

Overview of Dr. Neeraj Gupta Session

Organized by



TRAINING & PLACEMENT CELL

Maulana Azad National Institute of Technology Bhopal, M.P

24th March 2025

The students of NIT Bhopal attended an insightful virtual session led by Neeraj Gupta, aimed at guiding them on how to excel in campus placements and secure jobs at top companies. The session, which revolved around the theme "***How to Stand Out in Campus Placements and Get Hired by Top Companies***," focused on key aspects such as resume writing, career development skills, and understanding employer expectations.

Session Overview and Opening Remarks :

The event commenced with a welcome address by **Prof. Aruna Saxena (Head coordinator TPC)**, **Prof. Bholanath Roy (Dept of C.S.E)** provided an overview of the session. **Prof. Anoop Arya (Department of Electrical Engineering)** introduced **Dr. Neeraj Gupta**, the keynote speaker, setting the stage for an engaging and informative discussion on employability and career success.

Dr. Neeraj Gupta introduced the concept of the **Employability Quotient**, emphasizing that a *higher employability quotient leads to better career opportunities*. He explained that improving employability skills requires consistent effort and a strategic approach. He encouraged students to think of themselves as powerhouses of potential, capable of transforming their careers through a mix of smart work and hard work.

Drawing an analogy between different career paths and geographical locations, he emphasized that small differences in approach at the beginning of a career can lead to drastically different outcomes. He highlighted the **80-20 Principle**, advising students to focus 80% of their efforts on high-priority tasks to maximize results.

"We can become what we want to by working smartly in the right direction," he remarked, explaining that smart professionals prioritize tasks that provide the best return on investment (ROI).

Neeraj Gupta elaborated on the **three fundamental skills necessary for career growth**, categorizing them as:

1. **Domain Knowledge** – This forms the technical foundation of any profession. Domain experts are specialists who contribute significantly to their fields but may lack broader business or management expertise.
2. **Soft Skills** – These include communication, teamwork, and leadership abilities, enabling professionals to act as mediators, brokers, and managers. The intersection of domain knowledge and soft skills creates strong professionals, junior managers, and mid-level managers.
3. **Business World Literacy** – This involves understanding financial and business strategies, which can help professionals act as investors and entrepreneurs. The combination of soft skills and business literacy can lead to roles such as franchise owners, senior managers, or serial entrepreneurs.

He explained how the **intersection of these skills** influences career outcomes:

- Professionals possessing **only domain knowledge** may struggle with leadership roles.
- Those who combine **domain knowledge with business literacy** may start companies but often find leadership challenging.
- The most **successful entrepreneurs, CEOs, and high-growth professionals** are those who master all three skills.

Gupta compared career progression to **the transformation of a rough stone into a diamond**, stating that just as diamonds are evaluated based on **color, clarity, cut, and carat**, professionals are judged based on their expertise in these three essential career skills.

The session provided insights into what employers prioritize while assessing candidates. According to Gupta, companies focus on:

- **Problem-Solving Abilities** – The capacity to analyze challenges and find effective solutions.

- **Initiative and Proactiveness** – Taking charge of responsibilities without waiting for instructions.

Additionally, he explained the fine line between **confidence and arrogance**, advising students to maintain self-assurance without appearing overconfident.

Dr. Neeraj Gupta stressed the importance of **resume writing** in the placement process, advising students to craft clear, concise, and impactful resumes that highlight their key strengths and achievements. He also posed a thought-provoking question to the audience:

"Would you hire yourself?"

By encouraging self-reflection, he urged students to assess their skills, strengths, and areas of improvement, helping them align their career goals accordingly.

Key Takeaways :

The session provided a **comprehensive roadmap for career success**, guiding students on how to strategically enhance their employability. By mastering **domain knowledge, soft skills, and business literacy**, students can increase their chances of securing top jobs and excelling in their careers.

With valuable insights into **smart work, employer expectations, and self-assessment**, the session left students with a clear understanding of how to navigate their career paths effectively in today's competitive job market.

