

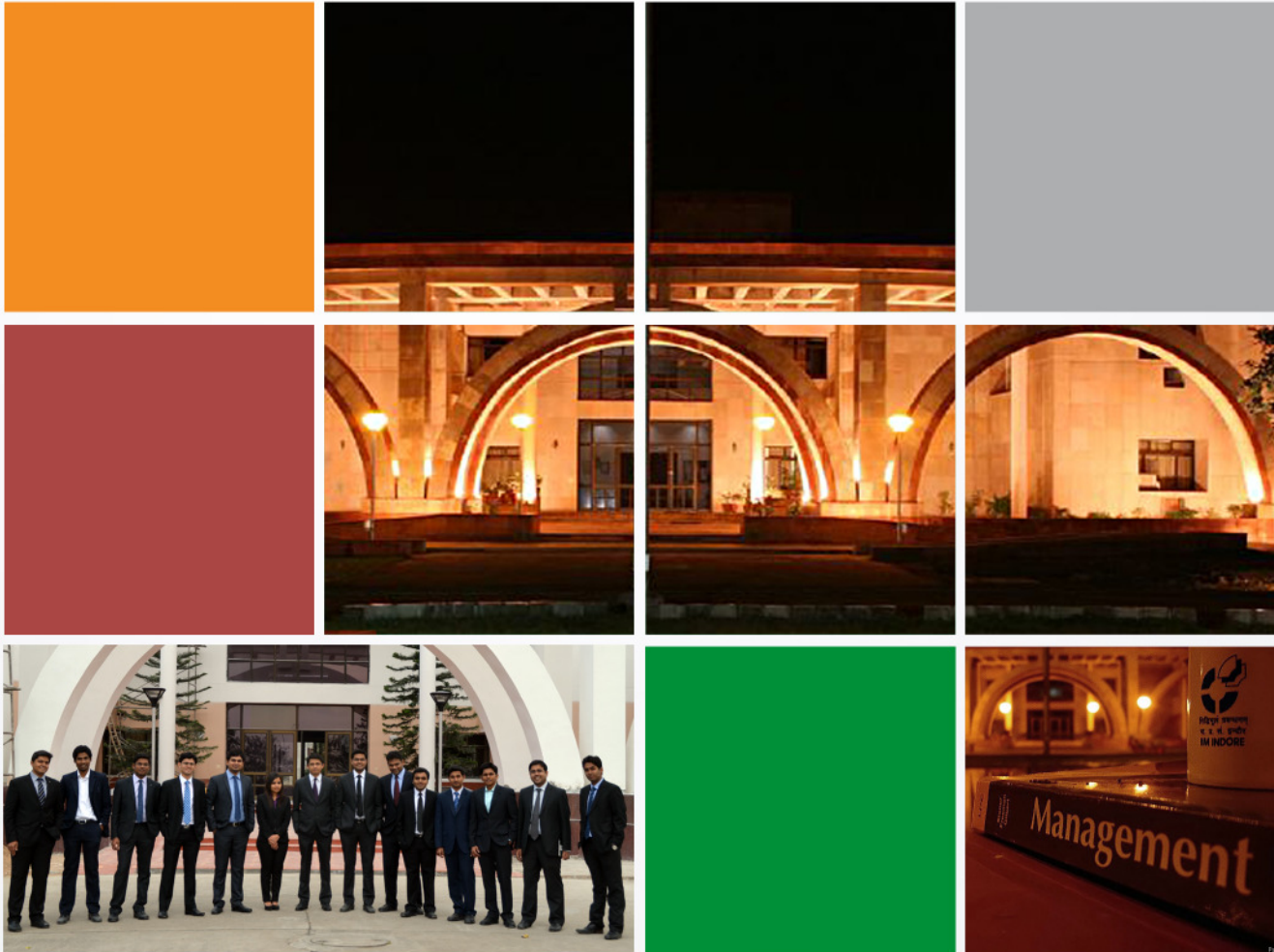


सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

Indian Institute of Management Indore

Final Placement Report

Batch of 2012-14



15 Years of Excellence



Director's Message



Prof. Rishiksha T. Krishnan

Leveraging upon the combined batch size of PGP and PGP-Mumbai, IIM Indore has successfully completed Final Placements for the Batch of 2012-14. This success is a testament to the confidence shown by the industry in the rigor of IIM Indore's PGP program and further reaffirms IIM Indore's position among the top business schools in the country.

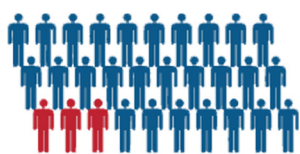
On behalf of the IIM Indore community, I would like to thank all our recruitment partners for making IIM Indore one of their most preferred campuses for recruitment.

The final placements for the Batch of 2012-14 at IIM Indore successfully concluded with 100% placement of participants from both IIM Indore PGP and IIM Indore PGP-Mumbai program. With 475 participants, this was among the largest batches across IIMs this year. The diverse talent pool, at an average work experience of 14 months, helped attract several new recruiters across industry such as FMCG, Banking & Financial Institutions, IT/ITeS, E-commerce, Education, Media, Healthcare & Pharmaceuticals, Infrastructure and Energy. This season reaffirmed the faith shown in IIM Indore's pedagogy, faculty and participants with increased hiring by marquee names and 41 first time recruiters.

The current season had offers rolled out from 152 companies, with a 52% increase in the number of PPOs. The highest Domestic package offered this season was ₹32 LPA while the highest International package was ₹37 LPA. The average compensation for IIM Indore this year was at ₹12.13 LPA even with a 10% increase in the total number of participants.

