



शैलेश जे. मेहता प्रबंधन विद्यालय

भारतीय प्रौद्योगिकी संस्थान मुंबई

पवई, मुंबई-400 076, भारत

Shailesh J. Mehta School of Management

Indian Institute of Technology Bombay

Powai, Mumbai-400 076, India

Tel : (+91-22) 2576 7781/ 2576 7782

EPABX : (+91-22) 2572 2545, Extn. : 7781/7782

Fax : (+91-22) 2572 2872, 2572 3480

Website : www.iitb.ac.in

www.iitb.ac.in/~som

Placement 2008 at SJMSOM, IIT Bombay

A total of 53 companies gave 153 offers to the batch of 53 students. The offers per student stood at 3 approximately . The average domestic salary increased by 44% from the previous year's figure of Rs. 9.71 lakhs to Rs. 13.96 lakhs this year. The median salary registered a rise from Rs. 9.5 lakhs to Rs 14.50 lakhs, an indicator that most of the batch got salaries in the upper band. The highest domestic offer was Rs. 21 lakhs whereas the lowest salary was of Rs 7.75 lakhs. The highest international offer was US\$ 85,000 by Olam International (Singapore).

Pre-Placement offers were made to 40% of the batch before the start of the placement process. The list of companies included Citibank, Standard Chartered, L'Oreal, Cadbury, Spencer's Retail, Feedback Ventures, TPG, and Wipro.

The significant thing about the final placements this year was the exciting profiles that were on offer. The companies offered profiles in General Management, Private Equity, Investment Banking, Wholesale Banking, Management and IT Consulting, Strategy and Execution, Sales and Marketing amongst others. Senior positions like Associate Vice President and fast track Leadership roles were the most coveted profiles. A heartening thing was that corporates offered specific roles to suit the interests of students to attract them. HCL, for example, offered a unique international role in Business Development for the middle east region which is one of the most sought after positions in services industry.

The strength of this year's placements could be gauged from the large number of first time recruiters. Microsoft, SUN Microsystems, P&G, ITC, Glenmark, E&Y (Business Advisory Services), Universal Consulting, Global eProcure, Barclays Bank, ICICI Securities, Yes Bank were some of the new recruiters. Niche profiles in oil and gas sector were offered by companies like Cairn Energy and GE Oil and Gas. Companies like HSBC, Bank of America LLC, and

Feedback Ventures expanded their existing relationship with the School by offering positions in Finance and Infrastructure advisory respectively.

International Offers

This year, SOM made a significant foray into the international frontiers. Nearly 17% of the batch was offered international profiles, a considerable increase over last year. The school saw a surge of multinational companies recruiting graduating students for their international positions with the highest salary of US\$ 85,000. Companies like ICICI Bank, Swiss Re, HCL, Olam International (Singapore), and Glenmark were some of the companies offering positions abroad.

Consulting

The consulting domain saw an impressive array of profiles being offered to the students. Some of the companies which visited the campus, among others, include Ernst and Young (Business Advisory Services), Feedback Ventures, Universal Consulting, Tholons, Avalon Consulting, Inductis, Deloitte, Capgemini, TPG, and Global E-Procure. Business Consulting, Infrastructure Advisory, Government Advisory, Operations and SCM Consulting were some of the profiles offered. Almost 18 percent of the batch opted for the exciting profiles offered by these consulting firms.

Leadership Profiles

Indicating the growing recognition of leadership acumen of students at SOM, companies such as GE, Tech Mahindra, Cadbury, Cummins, and HCL offered the much coveted Leadership profiles to approximately 14% of the batch.

Banking and Finance

Positions in Banking and Finance were offered to 23% of the graduating batch. Exciting profiles such as Private Equity, Investment Banking, Credit Risk, Consumer and Wholesale (Corporate) Banking, Research and Analysis, and Corporate Finance were offered by companies such as HSBC, Lehman Brothers, Bank of America LLC, Barclays Bank, JPMC, Standard Chartered Bank, ICICI Securities, Yes Bank, Citibank, ICICI Bank, and Kotak Bank. The no. of offers in the area of Finance has been increasing over the years.

Sales and Marketing

Diverse profiles in Sales and Marketing were offered by reputed companies such as Castrol, Sybase, Sun Microsystems, Oracle, RPG Group, and Idea Cellular to 13% of the batch. This year's placement also witnessed the enthusiastic participation of FMCG companies. Companies like ITC, Marico and Wipro Consumer Goods offered exciting roles in Sales and Marketing.

Systems and IT

This area was represented by global IT majors such as Microsoft, Oracle, Intel, IBM, Sun Microsystems, Accenture, CTS, and HCL. Offers in this area constituted about 30% of all the offers made at SOM.

Operations

The Operations domain also saw participation from reputed firms such as Glenmark, Cummins, Olam, Global E Procure, TPG, and others, which offered exciting roles. Leading FMCG firms like P&G, ITC, Marico and Cadbury also offered challenging roles in this domain.

The excellent placement at SOM in the face of difficult situation arising from subprime losses, global slowdown, recession, and rupee appreciation highlights the position of strength the school occupies in the industry.

N Ramesh, a student who preferred job profile to the salary being offered, said "with 5 offers from leading companies, SOM made me spoilt for choice. Giving more importance to profile than to salary, I accepted an offer from a global conglomerate for their coveted leadership program." Moiz Saif, the Student Placement Coordinator said, "Overall, the 2008 placement is the best so far for SOM. There was a significant increase in number of blue chip companies and the students were spoilt for choices both in the terms of profiles and salary packages. The best thing is that every student managed to get the profile of his/her choice"

The team from Deloitte had this to say at the end of a satisfying experience on the placement day – "The whole (placement) process was organized very well with great hospitality and coordination." The recruiters from a leading global semiconductor firm felt – "A great experience coming to this campus."

"Continuous effort - not just strength and intelligence - is the key to unlocking our potential" – Quoting these famous words by Sir Winston Churchill, Prof. S.V.D. Nageswara Rao, the faculty placement coordinator, aptly summarized the greatest placement season ever in SOM. "SOM strives to produce world class leaders of tomorrow and believes in imparting the latest and best education to its students. Continuous improvement is the key and this placement season is the precursor for even greater achievements to come."

"Whatever we expect with confidence becomes our own self-fulfilling prophecy" – Brian Tracy.

Placements 2008 at SOM, IIT Bombay: Salient Points

Domestic (in Rs)	
Lowest	7.75 Lakhs
Mean	13.96 Lakhs
Median	14.50 Lakhs
Highest	21 Lakhs
International	
Highest	USD 85,000