Short Overview of Dr. Neeraj Gupta Session

The students of NIT Bhopal attended a highly informative virtual session led by Dr. Neeraj Gupta, aimed at equipping them with essential skills to stand out in campus placements and secure top job opportunities. The session, titled "***How to Stand Out in Campus Placements and Get Hired by Top Companies***," provided valuable insights into resume writing, career development, and employer expectations. The event commenced with a welcome address by **Prof. Aruna Saxena**, Head Coordinator of the Training and Placement Cell (TPC), followed by an overview by **Prof. Bholanath Roy** from the Department of Computer Science and Engineering, while **Prof. Anoop Arya** from the Department of Electrical Engineering introduced the keynote speaker, Dr. Neeraj Gupta. Dr. Gupta emphasized the concept of the *Employability Quotient*, explaining how continuous skill enhancement and a strategic approach can significantly boost career opportunities. Using the *80-20 Principle*, he advised students to dedicate 80% of their efforts to high-impact tasks for maximum career growth. He elaborated on three fundamental skills necessary for professional success: **Domain Knowledge**, which forms the technical foundation of any profession; **Soft Skills**, including communication, teamwork, and leadership, essential for managerial roles; and **Business World Literacy**, which involves financial and strategic business understanding. He explained that professionals who master all three skills have the highest chances of excelling as successful entrepreneurs, CEOs, and industry leaders. The session also highlighted employer expectations, focusing on problem-solving abilities, initiative, and the balance between confidence and arrogance. Dr. Gupta stressed the importance of crafting a strong resume and posed a thought-provoking question to the attendees: "*Would you hire yourself?*"—encouraging self-assessment and goal alignment. By mastering these skills and strategically enhancing their employability, students can increase their chances of securing top jobs and excelling in their careers. The session provided a well-defined roadmap for career success, leaving attendees with valuable insights into navigating today's competitive job market effectively.



Campus Placement Workshop 2025

A one-week workshop has been initiated this year by the **Training and Placement Cell** under the direction of **Prof. Aruna Saxena**. As part of this initiative, the Training and Placement Cell at **Maulana Azad National Institute of Technology (MANIT) Bhopal, M.P.**, organized an insightful session to equip students with essential skills for excelling in **campus placements and securing top job opportunities**. Demonstrating its commitment to student career development, the Training and Placement Cell invited industry experts and senior students to share their knowledge and experiences, ensuring that participants gain a comprehensive understanding of the recruitment process.

Day 2, Morning Session

The **Training and Placement Cell** invited Dr. Neeraj Gupta to lead the session titled "*Cracking the Campus Interview Process*" held on **25th March from 11:00 AM to 1:00 PM**. The session began with a **Welcome Address by Prof. Aruna Saxena, Head of the T&P Cell**, followed by a **Program Overview by Prof. Amit Telang (Department of Mechanical Engineering)**. **Prof. Rajeev Parmar (Department of Chemical Engineering) introduced Dr. Neeraj Gupta** before he commenced his session, where he highlighted several key aspects of achieving success in today's business environment. **One of the main points Dr. Gupta emphasized was that companies outperform their competitors by focusing on value creation**. In this context, value means offering solutions that reduce the pain points companies experience and provide much-needed relief. Essentially, value is the answer to meeting someone's specific needs and is at the heart of every successful transaction in the business world.

Dr Gupta explained that the **formula for value creation** involves understanding market dynamics and aligning products or services to effectively solve problems.

This approach not only distinguishes a company from its competitors but also builds trust and loyalty with customers.

In parallel, the hiring process in companies is driven by a similar principle—finding candidates who can contribute to this value creation. When asked, “Why should we hire you?” the best approach is to articulate how your skills and insights will help the company reduce operational pain and deliver superior value. This means being well-versed in the patterns of business transactions and having a clear understanding of what customers and businesses truly need.

Value Creation as a Competitive Edge:

- Success in business comes from creating solutions that address pain points and meet customer needs.
- Companies build trust and loyalty by aligning products or services to solve specific problems effectively.

Value in Hiring:

- The hiring process mirrors this principle, where candidates should showcase how their skills contribute to value creation.
- A strong response to “Why should we hire you?” involves explaining how one’s abilities reduce operational challenges and add value.

