



Final Placement Report 2016-2018

INDIAN
INSTITUTE OF
MANAGEMENT
INDORE

### **OVERVIEW**





It gives me immense pleasure overseeing a successful placement season with a tremendous increase in the average CTC as well as the highest CTC. Leveraging upon the largest batch across all IIMs -including PGP, PGP Mumbai and IPM programmes, an advent of new relationships were developed. This is a testament to the confidence and trust shown by the industry in the rigor and excellence of IIM Indore and further reaffirms our position among the top business schools in the country.

On behalf of the entire IIM Indore Community, I would like to thank all our recruitment partners for continuous support and for recognizing IIM Indore as a preferred campus for recruitment.

- Prof. Rishikesha T. Krishnan, Director

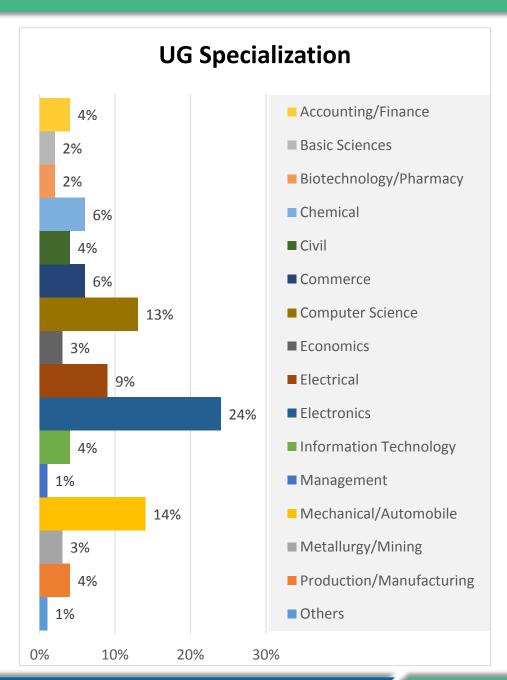
IIM Indore has once again proven its eminence among the premier business schools of the country with the recently concluded final placements for 2016-18 batch that comprised of 624 participants (443 PGP, 68 PGP-Mumbai & 113 IPM). The multitude of offers granted by industry giants reaffirms their trust in the institute and its legacy. The season witnessed a highly commendable increase in the number of recruiters across multiple sectors. More than 200 recruiters participated in the process.

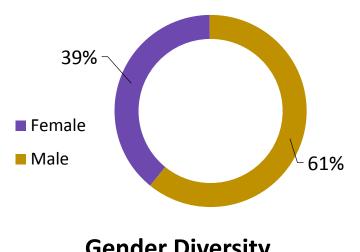
The highest international package offered this year was 63.45 LPA while the highest domestic package stood at 33.04 LPA. The average CTC for the batch was 18.17 LPA, which is a 12% increase from the previous year. Also, owing to the excellent performance of students during their summer internships, the number of Pre-Placement Offers (PPOs) extended by companies this year increased by an astonishing 40% to 147.

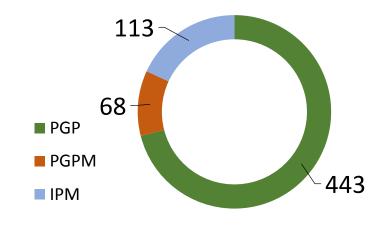
The unique 5-year Integrated Programme in Management recorded Average CTC of 15.16 LPA with a phenomenal increase of 21% in comparison to the previous year.

