

Table 2 : Career Guidance and Counseling Activities conducted during the AY 2021-22

Sr	Date	Resource Person	Topic
1	5/07/2021	Mr. Sagar Patil, Program Manager, Nirmaan	Career Opportunities in Non Profit Organization for MBA Students
2	16/07/2021	Mr. Amitesh Ranjan, Regional Sales Manager, MARS International.	Career Opportunities in Digital Marketing for MBA Students
3	21/08/2021	Mrs Rajitha Nair, Statistician & Founder, Rajitha Nair Business Analytics Solutions, Nashik	Research Orientation and Application of Research to Various Fields of Marketing, Finance and HR
4	22/03/2022	Mr. Saurabh Bhosale	How to be the best version of yourself
5	24/03/2022	Mr S R Kulkarni, SRK Consultings, Pune	Industry Expectations from MBA Students
6	24/03/2022	Mr. Ankush Puri, Director, Nuts and Bolts Consulting	Human Excellence for Career Success" conducted by
7	29- 30/03/2022	CA Akash Agarwal, Nashik	2 Days Training Program on "Basics of accounting, finance, share market, and bank"
8	27/06/2022	Rajendra Kore Director, AIMS	How to Search for Brown Diamond Jobs for 10x Career Growth



27<sup>th</sup> June 2022

To,  
The Director  
AIMBA,  
Sangamner

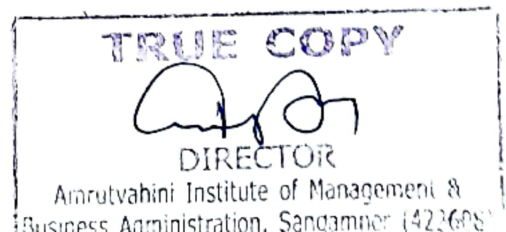
Subject: Report on **How to Search for Brown Diamond Jobs for 10x Career Growth**

Dear Sir,

I am delighted to present a report on strategies for searching for brown diamond jobs that can propel one's career growth by tenfold. This guest session was conducted by Rajendra Kore, Director AIMS, Pune on 27<sup>th</sup> June 2022. This report aims to provide insights and practical steps for individuals seeking extraordinary career opportunities and advancement.

Guest speaker covered following points

1. Self-Assessment: a. Identify Strengths and Passions: Speaker encouraged individuals to conduct a thorough self-assessment to identify their key strengths, unique skills, and areas of passion. b. Define Career Goals: He urged individuals to set clear career goals and define their vision for professional growth. This will provide a clear direction for the job search process.
2. Research: a. Explore Emerging Industries: Suggested to explore industries that are experiencing significant growth and disruption. These industries often offer abundant opportunities for rapid career advancement. b. Identify Brown Diamond Companies: He asked MBA students to conduct research and identify organizations that are known for providing exceptional career growth opportunities. Look for companies that have a track record of promoting talent, offering challenging projects, and fostering a culture of learning and development.
3. Networking: a. Professional Associations and Events: He asked students to join relevant professional associations and attend industry events to expand their network. b. Online Networking: The speaker recommended leveraging professional networking platforms like LinkedIn to connect with professionals in desired industries and companies.
4. Skill Development: a. Identify Skill Gaps: He asked students to analyze the skills required for brown diamond jobs and identify any gaps in your skill set. b. Continuous Learning: He emphasized the importance of continuous learning and staying updated with industry trends, technologies, and best practices. He appealed all the students to dedicate time to self-improvement and skill development to stay ahead of the competition.
5. Tailored Applications: a. Customize Resume and Cover Letter: He expressed the need for Tailor made resumes and cover letters which highlight relevant skills, experiences, and achievements that align with the requirements of brown diamond jobs. While preparing resume, he asked students to focus on showcasing accomplishments that demonstrate potential for exceptional growth. b. Personalize Job Applications: He asked students to avoid generic applications and take the time to personalize each application.
6. He discussed about individualized competency based development framework with students. This help student in getting clearer picture about their career progression and career planning.



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7. Conclusion: Searching jobs for 10x growth requires a growth oriented mindset, careful search, networking and skill development backed by proactive and consistent approach. By adopting the above discussed strategies, individuals can search a brown diamond job with 10x salary growth.

  
Dr. R.B. Gawali  
Coordinator-Learning & Development

