

Name : Rupali Singh
Designation : Sr. Manager
Institution : Birla Institute of Management Technology, Greater Noida
Email : rupali.singh_efpm23@bimtech.ac.in

BIOSKETCH: Experienced academic administrator and industry professional with 15+ years at BIMTECH, managing corporate relations, student engagements, and teaching the learning of international business. Over two decades of experience in international business, specializing in export-import operations, and currently pursuing a doctorate from BIMTECH. Passionate about international trade and business strategy.

EDUCATION:

- **Doctorate (Executive Fellowship Program in Management)**, BIMTECH (Pursuing since 2023)
- **MBA (Marketing & HR)**, Punjab Technical University (2011)
- **Bachelor of Science (BSc.)**, Jiwaji University, Gwalior (1994)

AREA OF INTEREST AND RESEARCH

- SME Internationalization & Global Trade
- Export Management & Trade Operations
- Emerging Markets & Market Entry Strategies

TEACHING COURSES AND NEW COURSES DEVELOPED

- Conducted classes on topics around international business, including Export (pre- and post-shipment) Finance, Managing buyer-seller relationship in international markets, and the importance of Trade Fairs in exports for working executives of 'Diploma in Foreign Trade' (6-month part-time) conducted jointly by FIEO and BIMTECH

EXPERIENCE

- **Sr. Manager, PGDM-International Business** | BIMTECH | Mar 2009 – Present
 - Managing academic administration, corporate relations, placements, and industry visits
 - Interest in Shipping, Logistics, export documentation, and EXIM Trade Operations
- **General Manager, Victor Foods India Ltd.** (International Marketing arm of Laxmi Energy and Foods Limited) | Dec 2001 – Mar 2007, Apr 2008 – Jan 2009

- Managed export operations, Export Finance, logistics, and international trade (USD 25M turnover)
- **Trader, Emmsons International Ltd.** | Apr 2007 – Mar 2008
 - Led export contracts (USD 15M) for maize & rice, handled freight negotiations
- **Commercial Manager, Amira Foods India Ltd.** | Nov 1998 – Dec 2001
 - Managed global export operations and government export policies

ACADEMIC POSITIONS AND ASSIGNMENTS

- **Sr. Manager, PGDM-International Business** | BIMTECH | Mar 2009 – Present
 - Managing academic administration, corporate relations, and industry and port visits
 - Interest in Shipping, Logistics, export documentation, and EXIM Trade Operations
 - Have been part of the team for various accreditations like NBA, NAA,C and AACSB

RECOGNITIONS AND AWARDS

- Recipient of **AIB's Emerging Scholars for Emerging Markets Program (ESEMP 24/25)**

RESEARCH PAPERS AND WORKING PAPERS

- Research presented at **IMRC 2024 at IIM Ahmedabad** on Dec 9, 2024
- Research presented at **AIB South Asia Conference 2025 at Dhaka, Bangladesh** (13-14 January 2025)
- Research Paper Presentation during '**AIB Annual Meeting 2025' International Conference at Louisville, USA** (June 28 – July 2, 2025)

CASE REPOSITORY AND PUBLICATIONS

- Research Paper: Mishra, S., Chaudhuri, M., Dey, A K., Tiwari, R., & Singh, R. (2022). Prison libraries supporting the 'whole person': A qualitative study. Journal of Librarianship and Information Science. doi: 10.1177/09610006211008956 (ABDC-B, Scopus, Q1)
-

- Case study: Rishi, A., Varma A, Singh, R., (2014) “Emmsons International Limited – Scaling Destiny’s Heights”. European Case Centre (ECCH). <https://www.thecasecentre.org/products/view?id=122124>

BOOKS, CHAPTERS AND TECHNICAL REPORTS

- Report on “India-Latin America Trade and Logistics: Policy : Suggestions for Addressing Shipping, Warehousing and Container-related Constrains “Centre for Regional Trade, Department of Commerce, Ministry of Commerce and Industry, Government of India in 2021 by Varma A, Sharma A, Das K, Singh Rupali, BIMTECH and Sinha D of Medallion Marine

CONFERENCE, SEMINAR PAPER AND PRESENTATIONS

- Attended workshops of Emerging Scholars Emerging Markets Program (ESEMP West) on 12 Dec 2024, 6 Feb 2025, 10 April 2025 and 12 June 2025, 7 August 2025.
- Attended workshop conducted by AIB South Asia Chapter on “Publishing South Asia Focused Research in Top Management and International Business Journals” on July 20, 2024
- Attended workshop conducted by AIB South Asia Chapter on “Teaching International Business Strategy” on July 27, 2024
- Attended workshop conducted by AIB South Asia Chapter on “Doing High Quality Research in International Marketing and Building a Successful Academic Career” on August 31, 2024
- **Reviewed** 3 research papers for AIB International 2025 Conference under ‘Internationalization Entrepreneurship Track’
- Research presented at **IMRC 2024 at IIM Ahmedabad** on Dec 9, 2024
- Research presented at **AIB South Asia Conference 2025 at Dhaka, Bangladesh** (13-14 January 2025)
- Research Paper Presentation during ‘**AIB Annual Meeting 2025’ International Conference at Louisville, USA** (June 28 – July 2, 2025)

SOCIAL ENGAGEMENT

- Trained as **Career Counsellor** for Women Empowerment (Erasmus Plus Rainbow Project, 2020-21)