

INDIAN INSTITUTE OF MANAGEMENT SHILLONG



FINAL PLACEMENT REPORT 2014-15



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Final Placements

2014-15



Overview



IIM Shillong has reinforced its position as one of the premier B-schools in the country by successfully concluding its Final Placement Season 2014-15 for the sixth batch of its flagship Post Graduate Programme (PGP) in Management.

Out of the 119 students of the batch of 2015, 118 opted for offers on campus, while 1 student chose to pursue his own entrepreneurial aspirations. The season saw a total of 130 offers being made by the 42 companies that participated in the recruitment drive. The compensation statistics showed a marked improvement with the average CTC of the season being INR 13.04 LPA. While the highest CTC was INR 21 LPA, the number of offers with salaries of INR 15 LPA and above increased by a whopping 30%. Consulting and Sales & Marketing turned out to be the highest paying management domains.

Regular recruiters like HSBC, Nomura, Deloitte, Tata Steel, Tata Motors, ICICI Bank, Cognizant, Wipro, HCL, KPMG and GSK Pharma reaffirmed their faith in the talent nurtured at IIM Shillong and recruited in good numbers. We would like to take this opportunity to express our sincere gratitude for the support they have shown year after year. We would also like to acknowledge the new relationships forged this year with reputed recruiters like Google, American Express, L'Oreal, Perfetti Van Melle, Hero MotoCorp and J.P. Morgan among others.

It is worth noting that the top 5 recruiters in terms of number of offers, accounted for 37% of the total offers. This hiring pattern speaks volumes about the quality of students as well as the confidence instilled by IIM Shillong in corporate circles. The ingredients of this success story are the institute's academia, diverse academic & professional backgrounds of the students and a rapidly developing alumni network.



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Overview



With every passing year, the students of IIM Shillong continue to make a lasting impression on companies through their Summer Internships. A testimony to that is the fact that 21% of the batch received Pre-Placement Offers (PPOs).

Sales & Marketing emerged as the preferred management sphere with 28% of the batch securing offers in this domain, closely followed by Finance at 27%. While the season witnessed participation of companies from varied industry sectors, the maximum offers came from the BFSI sector amounting to 31% of the total offers, followed by the IT/ITES/Analytics sector at 22%. Mirroring the upward trend of hiring in the E-commerce sector, giants like Amazon, Flipkart, Info Edge, mjunction and ShopClues, made their presence felt.

AVERAGE CTC	INR 13.04 LPA
Batch Strength	119
Students Opting Out	1
Participating Recruiters	42
Total Offers	130
Total PPOs	25
Median CTC	INR 12.50 LPA
Highest CTC (Consulting)	INR 21 LPA
Highest CTC (S&M)	INR 18 LPA
Highest CTC (IT/Analytics)	INR 18 LPA
Highest CTC (Operations)	INR 17.50 LPA
Highest CTC (Finance)	INR 16 LPA

Recruiter Feedback



"The student quality truly exceeded expectations! Keep impressing us."

- Deloitte (S&O)

"Thoroughly satisfied with the experience. Looking forward to a long-term relationship with the institute."

- Amazon

"Excellent performance by the participants. Also, the way the process was conducted complemented that."

- HSBC



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Prominent
Recruiters



KPMG

HSBC 

amazon

PERFETTI
van Melle

Google

L'ORÉAL

**AMERICAN
EXPRESS**

Deloitte.