Understanding Market Dynamics:

- Professionals should be well-versed in business transactions and understand customer and business needs deeply.

Continuous Learning & Adaptability:

- Success requires more than technical expertise—it demands adaptability, critical thinking, and problem-solving skills.
- These qualities demonstrate a candidate’s potential for contributing to a company’s long-term growth.

Key Takeaway:

To succeed, professionals must focus on delivering value, stay market-aware, and commit to ongoing self-improvement.

Furthermore, Dr. Gupta stressed that every professional should commit to continuous learning and self-improvement. Being business world literate isn’t just about having technical skills; it’s about understanding the underlying dynamics of value creation and applying that knowledge to drive success.

Qualities such as adaptability, critical thinking, and proactive problem-solving are highly valued by interviewers, as they indicate an ability to contribute meaningfully to a company's long-term success. The session concluded with a **Vote of Thanks delivered by Prof. Manish Vishwakarma** (Department of Mechanical Engineering).

TPC Placement Workshop
01:37:57

Timeless, Universal and Basic Formula to earn Money (in professional environment)

Wealth Creation = Value Creation

Dr. Neeraj Gupta

Business World Literacy

Neeraj Gupta

1/6

AS

TPC Placement Workshop
01:37:57

Job Advertisement

- Resume Submission
- Shortlisting
- Written Test
- Programming Test
- Technical Interview
- HR Interview
- Group Discussion
- Background Check
- Medical Test / Final Selection

Business World Literacy

Neeraj Gupta

1/5

AS

TPC Placement Workshop
02:07:36

93

Chat People Raise React View More Camera Mic Share Leave

Neeraj Gupta

Dr. Manish Vishwakarma (Guest)

MS

SK

MK

MS

MA

MR

1/3

AS

Evening Session

The **Training and Placement Cell, MANIT Bhopal**, successfully conducted the evening session, Day 2 of the “Campus Placement Workshop” on March 25, from 3:00 PM to 4:30 PM. **The session provided a valuable platform for students to interact with the Training and Placement Teacher Conveners (TPTCs) of their respective departments.** During the discussion, TPTCs shared insights into the current placement scenario, highlighted top recruiters, and outlined key strategies to enhance placement statistics.

Students were also provided with guidance on refining their preparation to meet the specific requirements of companies, with a focus on essential skills and expectations set by leading recruiters.



Campus Placement Workshop 2025

A one-week workshop has been initiated this year by the **Training and Placement Cell** under the direction of **Prof. Aruna Saxena**. As part of this initiative, the Training and Placement Cell at **Maulana Azad National Institute of Technology (MANIT) Bhopal, M.P.**, organized an insightful session to equip students with essential skills for excelling in **campus placements and securing top job opportunities**. Demonstrating its commitment to student career development, the Training and Placement Cell invited industry experts and senior students to share their knowledge and experiences, ensuring that participants gain a comprehensive understanding of the recruitment process.

Day 3, Morning Session

The Training and Placement Cell invited Dr. Neeraj Gupta to lead the session titled "*Resume Writing & AI Optimization*" held on **26th March from 11:00 AM to 1:00 PM**. The session began with a **Welcome Address by Prof. Aruna Saxena, Head of the T&P Cell**, followed by a **Program Overview by Prof. Sudhanshu** (Department of Mechanical Engineering). **Prof. Dr. Mammoth Kumar Dash** (Department of Materials and Metallurgical Engineering). **Dr. Neeraj Gupta introduced the topic by emphasizing the importance of crafting an impactful resume**, highlighting how a well-structured resume increases the chances of getting shortlisted.

Dr Neeraj Gupta explained that recruiters rely on Applicant Tracking Systems (ATS) to screen applications, making AI-powered resume optimization crucial for job seekers.

Building a Strong First Impression:

- A resume is the first point of contact between a candidate and a recruiter.
- It should be clear, concise, and tailored to the job description.
- Applicant Tracking Systems (ATS) filter applications, so using relevant keywords and an ATS-friendly format is crucial for getting shortlisted.

