



सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
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FINAL PLACEMENT REPORT 2011 - 2013

The final placements season for PGP batch of 2011-13 at IIM Indore witnessed participation from 142 companies strengthening IIM Indore's position as the preferred recruitment destination for corporate India. The season reaffirmed the faith shown in IIM Indore's pedagogy, faculty and participants with increased hiring by long standing partners and 30% first time recruiters.

Marketing and Consulting continued to be the most sought after domains. Apart from traditional sectors such as FMCG, BFSI, IT/ITeS, Consulting, Automobile and Power, participants showed keen interest in taking up roles in sectors such as E-Commerce, Education, Pharmaceuticals, Healthcare and Infrastructure.

The quality of the participants' profiles led to senior management roles such as Chief Operating Officer, VP Sales, Senior Manager Strategy, Principal, Executive Assistant to MD and National Sales Manager being offered on campus. Three participants deferred placements to pursue entrepreneurial ventures.

PROFILES

Finance

17% of the offers made were in the finance domain. Deutsche Bank, Goldman Sachs, HSBC, Citibank, Bank of America Merrill Lynch, Standard Chartered, American Express, ICICI Bank, Axis Bank, ING Vysya Bank, SBI Capital Markets, Kotak Mahindra Bank, Futures First and MCX-SX were the prominent recruiters in this domain. Participants were offered roles in Investment Banking, Asset Management, Corporate Banking, Debt/Equity markets, Treasury among others.

Research analyst profiles were offered by CRISIL, Fidelity Management Research and Banyan Capital. Airtel recruited for their corporate finance role. Grameen Financial services offered a niche role in the microfinance domain.

HIGHLIGHTS

Number of eligible students	432
Participants who deferred placements	3
No. of Pre-Placement Offers	40
Number of Companies	142
Highest Domestic Salary	₹ 34.0 LPA
Top 200 Average Salary	₹ 15.1 LPA
Average Salary	₹ 12.1 LPA
Median Salary	₹ 12.0 LPA

Table 1: Key Numbers

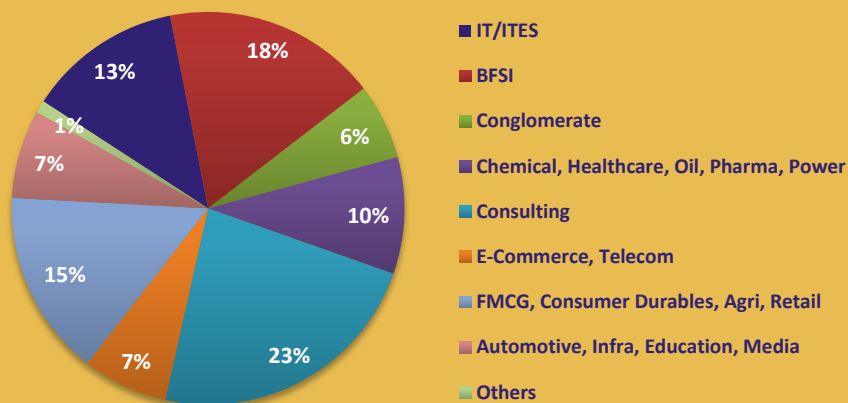


Figure 1: Sector Wise Offers

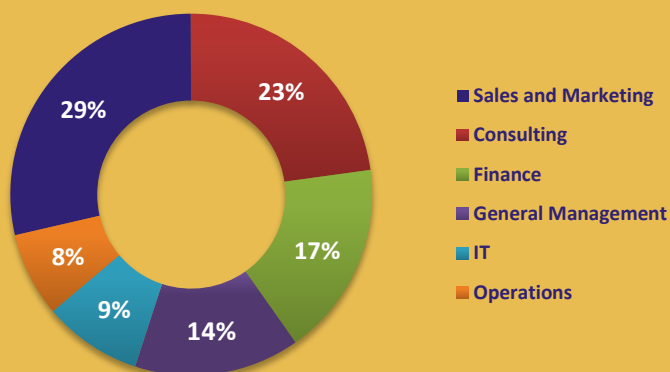


Figure 2: Domain Wise Offers

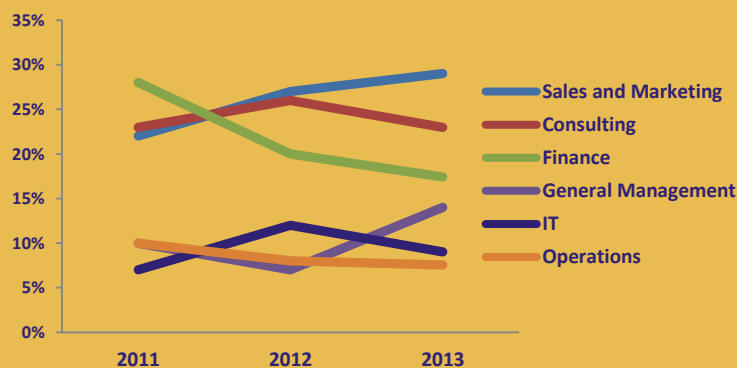


Figure 3: Offers across Domains over the years

Sales and Marketing

Highest number of students were recruited in Sales and Marketing with close to 29% of total offers. FMCG majors Hindustan Unilever, ITC, PepsiCo, HCCB, Pidilite, Britannia, Johnson and Johnson Consumer, Dabur, SABMiller, Marico and Emami recruited from campus making IIM Indore among the top FMCG destinations. ITC was the biggest recruiter in this sector.

