chetan Bhawal	F.Y	A	724841382	Jadhav
12	150	Sumit Khone	F.Y		74553358	Sumit
13	009	Yogendra Chavhan	F.Y		980610635	Yogendra
14	040	Tupshirwaradi	F.Y		94626343	Tupshirwaradi
15	089	Nagari Sahil	F.Y	A	9284161850	Nagari
16	008	Vishakha Awalekar	F.Y	A	957966530	Vishakha
17	006	Bhagyashree Jadhav	F.Y	A	7822084624	Bhagyashree
18	094	Yash D. Shirsude	F.Y	B	9420361201	Yash
19	016	Shantakshi N. Bhise	-11-	A	801041640	Shantakshi
20	0113	Holkar Tejas	-11-	B	9730739080	Holkar
21	137	Sybil Kulkarni	-11-			Sybil
22	106	Mohit Bariskar	F.Y	A	7709526700	Mohit
23	074	Sayali Pawar	F.Y	A	9145069913	Sayali
24	076	Sonita Sonar	F.Y	A		Sonita
25	120	Harshada Samwani	F.Y	A	7821921536	Harshada
26	024	Ahira Kadambati Ahire	F.Y	H	7559291493	Ahira
27	002	Madne Sneha Raosahab	F.Y	B	9699846469	Madne
28	092	Chaitanya Murtute	F.Y	A	9579395939	Chaitanya
29	011	Sahil Sharif Pinjan	F.Y	B	9146476935	Sahil
30	104	Amal B. Aghal	F.Y			Amal

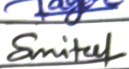
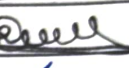
Sandip Foundation's
Sandip Institute of Technology and Research Centre, Nashik
Department of Management Studies

Date & Time:- 12/10/2022, 2 pm to 4 pm

Event/Session:- Alumni Talk on "Business & Management Practices"

Class:- MBA First Year (2021-2023)

Attendance Sheet

Sr. No	Student ID	Name of the Student	Batch	Div.	Contact Number	Signature
1		Ainash G. Bhuleruo	FY	B	9329808851	
2	043	Rohit D. Pawar	FY		992295051	
3	010	Tanmay D. Pagar	FY	A	7058541956	
4	019	Smital Suresh Deore	FY	A	9637359277	
5	144	Roshani P. Nigade	F.Y	B	8830106772	
6	086	Arti Kakad	F.Y	A		
7	101	Satvesh Mali	F.Y		8830385843	
8	030	Prachya Gawade	FY		9284688199	
9	108	Abhishek Dhar	F.Y	B	7608072739	
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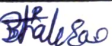
Department of Management Studies

Date & Time:- 12th Oct. 2026, 2 PM.

Event/Session:- Alumni Talk on "Before the first sale of Entrepreneurs"

Class:- MBA Second Year (2025-2027)

Attendance Sheet

Sr. No	Student ID	Name of the Student	Batch	Div.	Contact Number	Signature
1	212025126	Akshay Gadekar	2025-27	B	9067927371	
2	212025103	Rushikesh Desale	2025-27	B	9327711602	
3	212025144	Roshani Thombare	2025-27	B	8262858915	
4	212025106	Gayatri Thete	2025-27	B	9322188548	
5	212025144	Dinra Patil	2025-27	B	9356398433	
6	212025100	Sushant Boraste	2025-27	B	7028885934	
7	212025145	Rohini Suresh Borse	2025-27	B	9322846591	
8	212025148	Soham Manoj Zambare	2025-27	A	8380076468	S.M Zambare
9	212025163	Tejas R. Bhale	2025-27	A	9764307360	
10	212025182	Kshiti Jadhav	25-27	C	2083387100	
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