

Summer Placement Report 2010

IIM Indore's summer placements have reaffirmed its position of being a B-school with a clear focus and a rich growing tradition of excellence. The institute witnessed a diverse mix of profiles being offered by many prestigious companies located in India and abroad. The batch of 240 students was placed in **102 companies** across a wide range of functional areas and growth sectors. A validation of the recruiter perception of IIM Indore as an institute of repute was proven through the presence of 20 new corporates on campus. The **average stipend stood at INR 40,000** this year. One of the highlights of Summer Placements 2010 were new offerings in emerging sectors such as carbon finance consulting, healthcare and e-governance which saw strong interest amongst the participants.

IIM Indore strengthened its relationship with past recruiters like **JP Morgan Chase, Deutsche Bank, HUL, Standard Chartered, HSBC, Mahindra & Mahindra, Edelweiss, Colgate Palmolive, Microsoft, Multi Screen Media, Axis Bank, GSK, Pepsi, AT Foods, Britannia, Hewitt Associates, Marico**. These corporate partners' strong relation with the campus reaffirmed the commitment to quality and strong business knowledge which candidates from IIM Indore display every year.

Several new relationships were built this year with firms like **Development Bank of Singapore, IDEA, Aviva, Eli Lilly, Provogue, SAB Miller, Patni, TATA International, Parle Agro and the Avantha Group**. Leading global PSUs also made their presence felt through Fortune ranked companies like BPCL and the Oil and Natural Gas Commission. New ventures like Neudesic, Brandgain and Mobisolv also saw an enthusiastic participation from participants, eager to pick up General Management principles in an entrepreneurial environment. Many participants were especially looking forward to the experience of working in cross-functional roles in the rich intellectual climate these firms offer.

The recruiters and participants have reciprocated with great enthusiasm to the institute's efforts towards a high degree of alignment between participants' expectations and roles offered.

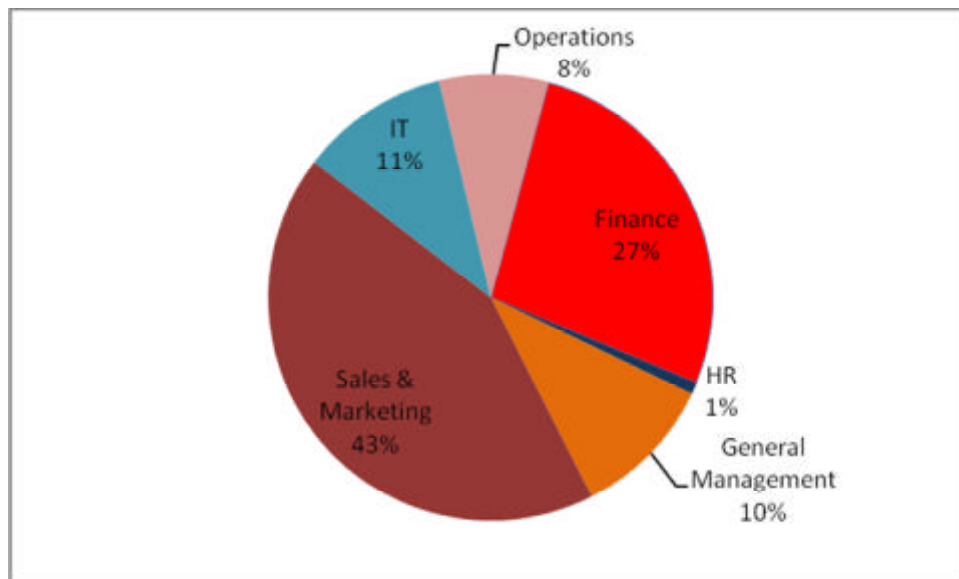


Figure 1: Roles on offer

The banking and financial services sector has always been one of the most sought after sectors at IIM Indore. The 2010 summer placement process was not different in this regard with over a quarter of the batch being placed in this sector. Recruiters like JP Morgan Chase, Deutsche Bank, Edelweiss, American Express, HSBC, Axis Bank, Standard Chartered, Tata Capital offered a variety of profiles such as investment banking, consumer/wholesale banking, derivatives trading, financial consulting, research and treasury.