J.P.Morgan

 **Cognizant**

 **ICICI Bank**

 **Fidelity**
INVESTMENTS


TATA STEEL


SBI
Capital
Markets
Limited

gsk


WIPRO

NOMURA

Infosys
BPO


flipkart.com
The Online Megastore

TATA MOTORS

HCL


mjunction
innovating for outcomes

 **RBL BANK**

MOGAÉ MEDIA


Hero

IBM

 **SHOPCLUES**
COM



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Highlights



HSBC was the second largest recruiter, making a total of 10 offers across its Investment Banking and Equity Research profiles



Marquee recruiters like Tata Steel, Tata Motors, HSBC, Nomura, GSK Pharma, and Amazon continued to show their faith in IIM Shillong & recruited in good numbers



The average salary of the top 50% offers (in terms of compensation) stood at INR 15.21 LPA



The season saw new entrants like Google, American Express, L'Oreal, Perfetti Van Melle, Hero MotoCorp, Flipkart, mjunction and many more

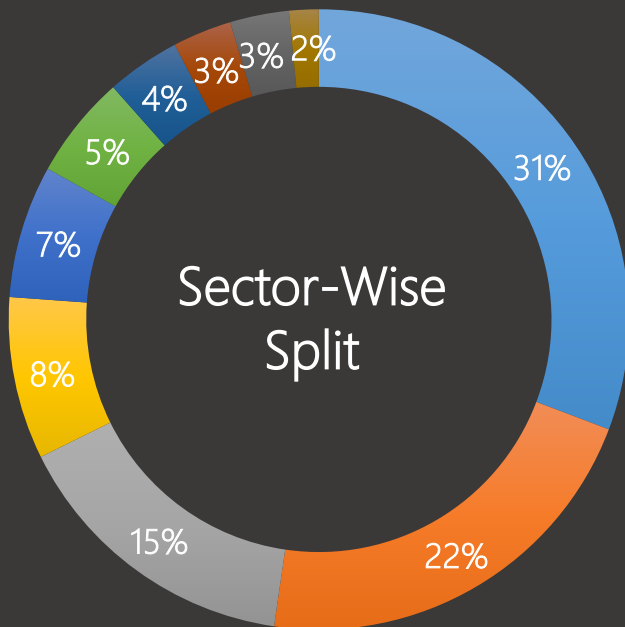


Pre Placement Offers were secured by 21% of the batch

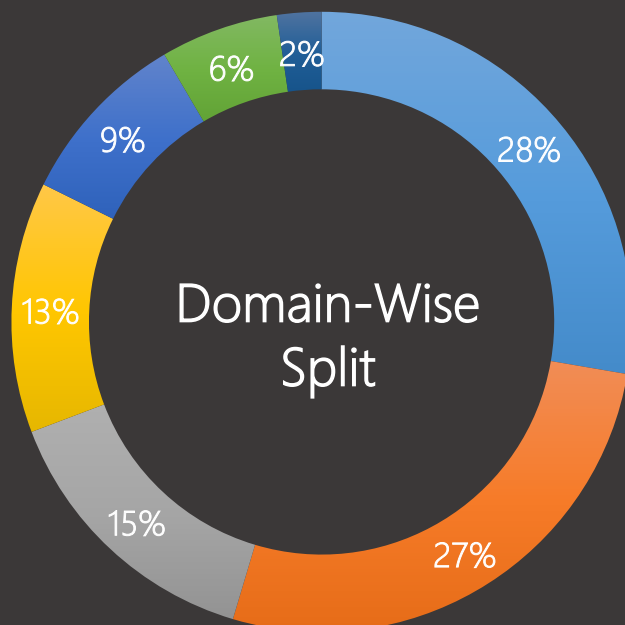


With 12 offers, Cognizant made its mark as the largest recruiter of the season, making 8 offers in Business Consulting and 4 offers in Business Development





- BFSI
- IT/ITES/Analytics
- Consultancy Services
- E-commerce
- Manufacturing
- Automobile
- Pharma/Healthcare
- FMCG
- Technology, Media & Telecom
- Conglomerate



- Sales & Marketing
- Finance
- Systems/IT/Analytics
- Consulting
- Operations
- General Management
- HR

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Domain Details



General Management, Strategy & Consulting



General Management accounted for 6% of the total offers, attracting both regular as well as new recruiters. Mahindra GMC participated in the recruitment drive by conducting Pre Placement Interviews (PPIs). A Kolkata-based prominent chain of super-speciality hospitals recruited students for its General Management & Strategy profiles. New entrant ICICI Prudential selected students for its Business Leadership Programme.

