



**SHAILESH J MEHTA
SCHOOL OF MANAGEMENT,
IIT BOMBAY**



Final Placements, Batch of 2011-13

Introduction

In one of the most challenging years in the job market, SJMSOM maintained its reputation of providing the best career opportunities to its students. While the regular recruiters were playing safe by recruiting lesser numbers across campuses in a year with economic downturn, the new recruiters filled the gap.

This year saw opening of new opportunities at various industry giants for the students of SJMSOM. Goldman Sachs offered the Corporate Treasury profile for the first time. Industry leaders such as Bennett Coleman, BNY Mellon, Lodha Group and BASF found the quality of students exceptional in their very first visit to the campus and expressed interest in continuing the strong relationship in the future. Amazon, an e-Commerce major, with its expansion plans in place banked on its oldest campus partner by recruiting 5 students for lucrative roles. Accenture & Wipro were the largest recruiters.

Continuing the trend of grabbing Pre Placement Offers at elite organizations, the students spotted opportunities in companies including Kraft Cadbury (now, Mondelez), Procter & Gamble, DBS Bank, GeP, Cummins, Marico, Asian Paints & Colgate Palmolive.

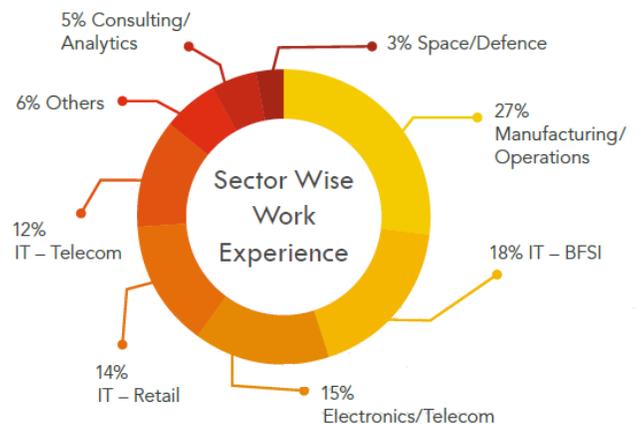
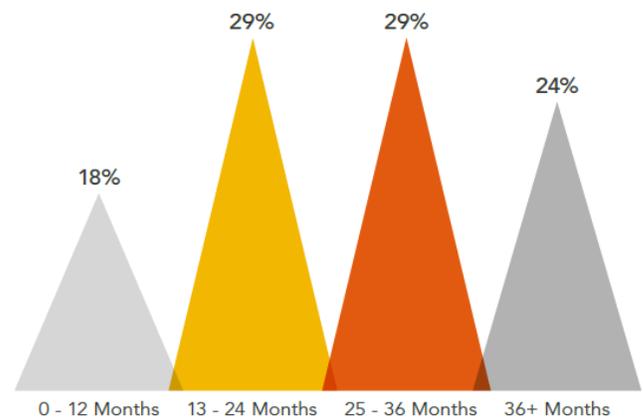
Students from the 2011-13 batch of SJMSOM were offered several profiles by finance majors such as Citibank, Goldman Sachs, DE Shaw, ICICI, JP Morgan Chase & L&T Finance.

Yes Bank, which was the largest recruiter last year in the finance domain, continued its strong relations with SJMSOM in spite of the tight market scenario.

Student Profiles

The students from the batch of 2011-13 who did their Master of Management programme at SJMSOM, IIT Bombay were a mix of fresh graduates as well as candidates who had prior work experience in various sectors. A brief snapshot of the batch profile of 2011-13 follows:

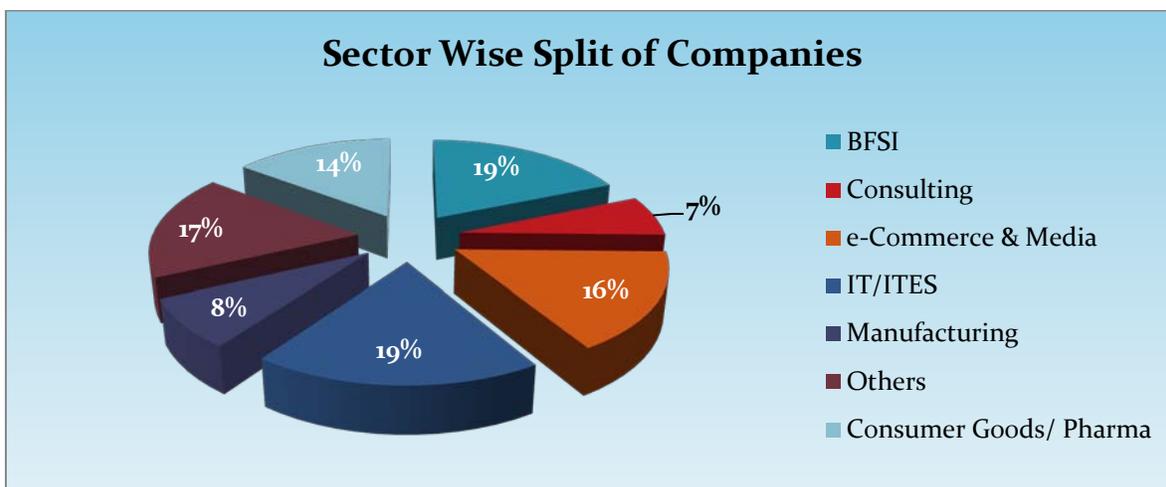
Work Experience



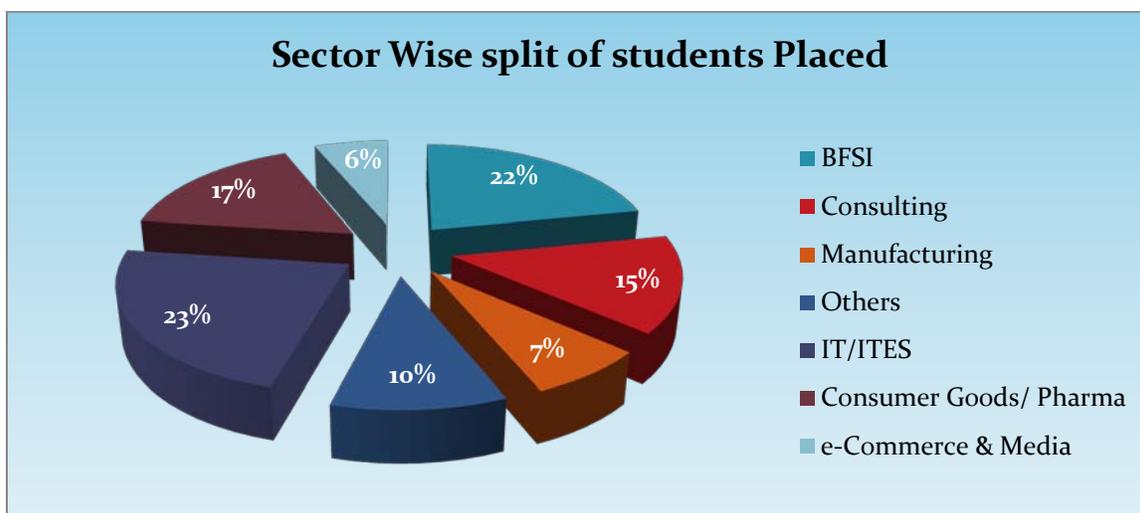
Final Placements Key Statistics

Final Placements Statistics	
Number of participating companies	68
Highest Salary	INR 22 Lakhs
Average Salary	INR 11.8 Lakhs

