

*T.N. Natesh*

**E-mail: nshettytn@gmail.com**

**Mobile: (+91) 7899942438**

**Yelahanka, Bengaluru**

Dynamic and dedicated academic professional with over 15 years of experience in teaching Commerce and Management across reputed institutions in Karnataka. Currently serving as Assistant Professor and Head of the Department of Commerce at Nagarjuna Degree College, Bengaluru, with a proven track record of academic leadership, curriculum development, and student-centered initiatives. My experience demonstrates strong commitment to holistic education through the successful execution of industrial visits, guest lectures, workshops, and co-curricular events. Known for fostering a culture of continuous learning, professional ethics, and industry engagement. Adept at adapting to diverse institutional environments and aligning departmental goals with institutional vision. Passionate about mentoring students and empowering them with the skills and knowledge necessary to thrive in a competitive global economy.

### **Administrative Experience:**

- Coordinated the implementation and management of NISM Certification, Skill Development Modules (SDM), and eLearning Programs (ELP), facilitating program execution, participant engagement, and institutional coordination.
- Successfully led and coordinated over 20 academic, co-curricular, and industry engagement initiatives for B.Com students across all years.
- Spearheaded three major industrial visits (Infosys, KMF Mandya, Wizerbev & Kalyani Polymers) to expose students to real-world business operations and corporate culture.
- Organized and oversaw inter-class sports tournaments including volleyball, throwball, and kabaddi to promote student wellness and team spirit.
- Conducted multiple student enrichment programs including: Employability Skills Workshop, Guest Lectures (Income Tax, Corporate Administration, Human Rights), and Stock Market Boot Camp. Freshers' Orientation and Alumni Meet to build community and institutional culture.
- Initiated and managed educational trips (Talakadu, Shivanasamudram, Wayanad) to encourage experiential learning and peer interaction.
- Coordinated a Faculty Development Program (FDP) and Campus to Corporate program in collaboration with Capgemini and ICT Academy.
- Introduced a new specialization track: B.Com – Business Data Analytics (BDA).
- Ensured seamless execution of internship project orientations and external academic engagements (KPMG career session).

### **Professional Experience:**

- **Nagarjuna Degree College, Nagarjuna Group of Institutions, Bengaluru** - Assistant Professor, Department of Commerce, Yelahanka, Bengaluru | From September 2024 – Present.
- **Nagarjuna Degree College, Nagarjuna Group of Institutions, Bengaluru** - Assistant Professor & Head, Department of Commerce, Yelahanka, Bengaluru | From April 2024 – September 2025  
Leading the Department of Commerce, overseeing curriculum development, faculty coordination, and academic planning.  
Spearheading student engagement initiatives and mentoring programs to enhance academic performance and career readiness.
- **Vidyashram First Grade College, Mysuru** - Assistant Professor, Department of Commerce - July 2022 – January 2024  
Engaging in undergraduate teaching in Commerce with a focus on practical application of concepts.  
Actively involved in academic advising, examination coordination, and institutional events.
- **St. Joseph First Grade College, Mysuru** - Assistant Professor, Commerce - January 2020 – December 2020  
Delivered core commerce subjects and contributed to departmental academic planning.  
Participated in student development programs and intercollegiate academic collaborations.
- **Dayananda Sagar University (DSU), Bengaluru** - Assistant Professor, School of Commerce and Management Studies (SCMS) - January 2018 – May 2019  
Taught undergraduate courses in Business and Commerce.  
Collaborated on research initiatives and industry-academia interface programs.
- **SVEI College, Mysuru** - Head, Department of Statistics & Lecturer in Commerce - July 2013 – December 2017  
Held dual roles as department head and faculty member, contributing to both academic and administrative functions.  
Played a key role in departmental restructuring and curriculum enhancement.
- **Marimallappa Degree College, Mysuru** - Lecturer in Commerce and Management - June 2012 – May 2013  
Involved in teaching core subjects and coordinating student projects and presentations.
- **Cauvery College, Virajpet** - Lecturer in Business Management and Commerce | HOD, BBM (2008–2009)- 2008 – April 2012  
Taught various undergraduate commerce subjects and served as Head of the BBM Department (2008–2009).  
Played an active role in academic events and college administration.
- **Government Institutions, Virajpet & Napoklu (Guest Faculty Roles)** - Guest Lecturer in Commerce - 2009 – 2012  
Served as guest lecturer across multiple government colleges including:  
Govt. First Grade College, Virajpet  
Govt. PU College, Virajpet  
Govt. First Grade College, Napoklu

Delivered lectures on commerce subjects, supporting the state's higher education initiatives in rural areas.