Consulting continues to be a steadily growing domain at IIM Shillong. It also emerged to be the highest paying domain, accounting for 6 out of the 10 highest-paying offers this time.

The domain contributed to 13% of the total offers, thanks to the abundant recruitment by first-time participants like Deloitte (Strategy & Operations), Cognizant (Business Consulting) and others. KPMG, a regular recruiter from the Consultancy sector, continued the tradition of including IIM Shillong in its campus hiring plans.

Sales & Marketing



Sales & Marketing constituted the largest chunk of the pie, with 28% of the batch choosing this domain. This year, we are proud to include global cosmetics leader L'Oreal as one of the notable new recruiters in the FMCG sector. While Google and Perfetti Van Melle were also first-time recruiters, regular recruiters included companies like GSK Pharma, Tata Motors, Tata Steel & IBM. In the Media & Advertising space, Mogae Media recruited for its Business Development role. E-commerce was at the forefront in hiring for this domain with the participation of Amazon, ShopClues, Info Edge & mjunction.



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Domain Details



Finance



More than a quarter of the batch opted for roles in Finance, making it the second largest domain of the season. This year, we had the pleasure of starting an association with American Express, which emerged as a prominent recruiter in this domain. Investment Banking was a clear career choice for a majority of the Finance-oriented students, with close to 50% of them opting for offers in this space. Notable recruiters offering IB roles were J.P. Morgan, HSBC, Nomura and SBI Capital Markets. HSBC, which was the largest recruiter in Finance, also hired for its Equity Research profile. Prominent banks like ICICI Bank, State Bank of India, RBL Bank and others recruited for roles in Retail Banking, Wholesale Banking, Treasury, etc. A leading E-commerce firm recruited for its Corporate Finance profile.

Systems/IT/Analytics



Close to 15% of the batch opted for offers in the Systems/IT/Analytics domain, thus making it one of the 3 largest domains of the season. Many companies from the IT/ITES/Analytics sector recruited in this space, reflecting the bullish hiring trends in the industry. Prominent names among regular recruiters included Wipro, Infosys BPO and Cognizant Technology Solutions. HCL, which has been consistently recruiting from IIM Shillong for many years, offered Analyst profiles involving varied sectors like Consumer Goods, BFSI, Healthcare, etc. Finance-related Analyst profiles were offered by Fidelity Management & Research.



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Domain
Details



Operations & HR



With 9% of the batch opting for roles in Operations, it proved to be a domain with lot of potential for growth in the years to come. Quite a few Tata Group companies recruited in this space, for roles like Sourcing & Procurement, Strategic Operations Management, etc. Amazon and Hero MotoCorp were some of the other notable recruiters. Stellium Consulting initiated a new relationship with IIM Shillong and offered niche roles in the Supply Chain Management space.

In the HR domain, Tata Motors was one of the distinguished recruiters. Vanilla Beans, a leading HR Consultancy firm, recruited for the profile of Senior Associate – Talent Acquisition & Product Marketing. A leading Indian bank offered profiles related to Human Capital Management.

Chairman's Message



"Once again, the students of IIM Shillong have proved their mettle by completing the Final Placement Season 2014-15 with a flourish. It is heartening to see the growing list of reputed companies preferring IIM Shillong for their campus hiring plans. The credit for this goes to the students, faculty, staff and of course, the growing alumni network. The Placement Committee has worked to its best potential and I would like to take this opportunity to express our sincere gratitude to the recruiters, both regular and new, who made this placement season, a resounding success. On behalf of the institute, I would like to assure them that the selected candidates would add great value to their organisations. And finally, I would like to wish the batch of 2015, all the happiness and success in the years to come."

- Prof. Sanjoy Mukherjee,
Chairman - Placements, PR
& Student Activities,
IIM Shillong



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