



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



SJMSOM
Innovation, Leadership, Entrepreneurship

IIT Bombay

FINAL PLACEMENT REPORT

CLASS OF 2012-14



Shailesh J. Mehta School of Management, IIT Bombay continued its legacy of being one of the fastest growing business schools in India by establishing outstanding final placements across domains. Companies affirmed their trust in the institution by offering diverse roles in all the domains of management. Final Placement season this year saw a plethora of new relationships forged with a number of organizations including the industry stalwarts like ITC, Microsoft and Dr. Reddy's.

SJMSOM's technology forte proved to be the basis of establishing strong relationships with FMCG and Consulting sector. But the real strength of SJMSOM lies in its students. Owing to the remarkable performance of students in their summer internships this year, SOM became a preferred destinations for Leadership, Finance and Systems roles across sectors as well. More than one fourth of the batch being offered PPOs/PPIs (Converts) stands as a proof of excellent performance and quality of students. The growing alumni base has been instrumental in guiding students with their enriching experiences for this accomplishment.

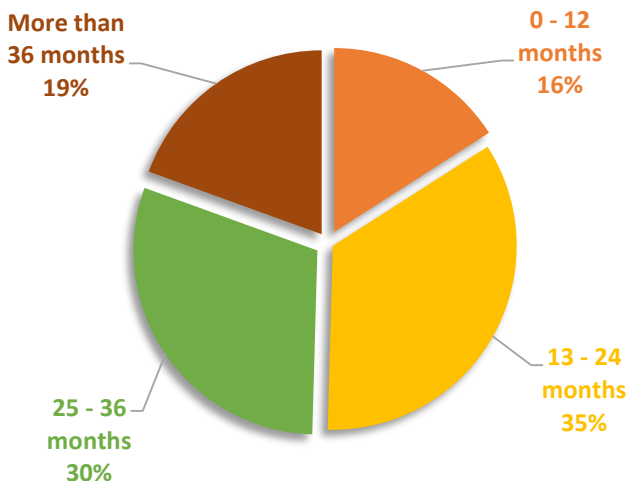
A few highlights of this year's placement season are as follows:

Total number of students	114
Total number of PPOs & PPIs converted	29
Total number of offers made to students	118
Total number of companies participating	68
Highest annual compensation (LPA)	23.36
Average annual compensation (LPA)	14.26
Average annual compensation (top 50% of the students) (LPA)	18.68

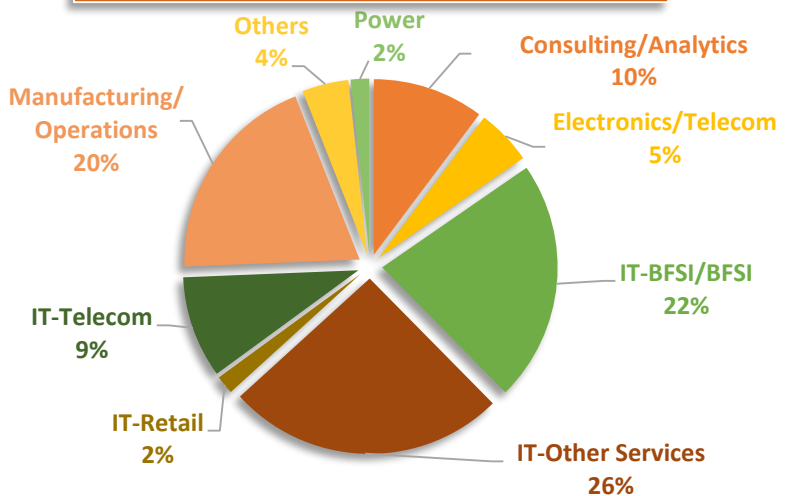
Profile Snapshot: Class of 2012-14

A brief glance at the batch profile highlights the diversity that exists in the Class of 2014. The CAT Cutoff of 98.73 percentile is a testament of the caliber of the students at SJMSOM. Students, on an average, had 27 months of prior work experience. Some key statistics about the batch are:

WORK EXPERIENCE DISTRIBUTION

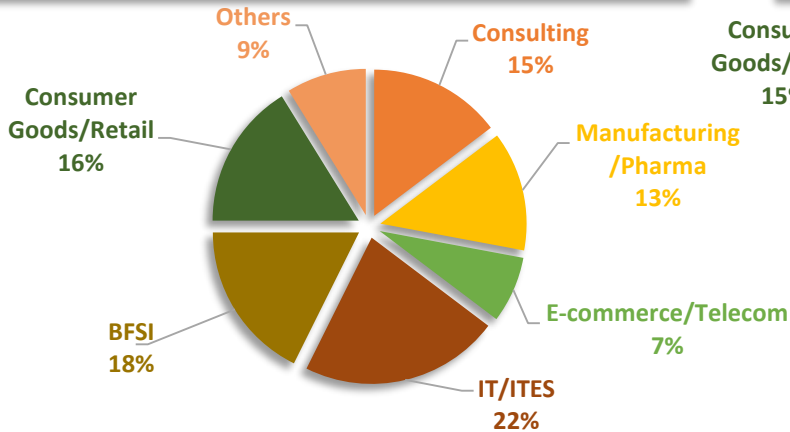


SECTOR-WISE WORK EXPERIENCE

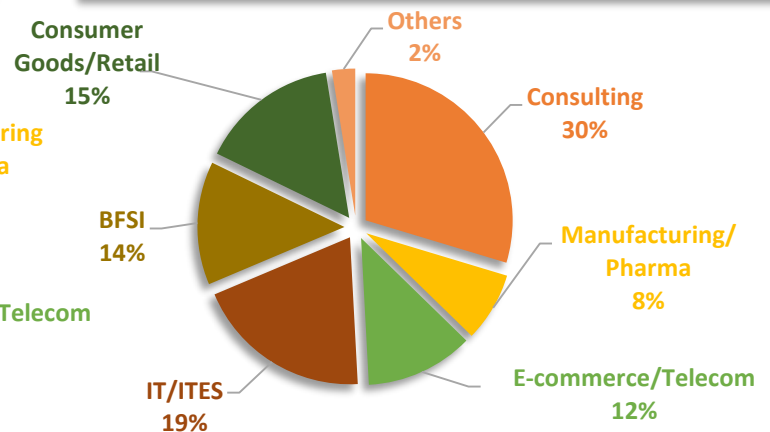


Final Placements: Key Highlights

SECTOR-WISE COMPANY DISTRIBUTION



SECTOR-WISE STUDENTS DISTRIBUTION



BFSI

The companies that participated from BFSI sector included Goldman Sachs, Barclays, JPMC, ICICI, Citicorp Services, HDFC, Axis bank, India Forex, Cequity Solutions, Franklin Templeton Investments, GIST Advisory, Home First Finance and NeoGrowth to name a few. The roles offered by these companies included Analyst, Banking Operations, Corporate Banking, Corporate Treasury, HR, Market Risk Analyst, Retail Banking and Sales & Marketing.

Consulting

Consulting was the most sought after sector in this year's final placements. The companies that participated from the consulting sector included Ernst & Young, Deloitte, KPMG, GeP, Accenture, Capgemini, Cognizant, HCL and Inspirage among others. The profiles offered by these firms included Business Consulting, ERP Consulting, Financial Consulting, IT Consulting, and Supply Chain Consulting.

Consumer Goods/ Retail

SJMSoM proved its mettle once again in FMCG sector with 15% of the entire batch choosing final placements in the consumer goods/ retail sector. The companies that visited the campus from this coveted sector were P&G, ITC, Asian Paints, Nestle, Marico, Colgate Palmolive, L'Oreal, National Instruments, Mondelēz, General Mills, Raymond, etc. They offered Sales & Marketing, Supply Chain Management and Systems profiles based on the interest of the students.

E-Commerce & Telecom

Many companies from e-commerce and telecommunication sector visited the campus this year. Some of them were Amazon, eBay - PayPal, Flipkart, Idea Cellular and Reliance Communication. The profile offered by these companies included Business Analytics, Leadership Role, Operations, Sales & Marketing, Supply Chain Management and Systems.



IT/Analytics

Microsoft, Dell, HP, Sutherland, Fractal Analytics, Wipro, iKen Solutions, Intellicap, KPIT Cummins, MAQ, Yash Technologies, Analytics Quotient, Citius Technologies and Zycus Infotech were a few of the prominent recruiters in this sector. Profiles offered by these companies included Business Analyst, Business Development, IT Services, Project Management, Sales & Marketing, Supply Chain Consulting and Systems.

Manufacturing/Pharmaceutical

Companies that visited the campus from the manufacturing and the pharmaceutical sector included conglomerates like General Electric, Anand Group, along with Cummins, Dr. Reddy's, ACG Worldwide, ATG Tires, Galaxy Surfactants and Glenmark, to name a few. Anand Group, Dr. Reddy's and Glenmark recruited for the first time from the campus. These companies offered profiles which included Leadership Roles, Sales & Marketing and Supply Chain Management.

Others

Other companies which visited the campus included eClerx, Pitney Bowes, Gati KWE, Trimble and Maruti Transit Group among others. They offered profiles such as IT Service, Sales & Marketing, Supply Chain Management, Project Management, Finance and Logistics.

From the Desk:

This final placement season reinforced SJMSOM's strong standing among top business schools in terms of quality and diversity of profiles offered. This provided students with the opportunity to pursue their career in their own fields of interest in corporates of international repute. The unique blend of extensive industry interaction along with the academic rigor at SOM equips students with skills which are pertinent in the current business world. The number of PPOs/PPIs this year is a testimony of that fact. 'Brand-SOM' recognition in the industry has helped the school forge new relationships while strengthening the existing ones.

On behalf of entire SJMSOM fraternity, I would like to extend heartfelt gratitude to our recruiters and wish for an even stronger relationship with their organization. I would also like to thank our eminent alumni for establishing and strengthening our corporate relations year on year. Without their invaluable support, this feat could not have been achieved.

My best wishes to the passing out batch for their careers and life ahead.

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