### Skills:

- Hardworking and creative marketing skills.
- Efficient in dealing with clients and customers.
- Unique marketing strategies to deal with customers and promotion of new products.
- Ready to learn any new technology and innovate myself.
- A tech savvy.
- Good Subject depth in Marketing Management, Financial Management, Financial/ HRM, Corporate/Cost Accounting, Statistics for Management, Principles of Management.
- Capable to handle any practical subjects in great depth once the responsibility is assigned.
- Effective teaching, Communication and Management skills.
- Able to adapt Innovative techniques in teaching to motivate students.
- Efficient utilization of any opportunity to prove my skills.

### Marketing Experience:

- Before doing MBA I was worked as a Management Trainee and Retails Selling Point (RSP) in Tata Tele service Ltd. from Aug-2002 to Sep-2005. Due to the career growth I join MBA full time program.
- Marketing and brand building of Organic Tea products from Jan 2021 to till date in Laasya Organics Ltd., Mysuru, Karnataka, India  
Free lancing work on promotion of variety of Organic tea and spices products of various startups in around Mysuru.

### Educational Qualification:

Course	Board/University/ Institution	Course Duration	Class
M.Com	Karnataka State Open University	2012-2014	Second
MBA Marketing.	Tilak Maharashtra Vidyapeeta, Pune.	2005-2007	Higher Second
B.com.	D. Banumaiah college, Mysore	2002-2005	First
PUC	Cauvery College, Gonikoppal.	2000-2002	Second
S.S.L.C.	St.Anne's High School, Virajpet.	1999-2000	Second

### Achievements:

- Had published a book on Human Resource Management prescribed for Mangalore University B.Com IV Semester.

- Had published Four in one Marks Scorer for various subjects B.Com and BBM courses affiliated to University of Mysore.

### Research Publications:

- T.N. Natesh, N. Shobha Rani, "Customer Puzzled Behavioral Analysis - A Step towards valuing Customer's Interests", International Journal of Mechanical Engineering and Technology (IJMET), Volume 9, Issue 7, July 2018.

### My Teaching Interests /Activities/Recognitions:

Recognitions	
1.	Member of Board of Examiners, NMKRV college for women, Bangalore
2.	Member of finance club, Dayanand Sagar University, Bangalore
3.	Coordinator for e-Governance and information technology, Dayanand Sagar University, Bangalore
4.	Deputed as custodian for examination department, Dayanand Sagar University, Bangalore
5.	Coordinator for sports at Dayanand Sagar University, Bangalore
6.	Coordinator for Tally & other value added courses at Dayanand Sagar University, Bangalore.

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### Professional Engagement:

- Participated in National level, State Level Seminars and workshop.
- Having good marketing skills and experience in Marketing.
- Participated in management activities.
- Participated in Seminar, Management games, Case study and Problem Solving etc

### MBA Project Profile:

Undertook project on "Pricing Strategy for MTR Products" at MTR Foods Limited, Bangalore, under the guidance of Mr. N. Srikanth Kalkur, General Manager operations from 21<sup>st</sup> June 2006 to 16<sup>th</sup> August 2006.

### Learnt from Summer Internship Program

- How to Develop the Pricing Strategy.
- Learnt the role of Distribution Channel in taking product to the Final consumer.

- Learnt about FMCG Marketing.
- Studied about competitors pricing strategy, promotional strategies.

### Personal Profile:

Name : T.N. Natesh  
Fathers' Name : T.P. Nanda  
Mothers' Name : T.P. Gayathri  
Date of Birth : December 24<sup>th</sup> 1981  
Sex : Male  
Marital Status : Married  
Caste : Sadhu shetty  
Languages Known : English, Kannada, Tamil, Hindi, Malayalam, Kodava  
Mobile No : 7899942438  
E-mail : [nshettytn@gmail.com](mailto:nshettytn@gmail.com)  
Address : Ramagondonahalli, Yelahanka, Bengaluru.

### Declaration:

I hereby declare that all the information above furnished is true in best of Knowledge.

**Place: Bengaluru**  
**Date:**

**With Regards**  
**(T. N. Natesh)**