### **BATCH OF 2016-2018**





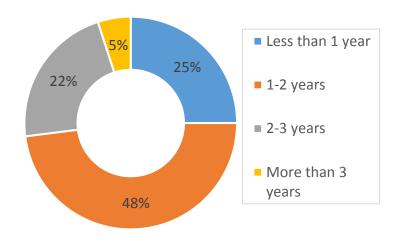




**Gender Diversity** 

**Batch Strength** 





**Work Experience** 

### **PLACEMENT STATISTICS**





Highest Domestic Package

**Average CTC** 

**18.17** Lacs

**Increase in the Average CTC** 

12%

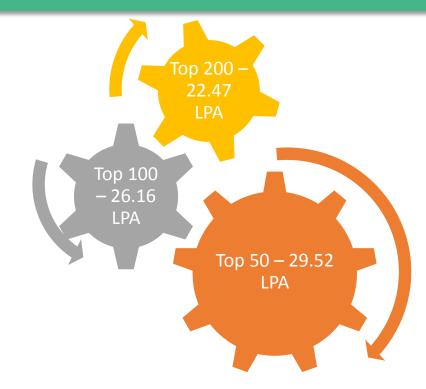
Total Number of companies

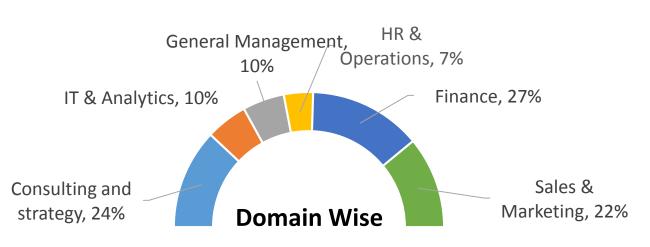
200+





100% Placements





# FINAL PLACEMENTS 2018 | DOMAIN

#### रिविट्यूनी प्रकथ भा. प्र. सं. इन IIM INDOR

### **CONSULTING**

Owing to exceptional quality of participants, Consulting stalwarts like Accenture Strategy, Boston Consulting Group, Cognizant Business Consulting, Deloitte USI, EXL Service, EY, Infosys Management Consulting, KPMG, PwC, SKP Group, United Health Group (Optum) contributed to more than 24% of placements. PwC US SDC recruited for the first time and PwC India continued its strong hold with the institute by opening new roles for the participants. Long term associations were forged with Accenture Strategy and many other industry visionaries offering niche roles thereby cementing Consulting as the most coveted domain at IIM Indore.





**Deloitte.** 









### FINANCE

With 27% of the batch opting for Finance roles and participation of multiple Investment Banks, Private Equity and Venture Capital firms offering highly coveted front end roles, IIM Indore has emerged as one of the top destinations for finance recruitment in the country. Major recruiters such as Axis Bank, Bank of America, Credit Suisse, Deutsche Bank, Goldman Sachs, Edelweiss, HDFC Bank, HSBC, ICICI Bank, Indus Valley Partners, JPMorgan Chase, Kotak Mahindra Bank, Max Life Insurance, Nomura, Royal Bank of Scotland and Yes Bank among many others continued their long-term association with IIM Indore. Other coveted roles were offered which include Investment Banking, Asset Management, Corporate treasury and Equity Research.











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### **SALES & MARKETING**

Sales & Marketing also continued to be the preferred domain amongst participants with Industry leaders like Asian Paints, Aditya Birla Fashion and Retail, Bajaj Auto, Blue Star, Dabur, Emami, Godrej & Boyce, GroupM, GSK Pharma, Hero MotoCorp, Hindustan Coca-Cola Beverages, Hindustan Unilever, Hindware, Indian Oil, ITC, Jubilant Foodworks, LAVA International, Larsen & Toubro, L'Oréal, Marico, Maruti Suzuki, Mother Panasonic, PepsiCo, Philips, Pidilite, Tata Steel, TimesOOH, Tolaram Group, Toppr Vodafone recruiting in large numbers. Many Pharma giants including Cipla, Dr. Lal PathLabs and GSK Pharma recruited for their coveted sales and marketing roles.















# FINAL PLACEMENTS 2018 | DOMAIN



# **GEN MAN/ HR/ OPERATIONS**

General Management domain continued to attract top recruiters like Aditya Birla Group, Airtel, CP Group, GMR Group, JSW Group, Lenskart, Mahindra & Mahindra GMC, Max Life Microland, PayTM, Reliance Insurance. Industries, Shell, ValueLabs and Vedanta making multiple number of offers to the participants and reinforcing their trust in IIM Indore.

The operations domain saw an array of recruiters such as Aditya Birla Fashion & Retail, Cipla, DHL, Dr. Lal PathLabs, Jubilant Foodworks, Larsen & Toubro, Prataap Snacks and TATA Steel who recruited students in strong numbers.

HR Leadership roles were offered by DHL, ICICI Bank, Max Life Insurance and UAE Exchange.













### IT & ANALYTICS

IT domain witnessed a surge in the number of roles offered as well as participation from leading firms like Dell, Google and Hindustan Unilever recruiting for their sought-after IT leadership roles. This season witnessed an increase in the participation from Technology Consulting firms like Accenture Technologies, Capgemini, HCL Technologies, IBM, Infosys, L&T Infotech and Mahindra Comviva among others. Several E-Commerce firms like CarWale, IndiaMart, Lenskart, NestAway, PayTM and RentoMojo made multiple offers.

Analytics domain saw participation from industry leaders such as American Express, LatentView Analytics, MAQ Software, Moody's Analytics, MuSigma and Philips Lighting.









### **SEASON HIGHLIGHTS**

IIM Indore oversaw tremendous success in the current placement season. The distinctive roles offered across various domains this year attests the exceptional quality of the students. There has been a stupendous boom in the number of first time recruiters this year like CP Group, Lenskart, Moody's Analytics, PwC US SDC and Toppr to name a few. Accenture Strategy and Tolaram Group recruited after a brief hiatus. Recruiters like Google, KPMG, L&T, PwC etc. opened new roles, showcasing their trust and loyalty in the institute. The placement season ended on a grand note with unwavering support from the marquee associations and the recruiters. new participants, opening up new prospects for the forthcoming years.













### **PROMINENT RECRUITERS**

















































































































### **PROMINENT RECRUITERS**













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Placement Committee Class of 2016-18





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