Optimizing Resumes with AI:

- AI-driven hiring processes require candidates to leverage AI tools for resume enhancement.
- Platforms like Resume Worded, Jobscan, and Zety help with grammar correction, readability, keyword optimization, and formatting.
- Aligning resumes with job descriptions increases interview chances.

Tailoring Resumes to Job Descriptions:

- A generic resume rarely stands out.
- Highlight relevant skills, experiences, and achievements aligned with the job role.
- Use quantifiable results and action-oriented language to demonstrate capabilities.

Common Resume Mistakes to Avoid:

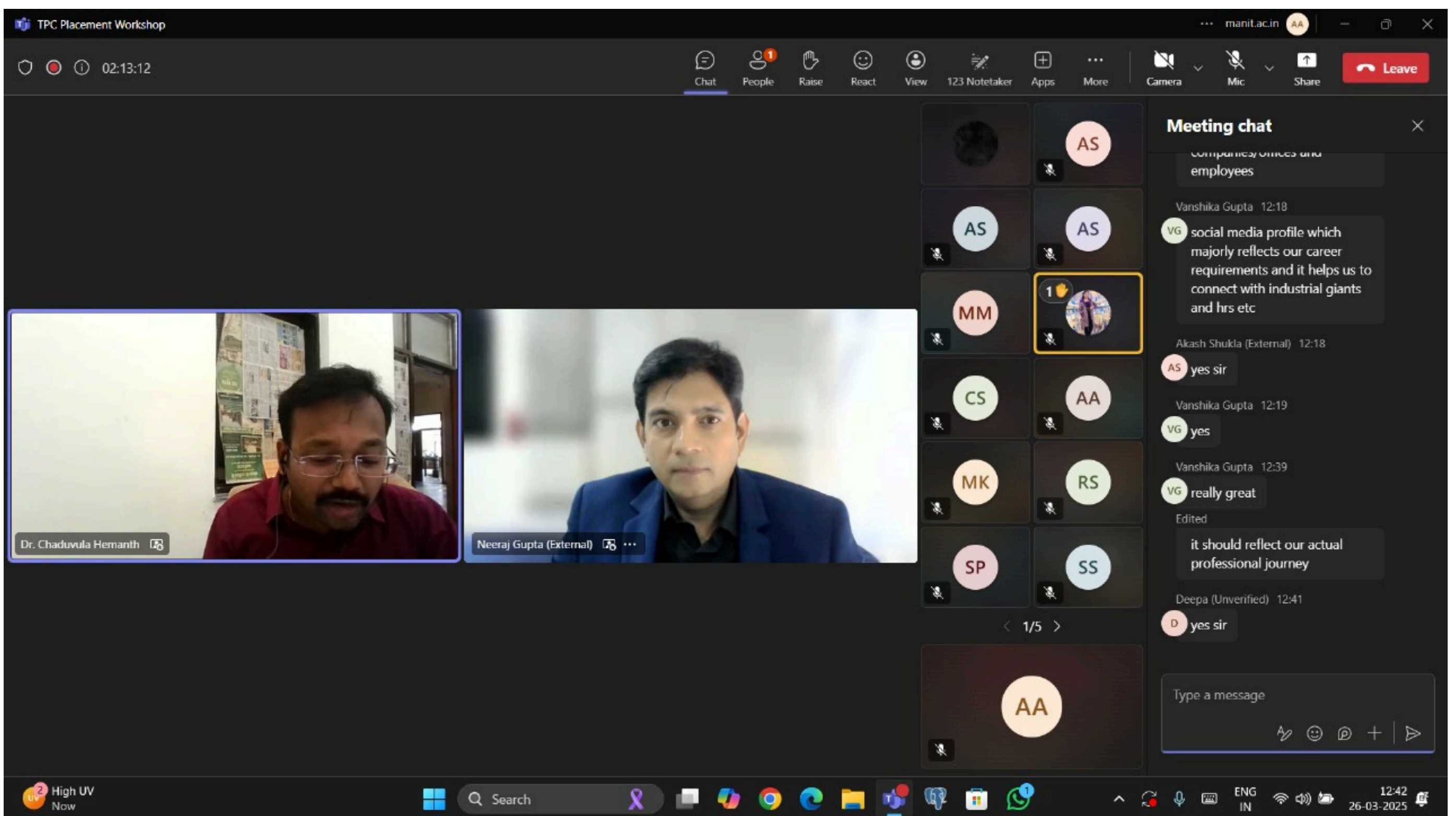
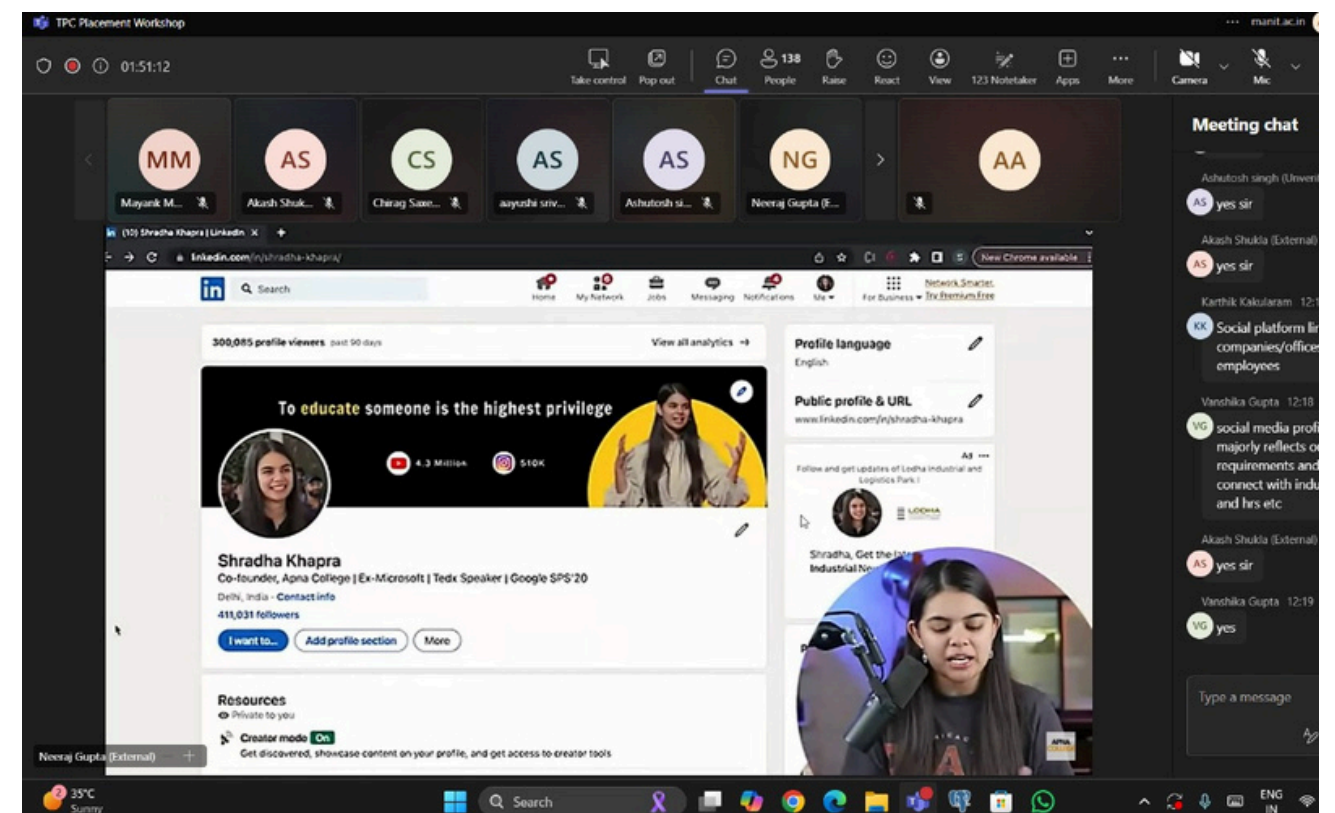