Sales and Marketing roles were also offered by telecom giants Airtel, Vodafone, Idea and pharmaceutical majors Abbott, Boehringer Ingelheim and GSK Pharma. UAE based IFFCO International and a Singapore based conglomerate made international offers.

Sony Entertainment, HT Media and Network18 were the major recruiters from the Media industry. ECommerce was represented by a variety of companies such as Flipkart, Ebay, Valyoo and first time recruiters such as CommonFloor.

Metro Cash and Carry, Madura F&L, Philips, Panasonic, Dell, Akzonobel and Mother Dairy, all leaders in their respective sectors chose to recruit the talented participants of IIM Indore.

Consulting

23% of the offers made were for consulting roles. Boston Consulting Group, Deloitte S&O, PwC and KPMG recruited from IIM Indore showing the institute's growing strength in this domain. Cognizant Business Consulting, TCS Global Consulting Group and Capgemini recruited in large numbers. Leading business solution firms WNS and EXL services also made offers.

One of the participants chose to work with Access Livelihood Consulting, a management consulting firm working towards the aim of promoting sustainable livelihoods for the economically marginalized.

General Management

As testimony to the participants' leadership qualities there was a sharp increase in the offers made for the General Management roles with close to 14% of overall offers. Participants were offered leadership roles by several industry majors such as TAS, Mahindra, Reliance Industries, Cipla, Ranbaxy, Robert Bosch, Ericsson, JSPL, Trident Group and Apollo Hospitals.

Operations

Operations domain had 8% of overall offers in different areas such as Supply Chain Management, Procurement, Logistics and Infrastructure Management. Procter & Gamble was one of the largest recruiters with offers for its Supply Chain Profile. Other major recruiters were Tata Steel, Cummins, Future Supply Chain, Daimler, Tata Power, Godrej & Boyce and Sudarshan Chemicals. L&T offered a position based in the Middle East.

Information Technology

9% of the offers made were in the IT domain. Microsoft IDC recruited for their coveted Program Manager role. GE and HUL made offers to participants for their corporate IT and IT leadership roles. Accenture, Mindtree and Wipro recruited for IT consulting roles while HCL Technologies recruited for their prestigious Global Engagement Manager profile. Zycus, JDA, Comviva, MAQ Software offered a variety of Project Management, Sales Engagement and Business Development roles. The highest domestic salary was offered in this domain.

A few participants took up roles in the Human Resources domain in companies such as Hunt Partners and Infosys. PSUs such as BPCL, HPCL, Indian Bank and REC picked up participants for various management roles highlighting IIM Indore's cross industry appeal.

COMPENSATION DETAILS

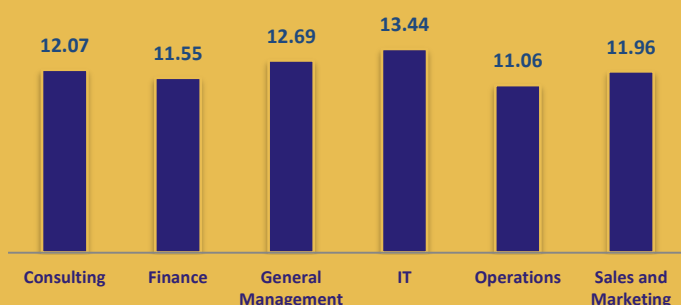


Figure 4: Average Compensation (in ₹ lpa) - Across Domains

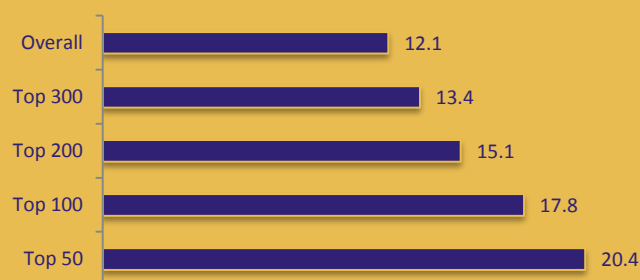


Figure 5: Average Compensation (in ₹ lpa)

NOTE

The exceptional quality of participants of the current graduating batch of 2013 ensured a smooth and successful placement season.

The participants, with an average work experience of only 16 months as compared to previous batch's average of 32 months, have shown commendable commitment throughout the two years to prepare themselves for bright careers ahead.

The alumni community has also been extremely supportive to guide the participants in the right direction.