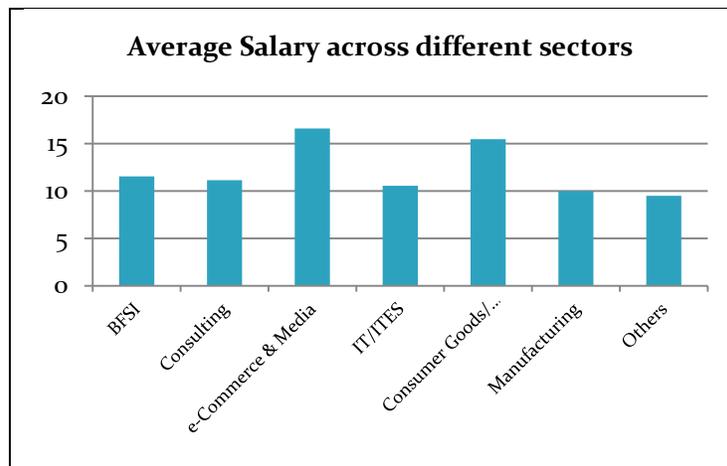
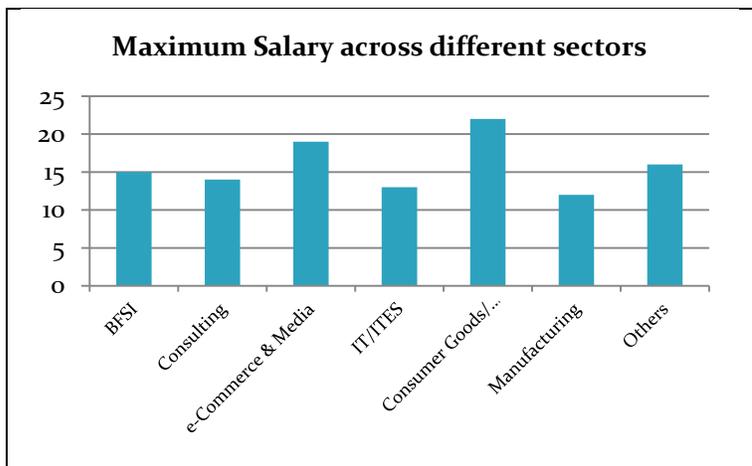
The average salary offered was INR 11.8 Lakhs while the highest salary offered was INR 22 Lakhs. Companies from diverse sectors such as BFSI, Consulting, Consumer Goods, Pharmaceuticals, E-Commerce, Media, IT/ITES and Manufacturing participated in the process this year. The sector-wise split of various companies which participated in this year's process is as follows:



The students of SJMSOM chose profiles across various domains based on their interests. Candidates were offered profiles in the fields of Operations & Supply Chain, Information Technology, Finance, Sales & Marketing, Consulting and General Management. The sector-wise split of the students placed is as follows:



The maximum & average salaries offered in each sector are given in the below graphs.



BFSI

22% of the students chose to take up a career in the BFSI domain. Companies such as BNY Mellon, Citibank, DBS, DE Shaw, Goldman Sachs, ICICI, JPMC, Kotak Mahindra Bank, L&T Finance and Yes Bank were the prominent recruiters in this domain. Students were offered varied profiles such as Leadership Development Program, Corporate Treasury, Asset Liability Management, Corporate Banking, Retail Banking, Risk Management and Project Finance.

Consulting

A number of consulting profiles were offered to the students during the placement process this year. Recruiters such as Accenture IT Consulting, Cognizant, Ernst & Young, GeP and i-Maritime took part in the process this year.

Profiles were offered in the domains of Business Consulting, Supply Chain Consulting and IT Consulting.

Consumer Goods, Pharma & e-Commerce

The Consumer Goods, Pharma & e-Commerce Sector re-emphasized their faith in SJMSOM by offering a number of roles to 23% of the batch. Some of the regular top recruiters were Amazon, Asian Paints, Bennett Coleman, Colgate Palmolive, E-Bay, Givaudan, Idea Cellular, Mondelēz, Marico, Nestle, and P&G. The profiles offered by these companies were in Operations, Supply Chain Management, Sales & Marketing and IT.

IT/ITeS & Telecom

SJMSOM yet again proved to be one of the most favored destinations for technology companies. 23% of the students preferred to take up roles in this sector. Technology major's such as Accenture, Cognizant, CitiusTech, Dell, HCL, HP, Idea Cellular, Microsoft, Lodha Group, Mu-Sigma and Wipro participated in the process this year.

The profiles which were offered by these companies included IT Leadership Profiles, Analytics and Business Development, Strategy, Product Management and Technology Marketing and Project Management.

Manufacturing

Conglomerates such as Alfa Laval, BASF, Cummins and Godrej offered some of the most sought after profiles in Marketing, Supply Chain Management & Operations.

Faculty Placement Coordinator's Message:

SJMSOM's reputation as being one of the fastest growing business schools in India was once again reaffirmed by the industry which offered various profiles to the students. This was evident from the number of new recruiters which took part in this season's final placement process. However, due to the economic downturn, this placement season saw some conservative hiring by most companies.

Although we have a very strong background in Technology and Operations, Finance, Marketing and Consulting continue to grow rapidly in terms of the profiles offered. On behalf of the faculty members and students of SJMSOM, I would like to thank all the participating recruiters and our illustrious alumni for their continued support.

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