

## **Biographical Sketch**

Ranjit Goswami was born in 1970 in Katwa, a sub-divisional town in the district of Bardhaman, West Bengal, India. Katwa is 144 KMs away from the eastern metropolitan city of India, Kolkata (erstwhile Calcutta). Ranjit completed his schooling from his hometown. In 1988, he took admission in the Indian Institute of Technology (IIT), Kharagpur, for his graduation in its Chemical Engineering Department. After graduating in 1992, Ranjit worked in production and process industries like Essar Steel and Reliance Industries Ltd. In 1996, he went to IIT Bombay for his MBA.

Post-MBA, Ranjit worked in sales and in management consultancy prior to taking a plunge with the dot-com world. The dot-com boom also hit India around same time. Ranjit joined B2B marketplace indiamarkets.com in 2000 as a Business Manager; and saw the first wave of Internet unfolding closely. In 2003, he joined Baazee.com (part of eBay now) as Associate Director and in 2004, he moved to Metaljunction.com as Head – Retail Sales. Ranjit also had a strong interest in academics, and was actively considering joining a PhD program. And though he worked as a practitioner, he often looked at how the academic world was viewing this Internet wave.

As a researcher, Ranjit worked as Head – Case Development Team in ICFAI Research Center where he himself worked on few cases on his research areas, and guided a team of twenty researchers on developing management cases covering diverse sectors, markets and functional areas. Ranjit presently works as an Associate Professor in Indian Institute of Foreign Trade (IIFT), in its Kolkata campus. He also authored a book titled ‘Wondering Man, Money & Go(l)d’, published in 2007 by Best Global Publishing Ltd., UK. He has been an active blogger, and has authored nearly two hundred articles. Many of these articles have been referred by others in their works, including in academic publications or by policy-makers. He presented papers, cases and keynote addresses in nine international conferences spanning India, Philippines, South Korea, and Australia. Ranjit has publications (three) in peer-reviewed international journals; received best case award in SMF convention 2007 at IIT Bombay; and has been cited by other researchers as well.

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