The maximum number of offers (26%) were made in the Sales & Marketing domain. With 20% of total offers, the Finance domain was the highlight of the season. Prominent recruiters in the finance domain strengthened their relationship with IIM Indore by broadening the profiles offered apart from increasing the total number of offers made. Recruiters such as AppsDaily, Cognizant Business Consulting, Deloitte, Deutsche Bank and Tata Consultancy Services rolled out double digit number of offers.

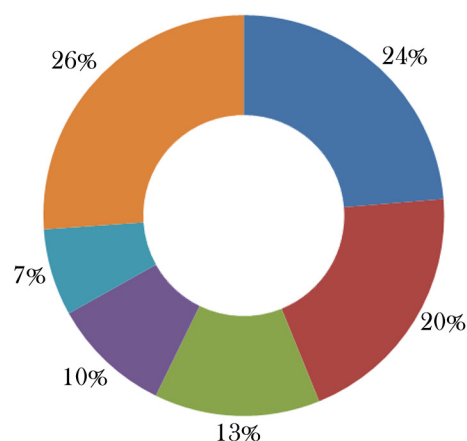
475 PARTICIPANTS (Indore and Mumbai campus)



61
PRE-PLACEMENT
OFFERS

DOMAIN BREAKUP

Consulting
Finance
General Management
IT
Operations
Sales and Marketing

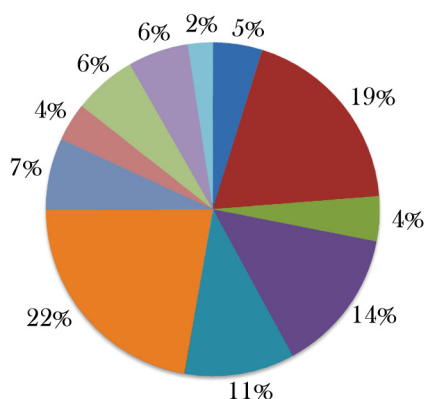


152
TOTAL
RECRUITERS

41
NEW
RECRUITERS

₹32 LPA
Highest Domestic salary
₹12.13 LPA
Average Salary

SECTOR BREAKUP



E-Commerce/Telecom
BFSI
Healthcare/Pharma
Consulting
FMCG/Consumer Durable
IT/ITeS
Automobile/Manufacturing
Media and PR/Education
Conglomerate
Oil, Gas, Steel, Infra, Chemicals
Others

Top 50	₹22.52 LPA
Top 100	₹19.48 LPA
Top 200	₹16.47 LPA
Top 300	₹14.47 LPA
Overall	₹12.13 LPA

Sales & Marketing

Sales & Marketing, continuing its legacy as one of the most sought after domains at IIM Indore saw 26% of the total offers made. ITC, Madura, Marico, Mother Dairy, PepsiCo, Philips, Pidilite, Raymond, Samsung, VideoconD2H and Vodafone were some of the major recruiters this year from the FMCG and Consumer Durables sector.

Pharmaceutical majors made their presence felt on campus with participation from Eli Lilly, GSK Pharma and J&J Pharma. Anand Bazaar Patrika, Google, Infibeam, Multi Screen Media and Network18 were some of the prominent recruiters from the E-commerce, Technology and Media sectors.

Finance

With several new profiles offered on campus, prominent recruiters from the Banking and Financial Services sector include American Express, Axis Securities, Citibank, CRISIL, Deutsche Bank, Futures First, Goldman Sachs, HSBC, ICICI Bank, ING Vysya, Kotak Mahindra, JPMorgan Chase, Royal Bank of Scotland, Standard Chartered and Yes Bank among others.

Participants were offered roles in Investment Banking, Asset Management, Corporate Banking, Treasury, Risk Management and Retail Banking. Airtel and Hiranandani Group recruited for their corporate finance role.

Consulting

The Consulting domain attracted offers for about one-fourth of the batch. Prominent recruiters were Deloitte, Cognizant Business Consulting, Cartesian Consulting, Capgemini, KPMG, Infosys Management Consulting, MXV Consulting, PricewaterhouseCoopers, Redseer Consulting and Tata Consultancy Services.

The Boston Consulting Group recruited at IIM Indore by conducting a Batch Day process. Cognizant Business Consulting opened their Emerging Business Accelerator profile first time on campus.

General Management

The placement season witnessed participation from stalwarts such as Cipla, GE, Larsen & Toubro, Mahindra, Ranbaxy, Reliance Industries, Robert Bosch, RPG and Trident. General management roles were offered to about 13% of the batch. Recruiters offered senior management roles like VP-Marketing, VP-Business Development and COO Operations as well.

GE recruited for its prestigious Financial Management Program and Information Technology Leadership Program.

Information Technology

Accenture, Computer Sciences Corporation, HCL Technologies, Hindustan Unilever, Mahindra Comviva, MAQ Software, Mindtree and Wipro were some of the major firms that offered roles in IT Consulting. Other recruiters include leading business solution firms like WNS and EXL Services. Roles were mainly offered in Business Development, Product Management, Project Management and Sales Engagement.

Hindustan Unilever recruited participants for their corporate IT role. HCL Technologies selected candidates for their coveted Global Engagement Manager role.

Operations

Prominent recruiters in the Operations domain included Amazon, Daimler, Jindal Steel Power Limited, Larsen & Toubro, Procter & Gamble, Tata Steel and United Spirits which recruited for roles in Supply Chain Management, Procurement, Logistics and Infrastructure Management. Amazon recruited for their coveted BOLD program.

HDFC and UST Global were prominent recruiters from those who offered roles in HR. IIM Indore's focus this year to tap the startup space was very well received. Several start-ups recruited for senior leadership positions to help drive their fast growing businesses. PSUs like State Trading Corporation of India and Rashtriya Ispat Nigam Ltd (RINL) also recruited for various managerial roles.

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