At this juncture, on behalf of the entire IIM Indore community I would like to thank all our recruitment partners for participating in the process and making IIM Indore among their most preferred campuses for recruitment.

Dr. Ashish Sadh
Chair - Placements, IIM Indore

LOOKING AHEAD: CLASS OF 2014

The participants of the Batch of 2014 continue to be the torch bearers of IIM Indore's pursuit of excellence with excellent performance in **Summer Placements 2013**.

The participants received internship offers across domains with HUL, ITC, Reckitt Benckiser, PepsiCo, Philips and E-Bay being the major recruiters in Sales and Marketing. Financial institutions such as Deutsche Bank, JP Morgan, Goldman Sachs, HSBC, ICICI Bank, Edelweiss made multiple offers along with niche roles offered by a few private equity firms. Other key recruiters included P&G, Yahoo, GE, Flipkart, Metro Cash & Carry, Robert Bosch, Reliance Industries, Mahindra, PwC, Redseer Consulting & Cognizant Business Consulting.

Academic, professional excellence and diversity are the pillars on which the quality of the batch rests. More than 35% of the batch comes from premier institutes such as IITs, NITs. Participants come from diverse academic backgrounds such as Medicine, Economics, Commerce, Basic Sciences along with Engineering. They have worked across various industry sectors such as IT, Banking, FMCG, Pharmaceuticals, Automobile, Education and Media & Advertising in various managerial positions.

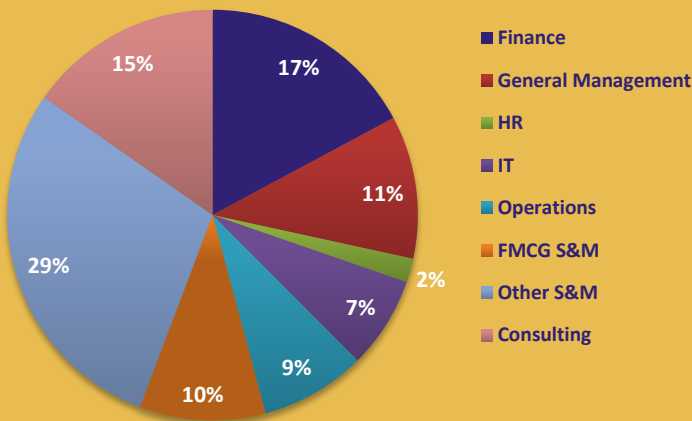


Figure 7: Summer Internships - Batch of 2014

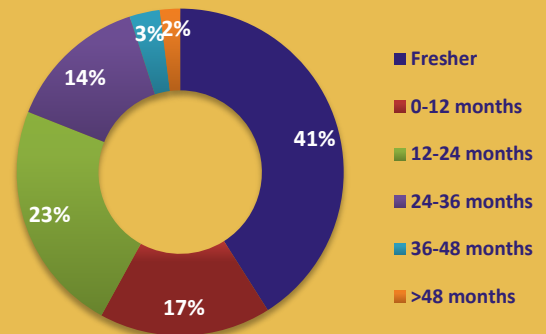


Figure 6: Work Experience - Batch of 2014

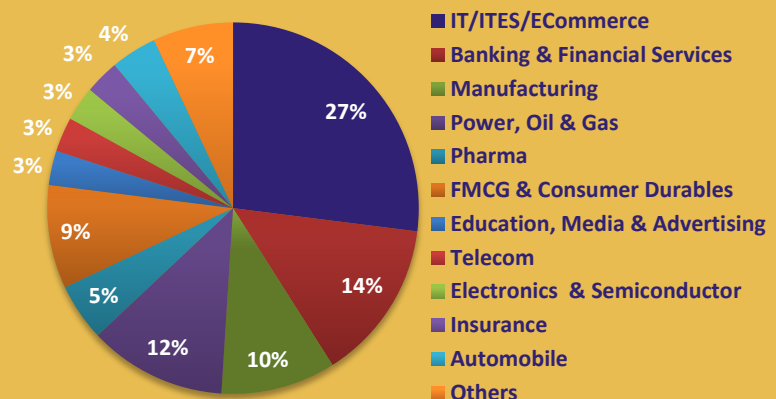


Figure 8: Prior Experience - Sector Breakup

चतुर्दश वार्षिक दीक्षांत समारोह
अप्रैल 6, 2013



INDIAN INSTITUTE OF MANAGEMENT INDORE
14th ANNUAL CONVOCATION

April 6, 2013

Chief Guest - Justice Narosh Hom Kapadia
(Retired Chief Justice of India)



INDIAN INSTITUTE OF MANAGEMENT INDORE

Contact

Email: placement@iimidr.ac.in

Phone: +91 731 2439658-63

Fax: +91 731 2439660

LinkedIn: [in.linkedin.com/in/placementiimindore](https://www.linkedin.com/in/placementiimindore)

Address

Prabandh Shikhar, Rau Pithampur Road

Indore – 453 556

Madhya Pradesh, INDIA

www.iimidr.ac.in