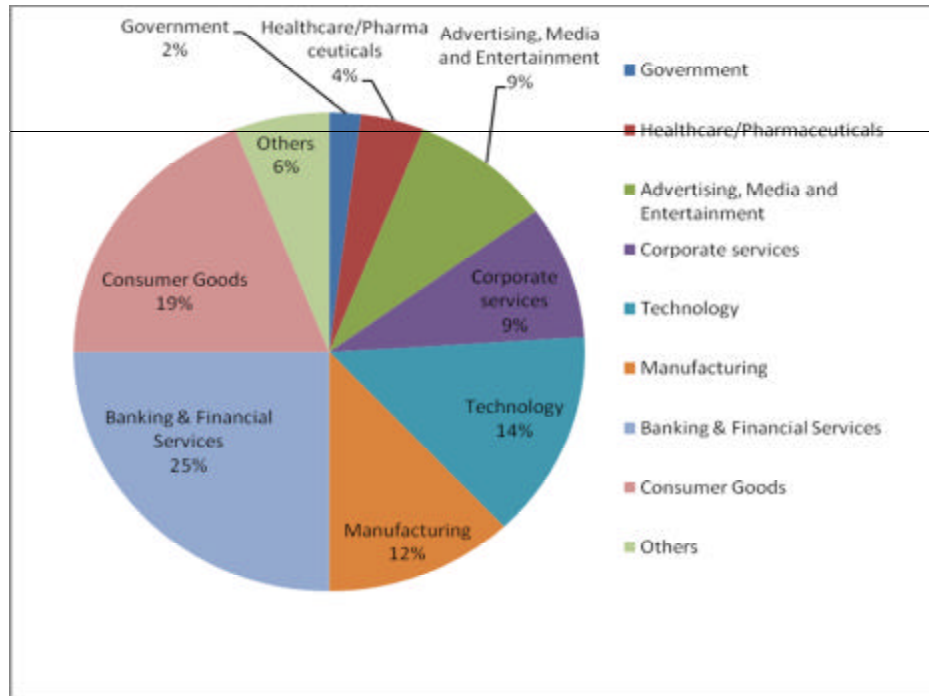


Figure 2: Offers across sectors

Sales & Marketing witnessed a huge upsurge both in terms of number of recruiters and participants opting for S&M profiles. The sector alone accounted for over 47% of the total offers across major Indian and multinational recruiters like **HUL, ITC, Colgate-Palmolive, Marico, Britannia, PepsiCo, Perfetti, Microsoft, Asian Paints, and Johnson & Johnson Medical**. Some of the major media houses like Starcom Media Vest, SET, HT Media as well as global names in the Pharmaceutical Industry such as GSK and Eli Lilly also offered exciting S&M roles. The offers were made across a wide variety of profiles like S&M Management, Branding, Market Research and Analysis etc. Retail India was represented by challenging offers made by Hidesign and Provogue which were enthusiastically received by the participants.

Sales & Marketing also saw several international offers being made by recruiters like HUL, Vega Foods, etc. Vega Foods Corp Singapore hired from IIM Indore for the second time this year showing the value they place in the clear focus on entrepreneurial spirit and global exposure shown by IIM Indore participants. The participants, who slotted Vega highly in the Summer Placement 2009 process, also lauded the company's participatory management and opportunity for rapid career progression.

Capitalizing on participants' deep understanding of several domains and knowledge base stemming from prior work experience, multiple offers were made by consulting firms such as **Hewitt Associates and conglomerates like Mahindra & Mahindra**. IT Consulting roles were on offer from companies such as **TCS, Cognizant, IBM, Wipro and Patni**.

Traditional recruiters **Essar Group, Mahindra & Mahindra and Indofil Chemicals Company** also participated in the process, making multiple offers in the field of general management. Voltas, a first time recruiter, offered profiles in general management. Participants looking to build a career in operations management were made lucrative offers by Essar Group, GATI, Asian PPG, Cummins and Idea Cellular among others.

The group has an ideal mix of experienced professionals (74%) and fresh graduates (26%). With an average work experience of 16 months, the batch also has a unique blend of professional experience. Approximately 30% of the batch is from premier institutes like IITs and NITs, apart from the participants from top-notch foreign universities. Participants of IIM Indore hail from varied educational backgrounds like engineering, commerce, mathematics, aerospace and business. Work experience in different sectors such as IT, oil and gas, education, consultancy, financial services, healthcare, sales and marketing, telecommunications etc has led to symbiotic learning and interaction among participants.

IIM Indore's summer placements have reaffirmed its position of it being a top notch B-school emphatically. The institute is growing rapidly, and is favored by corporates because of the strong participant quality, renowned faculty to provide conceptual clarity, continuous interaction with industry experts and strong focus on soft and hard skills development. This year IIM Indore has established itself as the most trusted resource partner for corporates dispelling all fears of recession and confidently expecting a phenomenal upcoming final placement season.

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