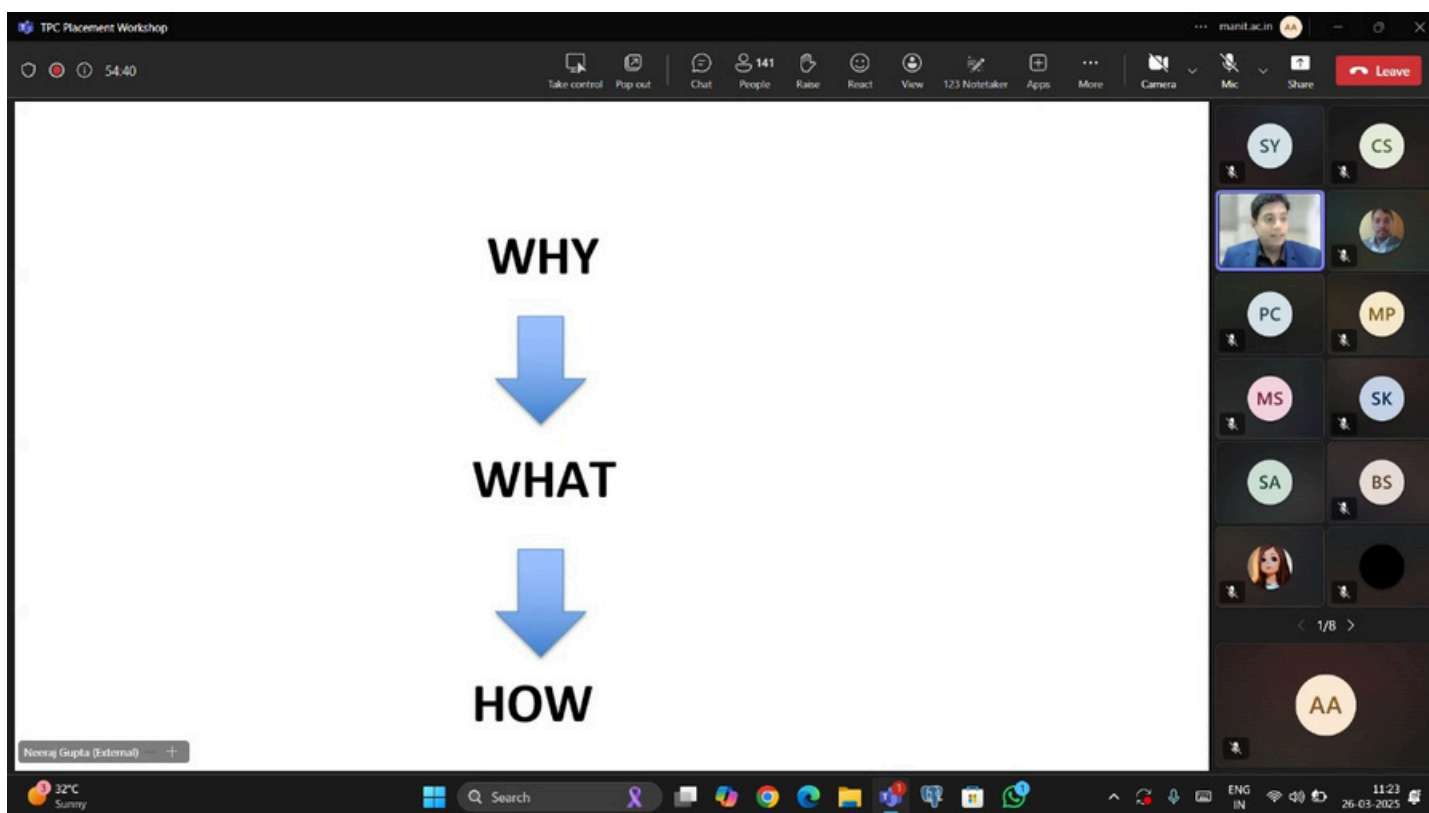
- Poor formatting that makes resumes hard to read.
- Lack of keywords, which results in ATS rejection.
- Excessive information that distracts from key qualifications.
- Generic resumes that fail to align with job descriptions.
- Candidate's potential for contributing to a company's long-term growth.

