

Placement Process 2012

The Final Placement process for the IIT Kanpur MBA program commenced from 1st week of December 2011 and 26 job offers were rolled out by the end of first week. The department attracted some of the biggest and best companies to participate in the campus recruitment process. Having more than 20 companies confirming their participation for a small batch of 26 students is a testimony of the faith that corporate sector has in brand MBA at IIT Kanpur. Some of the companies had to go empty handed as all the eligible students were placed before the respective companies visited the campus. IIT Kanpur MBA program followed one student one job policy this year also.

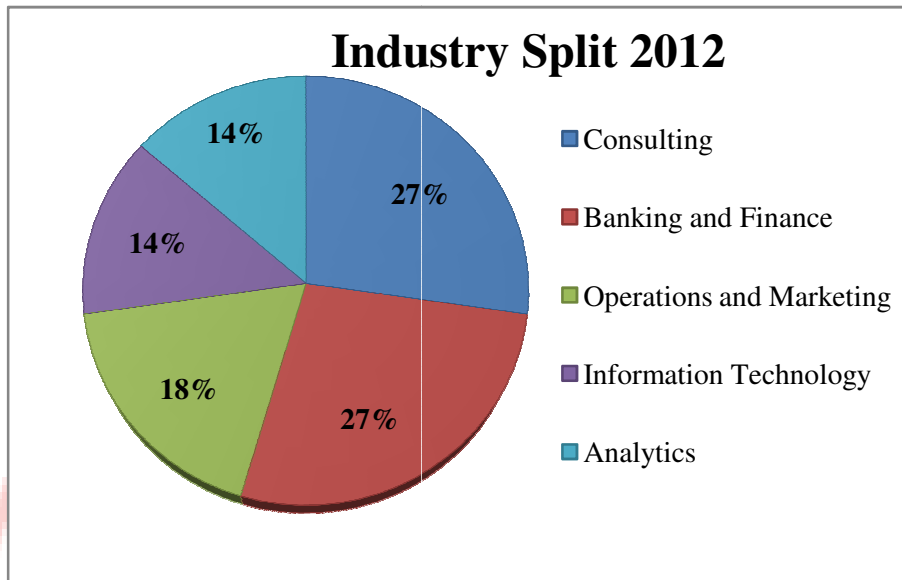
Final Placements 2012

The Final Placement season 2012 saw a good number of companies visiting IIT Kanpur MBA offering niche and interesting profiles to its students. Selection and scheduling of the companies was done keeping in mind the students' interest and the job profiles offered.

Industry heavyweights continued their relationship with IIT Kanpur MBA and offered profiles in domains like Consulting, Banking, Sales, Operations, Corporate Finance, Analytics, Technology, Infrastructure Finance, Human Resource etc. Various firms offered multiple profiles to different candidates at the same time as per the interests of candidates and their qualifications. Batch of 2012 being more interested in areas of Consulting and Finance, more number of companies from the area of Banking, Finance and Consulting were invited for campus recruitments. While some of the major companies confirmed their interest but couldn't participate in the placement process as students with requisite profiles were already placed.

Relationships with Regular Recruiters and New Recruiters

Regular recruiters like Deloitte US-India, Accenture Management Consulting, Infosys Consulting, Infosys BPO and HSBC were very much satisfied with the quality of talent hired in the past from IIT Kanpur MBA, and once again confirmed their participation in MBA placements reaffirming their long-term relationship with the department. Final Placements 2012 also witnessed entry of new recruiters including PricewaterhouseCoopers, Mu-Sigma, UCO



Bank, Citicorp, McKinsey Knowledge Centre, Damodar Valley Corporation, PBOPlus Consulting and IDBI. This highlights the growing confidence of the corporate world on MBAs from IIT Kanpur.

Figure 1: Industry Profile of MBA Recruiters - 2012

Consulting has been a strong hold at IIT Kanpur. In consulting sphere, IIT Kanpur MBA attracted Big-4 auditing companies like PricewaterhouseCoopers and Deloitte US-India for campus recruitments. The other major recruiters in consulting domain were Accenture Management Consulting, Infosys Consulting and Infosys BPO. Profiles offered were Environment Sustainability, Audit and Enterprise Risk, Management Consulting, ERP Consulting, ERP Pricing and IT Consulting. PBOPlus offered profile in Management Consulting. In addition to this, profiles of Corporate Planning, Project Management and Business Analyst were also offered by IT majors like IBM and Mu-Sigma. Students were also offered roles in Analytics by McKinsey Knowledge Centre and HSBC.

In banking and finance segment, IIT Kanpur MBA had some of the biggest players including Citicorp, HSBC, UCO Bank, Power Finance Corporation, IDBI and Bank of India offering coveted profiles to its students. The profiles include Corporate Banking, Risk Management, Asset Liability Management, Debt Management and Finance Manager. Profiles in Marketing and Sales were offered by Bank of India, IDBI Bank and Midhani Limited. Thinklink Supply Chain Services offered very niche roles in Supply Chain Optimization. Human Resource and Administration profile was offered by Damodar Valley Corporation.

Dual Placement Thrust: MBA Team and Student Placement Office

IIT Kanpur MBA has a very unique advantage of having IIT Kanpur's overall Student Placement Office (SPO) invite companies for MBA placements. SPO is responsible for placements of all the students at IIT Kanpur. SPO helps the department by inviting companies who also have interest in MBA program. The MBA placement team at the department also seeks out relationship with new recruiters while maintaining historical relationships. This dual effort ensures that best of the companies are invited for placements on the campus, and in most cases long-term relationships are maintained with past and potential recruiters.

Some of the key Placement Statistics for the batch of 2012 are given in the table below

Table 1: Placement Statistics 2012

Key MBA Placement Statistics - 2012	
Number of confirmed recruiters*	20
Total number of offers	28
Total number of students	26
Average annual compensation (Rs. lpa)	8.73
Highest annual compensation (Rs. lpa)	14
Median annual compensation (Rs. lpa)	8.50

*includes recruiters who confirmed their participation but couldn't recruit as students with relevant profiles were already placed.