Key Takeaway:

A well-crafted resume is a strategic tool in the job search process. To maximize hiring potential, candidates should focus on:

- Creating a concise, well-structured, and ATS-friendly resume.
- Utilizing AI tools for optimization.
- Tailoring resumes to each job role with relevant keywords and achievements.
- Avoiding common mistakes that lead to rejection.

Further, Dr. Neeraj Gupta emphasized the importance of leveraging AI tools for resume optimization, tailoring resumes to specific job roles, and ensuring ATS compatibility to increase hiring success. The Session concluded with a **Vote of Thanks delivered by Dr. Chaduvula Hemanth** (Department of Electrical Engineering).





Campus Placement Workshop
Morning Session

28th March
(11:00 AM – 1:00 PM)

Program Schedule

Time	Event
10:45 AM	Instructions of the Workshop
11:00 AM	Welcome address by Prof Suresh Gawre, (Dept of E.E)
11:05 AM	Program Overview by Prof Dr Khushhali M. Pandey (Dept of Bio Science Engg)
11:10 AM	Introduction of the speaker by Prof Vikram Garg (Dept of CSE)
11:15 AM	“ How to Maximize Your Chances of Getting Selected” by Dr. Neeraj Gupta
Valedictory Program	
12:30 PM	Summary of Event , Professional Training Program on "Advanced Career Readiness & Corporate Recruitment Strategies"
12:35 PM	Address by the Keynote Speaker, Dr Neeraj Gupta
12:40 PM	Address by the Guest of Honour, Dr. Satish Pal Singh Rajput (Dean, ID&IR)
12:45 PM	Address by the Guest of Honour, Dr. Shailendra Jain (Dean, SW)
12:50 PM	Feedback by the participants
12:55 PM	E-certificate distribution
1:00 PM	Address by the Chief Guest, Dr. K.K. Shukla (Director, MANIT Bhopal)
1:05 PM	Vote of thanks by Prof Aruna Saxena (Head, T&P Cell)

Link for the MS Team meeting :

[Link](#)



Campus Placement Workshop

Morning Session

28th March
(11:00 AM – 1:00 PM)

DAY 5 : How to Maximize Your Chances of Getting Selected

On Day 5 of the Campus Placement Workshop, scheduled for March 28th from 11:00 AM to 1:00 PM, a session titled "**How to Maximize Your Chances of Getting Selected**" will equip students with the necessary skills to excel in the selection process. The session will focus on delivering effective responses to frequently asked interview questions and positioning oneself as the best candidate. It will also include live mock interviews with real-time feedback on selected responses. Additionally, students will gain valuable insights from discussions on resume evaluations and video submissions, ensuring they are fully prepared to succeed in their placement journey.

Link for the MS Team meeting :

[Link](#)

The same link as yesterday's session will be active tomorrow as well from 10:30 am onwards

Evening Session

28th March
(3:00 PM – 4:30 PM)

The afternoon session of Day 5 of the "CAMPUS PLACEMENT WORKSHOP" (3:00 PM – 4:30 PM) will feature alumni insights on key technical skills, preparation strategies, interview and GD techniques, internship experiences, and common mistakes to avoid. Students will receive direct insights from seniors who have successfully navigated the placement process, providing them with practical guidance and real-world experiences.

This "CAMPUS PLACEMENT WORKSHOP" is open to students across all Years and Courses.

Prof. Aruna Saxena, Head, T&P Cell
Maulana Azad National Institute of Technology Bhopal, M.P.



Campus Placement Workshop 2025

Under the direction of **Prof. Aruna Saxena**, the **Training and Placement Cell** at **Maulana Azad National Institute of Technology (MANIT) Bhopal** has initiated a comprehensive one-week workshop designed to prepare students for **successful campus placements**. The program brings together **industry experts and accomplished senior students** to provide substantive insights into the recruitment process and equip participants with **critical professional skills**.

By integrating **academic preparation with professional development**, the workshop aims to enhance students' employability and provide strategic guidance for navigating the competitive job market. Through **expert-led sessions and industry-informed perspectives**, participants gain valuable knowledge to optimize their potential for securing **promising employment opportunities**.

Day 4, Morning Session

The Training and Placement Cell invited **Dr. Neeraj Gupta** to lead the session titled "*AI Tools & Smart Strategies for Interview Preparation*" held on 27th March from 11:00 AM to 1:00 PM. The session began with a **Welcome Address by Prof. Aruna Saxena, Head of the T&P Cell**, guiding students on how to effectively connect with alumni through platforms such as LinkedIn, institutional portals, and social media groups to seek mentorship and career guidance, followed by a **Program Overview** by **Prof. Lalita Gupta** (Department of Electronics and Communication Engineering) and **Prof. Dr. Vivek Garg** (Department of Civil Engineering).

The session on "AI Tools and Smart Strategies for Smart Interview Preparation" was conducted by Mr. Neeraj Gupta, with the objective of guiding students on effective interview preparation techniques using AI tools and strategic approaches.

Session Highlights:

Mock Interviews with 2 volunteers

Mr. Neeraj Gupta initiated the mock interview and posed several common interview questions and facilitated discussions on the responses:

1. Tell us about yourself

- Keep it concise and structured.
- Highlight academic background and relevant skills.
- Mention key projects or internships.
- Showcase personal strengths aligned with the role.

2. Why do you want to join our firm?

- Demonstrate knowledge about the company.
- Align personal career goals with the firm's vision.
- Show enthusiasm for the industry and role.
- Highlight how your skills add value to the organization.

3. Where do you see yourself in 5 years?

- Outline a realistic career progression.
- Show commitment to personal and professional growth.
- Align aspirations with company objectives.
- Demonstrate willingness to take on leadership roles.

4. Why should we hire you?

- Showcase unique strengths and relevant experiences.
- Provide evidence of problem-solving skills.
- Align personal values with the company's mission.
- Demonstrate adaptability and eagerness to learn.

5. Tell us about your projects.

- Explain key projects with impact and relevance.
- Highlight challenges faced and how they were overcome.
- Showcase technical skills and teamwork.
- Relate projects to the job role.

6. What do you know about our firm?

- Research company history, mission, and key achievements.
- Understand the company's industry position.
- Mention recent news or innovations.
- Show enthusiasm for company culture and values.

Feedback was gathered from other attendees on the responses, followed by Mr. Neeraj Gupta's insights into the recruiter's expectations and key points to remember for each question.

Key Discussion Points

The session further covered the following aspects:

1. How to provide the best ROI to a company as a fresher?

- Enhance productivity and efficiency.
- Demonstrate problem-solving skills.
- Contribute innovative ideas.
- Maintain a continuous learning mindset.

2. Interview Preparation Insights

- Importance of soft skills and communication.
- Effective resume-building strategies.
- Confidence and clarity in responses.

3. Recent News and Achievements Related to the Company

- Keeping up with company updates.
- Analyzing industry trends.
- Using AI tools to track company progress.

4. Mission, Vision, and Values of the Company

- Understanding company philosophy.
- Aligning personal goals with organizational goals.

Alumni Interaction with Mr. Biplab Dey, President, Global MANIT Alumni Association.

Following the session with Mr. Neeraj Gupta, an interactive discussion was conducted with our **esteemed alumnus, Mr. Biplab Dey**. Holding a prestigious position in his field, he shared valuable insights on:

- The significance of a well-structured resume.
- The role of technical and soft skills in securing a job.
- How his alma mater, MANIT, played a role in shaping his career.
- Strategies for students to contribute to increasing the college's ranking.

Students engaged actively in discussions, seeking guidance on career growth, industry expectations, and professional development.

Vote of Thanks and Conclusion

The session concluded with a **vote of thanks** delivered by **Dr. Suryakant Gautam, Professor, Dept. of ECE**. He expressed gratitude to the speakers for their insightful contributions and appreciated the enthusiastic participation of students.

This session proved to be immensely beneficial in equipping students with essential interview strategies and career insights, preparing them for their professional journeys ahead.

Glances of the session:

