

**Average salary jumps by 15% at IIFT; pre-placement offers drop by 30%**  
**Our Bureau**

**IIFT PLACEMENTS: VITAL STATS**

	<b>2014</b>	<b>2013</b>	<b>2012</b>
<b>Batch Strength</b>	<b>200</b>	<b>210</b>	<b>203</b>
<b>Companies visiting campus</b>	<b>85</b>	<b>74</b>	<b>80</b>
<b>First-time recruiters</b>	<b>46</b>	<b>34</b>	<b>34</b>
<b>Average annual (domestic) salary</b>	<b>₹14.32 lakh</b>	<b>₹12.4 lakh</b>	<b>₹12.1 lakh</b>
<b>Highest domestic salary</b>	<b>₹24 lakh</b>	<b>₹22 lakh</b>	<b>₹19 lakh</b>
<b>Lowest domestic salary</b>	<b>₹6.9 lakh</b>	<b>₹6.42 lakh</b>	<b>₹5.32 lakh</b>

**New Delhi, Feb. 27:**

The average salary at the Delhi and Kolkata campuses of the Indian Institute of Foreign Trade (IIFT) has increased by almost 15 per cent this year. The B-school's average salary for the 2014 batch is Rs.14.32 lakh. Last year, it was Rs. 12.4 lakh. Also, the highest domestic offer at the campuses stood at Rs. 24 lakh when last year it was Rs. 22 lakh. The number of companies that recruited from both campuses has also increased from 74 last year to 85 in 2014. Last year the number of new recruiters at the campuses was 34 and this year the number has jumped to 46, an increase of 35 per cent.

However, the total number of Pre-Placement Offers (PPOs) has dropped by almost 30 per cent at IIFT with 32 PPOs this year compared to 2013's 46.

HCL was the largest recruiter at campuses with 14 offers, followed by Flipkart and J.P. Morgan which made 11 and 10 offers respectively. Cognizant Business Consulting offered nine roles, Goldman Sachs and Google each offered eight. Senior management roles were offered by Tata NYK, Zomato, Hennes and Mauritz for positions such as Assistant Vice-President of operations, country head of procurement and regional sales manager.

Russell Reynolds, a top executive search firm, offered niche roles to IIFT students for the first time in India. The business school has grabbed 12 international offers for roles in Africa, West Asia, Indonesia, Singapore and Malaysia with a highest international offer at \$88,500.

Large corporates such as Airtel, Cipla, M&M, RPG, Robert Bosch, L&T, Jindal Steel, Abbott, Eli Lilly and Apollo Hospitals offered leadership and strategy roles at IIFT.

The consulting domain saw participation from Deloitte, Ernst & Young, KPMG, The Corporate Executive Board, Cognizant Business Consulting, Avalon Consulting and Technopak. Technology and e-commerce majors like Amazon, Philips, Jabong, Nokia, and SAP India were also among the top recruiters.

Major recruiters in the BFSI domain include Goldman Sachs, Citibank, JP Morgan, Nomura, RBS, Langham Capital and HSBC. Flipkart, Trident Group and Wipro offered roles in corporate finance. Sales and marketing recruiters on campus were ITC, Reckitt Benckiser, Godrej, Britannia, Vodafone, SAB Miller, Titan and Tata Motors with offers both in domestic and international marketing.

(This article was published on February 27, 2014)



**IIFT Placement 2014: IIFT achieves 100% final Placement; 15% rise in average salary**

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**Indian Institute of Foreign Trade, Delhi and Kolkata campuses have concluded their final placements for the Batch of 2012-2014 in record time with a 15% rise in average salary than last year.**

Once again the leaders of trade and industry from India and abroad have re-confirmed their faith in the quality of students IIFT has produced

[Indian Institute of Foreign Trade](#), Delhi and Kolkata campuses have reinforced their standing as one of the elite B-Schools of the country, by concluding final placements for the Batch of 2012-2014 in record time. In all 85 recruiters including 46 first-time recruiters made offers for 200 students of the graduating class of 2014. The highest domestic CTC stood at Rs. 24 lakhs p.a. with the average CTC rising by 15% to Rs. 14.32 lakhs p.a.

[IIFT Delhi](#) has surpassed its last years Placements records. The average domestic annual salary offered to the students at IIFT 2013 Placements was Rs 12.1 lakhs and the highest annual salary package was Rs 22 lakhs in IIFT 2013 Placements.

Dr. Surajit Mitra, Director of IIFT quoted: "Once again the leaders of trade and industry from India and abroad have re-confirmed their faith in the quality of students IIFT has produced. Leading enterprises cutting across major sectors of our economy have recruited our students. Thanks to our curriculum revision keeping in mind the need of the market. It has paid off."

The recruiters reaffirmed their faith in IIFT's talent by rolling out 32 Pre Placement Offers.

HCL was the largest recruiter with 14 offers, followed by Flipkart (11 offers); J.P. Morgan (10), Cognizant Business Consulting (9), Goldman Sachs (8) and Google (6). Senior management roles were offered by TATA NYK, Zomato, Hennes and Mauritz for positions such as AVP - Operations, Country Head - Procurement, and Regional Sales Manager. Russell Reynolds, a global top - 5 executive search firm, offered its niche role for the first time in India.

International placements saw a remarkable rise with 12 offers being offered for roles in Africa, the Middle - East, Indonesia, Singapore and Malaysia. The highest international offer stood at US\$ 88,500 with 3 out of the famed 'ABCD' of global trading - namely Bunge, Cargill and Louis Dreyfus offering multiple roles in trading. Other prominent recruiters in trade include the likes of Tricon Energy, Triton Group, Trimex International, Phoenix Commodities and Valency International.

Conglomerates such as Airtel, Cipla, Mahindra & Mahindra, RPG, Robert Bosch, L&T, Jindal Steel and Apollo Hospitals offered their leadership and strategy roles to IIFTians. The consulting domain saw participation from Deloitte, Ernst & Young, KPMG, Corporate Executive Board, Cognizant Business Consulting, Avalon Consulting and Technopak among other recruiters on campus. The campus continued to be the preferred destination for Technology and E-commerce majors like Google, Amazon, Philips, Jabong, Nokia, SAP India.

Major recruiters in the BFSI domain include Goldman Sachs, Citibank, J.P.Morgan, Nomura, RBS, Langham Capital and HSBC. Flipkart, Trident Group and Wipro offered roles in corporate finance.

Sales & Marketing recruiters on campus were ITC, Reckitt Benckiser, Godrej, Britannia, Vodafone, SAB Miller, Titan, HT Media, Madura F&L, Emami, Tata Motors and Bajaj Auto with offers both in domestic and international marketing. Healthcare and pharmaceutical giants made their presence felt with students bagging profiles across domains with Cipla, Medtronic, Eli Lilly, Stryker, Apollo Hospitals, Abbott and ACG Worldwide.

Other notable recruiters were TATA Steel, ITC InfoTech, KPIT Cummins, Mahindra Comviva, Interglobe and Aricent.

[IIFT Delhi](#) was set up by the Government of India as an autonomous organization to help professionalize the country's foreign trade management and increase exports by developing human resources; generating, analyzing and disseminating data; and conducting research. IIFT Delhi has a portfolio of diverse long-term programmes, catering to the requirements of aspiring International Business executives and mid-career professionals alike.

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**IIFT Placements: Average salary jumps by 15%, PPOs drop by 30%**

<b><u>IIFT Placements Stats</u></b>			
	<b>2014</b>	<b>2013</b>	<b>2012</b>
<b>Batch Strength</b>	200	210	203
<b>Companies visiting Campus</b>	85	74	80
<b>First Time recruiters</b>	46	34	34
<b>Average Annual Salary</b>	14.32 lakh	12.4 lakh	12.1 lakh
<b>Highest Domestic Salary</b>	24 lakh	22 lakh	19 lakh
<b>Lowest Domestic Salary</b>	6.9 lakh	6.42 lakh	5.32 lakh

The average salary at the Delhi and Kolkata campuses of the Indian Institute of Foreign Trade (IIFT) has increased by almost 15 % this year. The B-school's average salary for the 2014 batch is Rs. 14.32 lakh. Last year, it was Rs.12.4 lakh.

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Last year the number of new recruiters at the campuses was 34 and this year the number has jumped to 46, an increase of 35 per cent.

However, the total number of Pre-Placement Offers (PPOs) has dropped by almost 30 per cent at IIFT with 32 PPOs this year compared to 2013's 46.

## **IIFT Placement 2014: IIFT achieves 100% final Placement; 15% rise in average salary Contact Information**

*Indian Institute of Foreign Trade, Delhi and Kolkata campuses have concluded their final placements for the Batch of 2012-2014 in record time with a 15% rise in average salary than last year.*

Online PR News – 28-February-2014 –Indian Institute of Foreign Trade, Delhi and Kolkata campuses have reinforced their standing as one of the elite B-Schools of the country, by concluding final placements for the Batch of 2012-2014 in record time. In all 85 recruiters including 46 first-time recruiters made offers for 200 students of the graduating class of 2014. The highest domestic CTC stood at Rs. 24 lakhs p.a. with the average CTC rising by 15% to Rs. 14.32 lakhs p.a.

IIFT Delhi has surpassed its last years Placements records. The average domestic annual salary offered to the students at IIFT 2013 Placements was Rs 12.1 lakhs and the highest annual salary package was Rs 22 lakhs in IIFT 2013 Placements.

***Dr. Surajit Mitra, Director of IIFT quoted: “Once again the leaders of trade and industry from India and abroad have re-confirmed their faith in the quality of students IIFT has produced. Leading enterprises cutting across major sectors of our economy have recruited our students. Thanks to our curriculum revision keeping in mind the need of the market. It has paid off.”***

The recruiters reaffirmed their faith in IIFT’s talent by rolling out 32 Pre Placement Offers.

HCL was the largest recruiter with 14 offers, followed by Flipkart (11 offers); J.P. Morgan (10), Cognizant Business Consulting (9), Goldman Sachs (8) and Google (6). Senior management roles were offered by TATA NYK, Zomato, Hennes and Mauritz for positions such as AVP - Operations, Country Head – Procurement, and Regional Sales Manager. Russell Reynolds, a global top – 5 executive search firm, offered its niche role for the first time in India.

International placements saw a remarkable rise with 12 offers being offered for roles in Africa, the Middle – East, Indonesia, Singapore and Malaysia. The highest international offer stood at US\$ 88,500 with 3 out of the famed ‘ABCD’ of global trading – namely Bunge, Cargill and Louis Dreyfus offering multiple roles in trading. Other prominent recruiters in trade include the likes of Tricon Energy, Triton Group, Trimex International, Phoenix Commodities and Valency International. Conglomerates such as Airtel, Cipla, Mahindra & Mahindra, RPG, Robert Bosch, L&T, Jindal Steel and Apollo Hospitals offered their leadership and strategy roles to IIFTians. The consulting domain saw participation from Deloitte, Ernst & Young, KPMG, Corporate Executive Board, Cognizant Business Consulting, Avalon Consulting and Technopak among other recruiters on campus. The campus continued to be the preferred destination for Technology and E-commerce majors like Google, Amazon, Philips, Jabong, Nokia, SAP India.

Major recruiters in the BFSI domain include Goldman Sachs, Citibank, J.P.Morgan, Nomura, RBS, Langham Capital and HSBC. Flipkart, Trident Group and Wipro offered roles in corporate finance.

Sales & Marketing recruiters on campus were ITC, Reckitt Benckiser, Godrej, Britannia, Vodafone, SAB Miller, Titan, HT Media, Madura F&L, Emami, Tata Motors and Bajaj Auto with offers both in domestic and international marketing.

Healthcare and pharmaceutical giants made their presence felt with students bagging profiles across domains with Cipla, Medtronic, Eli Lilly, Stryker, Apollo Hospitals, Abbott and ACG Worldwide.

Other notable recruiters were TATA Steel, ITC InfoTech, KPIT Cummins, Mahindra Comviva, Interglobe and Aricent.

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Our earlier articles on IIFT

## **IIFT witnesses' favorable placement season; 15% rise in average salary**

**Indian Institute of Foreign Trade (IIFT)** placements in its Delhi and Kolkata campuses that commenced recently recorded an average increase in salary offered by 15 percent.

If newspapers reports are to be belived, the overall placement showed favorable results this year taking into account the average salary bagged by the students, highest package offered and the number of recruiters participating in the placement process.

The average salary surged from Rs 12.4 lakh last year to 14.32 lakh this year.

The highest package offered by a domestic firm this year is Rs 24 lakh, while last year it stood at Rs 22 lakh. The number of recruiters who participated in the placement process also increased by more than 10. New recruiters coming for placements increased by 35 per cent.

The institute however faced a fall in the number of pre-placement offers. Only 32 students could bag a pre-placement offer this year.

HCL hired the highest number at 14 followed by Flipkart and J.P. Morgan at 11 and 10 respectively. Google and Goldman Sachs offered job to eight students and Cognizant Business Consulting to nine.

International recruiters offered positions in Africa, West Asia, Indonesia, Singapore and Malaysia. The highest international offer was of \$88,500.

Roles offered at the placement drive were for senior management level with designations like Assistant Vice-President of operations, country head of procurement and regional sales manager. Leadership and strategy roles, sales and marketing roles were also offered.

Avalon Consulting , Technopak. Technology, Airtel, Cipla, M&M, RPG, Robert Bosch, L&T, Jindal Steel, Abbott, Eli Lilly, Apollo Hospitals, Flipkart, Trident Group, Wipro, Citibank, ITC, Reckitt Benckiser, Godrej, Britannia, Vodafone, SAB Miller, Titan and Tata Motor are some of the other prominent recruiters.

## **Final Placements – IIFT Delhi and Kolkata**

### **Class of 2014**

This is the first time we are covering final placements at IIFT. In 2013, we had started covering their summer placements, our summer placement report for the batch of 2013-15 can be read [here](#). Again, IIFT has come up with an impressive performance at the finals.

Three Salient points –

- 1- A number of top trading firms (three of the top four) offered commodity trading profiles exclusively to students of IIFT. IIFT's positioning and focus on trade is valued by recruiters.
- 2- IIFT is able to easily hold its own among the top B schools in all the major traditional functional areas (banking and finance, consulting, general management, FMCG marketing etc). Compared to the summer placements, consulting shone this time, with an especially strong showing. Finance, which during summers, saw hiring across MNC banks as well as Indian financial services companies, this time sees hiring mainly from MNC banks. The hiring is across profiles, showing IIFT's maturing as a campus).
- 3- In the new economy, e-Commerce, technology etc., IIFT has already put its stake in the ground – with names like Google, Amazon, Flipkart and Zomato recruiting from this campus. Google started recruiting from the summer placements (2013), and they have continued recruiting from IIFT.

#### **The highlights of the placements season (shared with us by the IIFT placement committee)**

- Three of the Global Top 4 trading firms, called the 'ABCD' of Trade, namely, Bunge, Cargill and Louis Dreyfus offered commodity trading profiles exclusively to IIFTians
- Mid & Senior Management roles were offered to laterals candidate like AVP – Operations(Zomato), Senior Manager, Strategy(TATA NYK), MLDP(Du Pont) and Regional Sales Manager(Sproxil) were offered at IIFT
- Russell Reynolds, among the world's Top 5 Executive Search Firms hired exclusively from IIFT
- HCL(14), Flipkart(11), Cognizant Business Consulting(9), Goldman Sachs(8), Google(6), Nomura(6), ITC(5) recruited big numbers from the Class of 2014
- Average salary saw a rise of more than 15% from last year. The number of International Offers(12) at IIFT increased significantly over the last year. Roles offered were across The Middle East, Africa, Singapore, Indonesia and Malaysia
- A variety of roles across domains were offered by Healthcare and Pharmaceuticals(the sunrise sector) giants including 4 Fortune 200 majors. Technology & E-commerce majors viz. Amazon, Google, Nokia, SAP, Flipkart, Jabong, Zomato offered prominent roles across domains.

## **IIFT completes Final Placement 2014 with 15% increase in average salary**

[IIFT Delhi](#) and Kolkata have completed the final placement for the batch 2012-14. The average salary saw an increase of 15% compared to last year's placement. The average salary for 2014 batch is Rs. 14.32 lakh per annum. The batch of 200 students received 32 pre placement offers prior to the final placement process.

The following table will give you the highlights of the IIFT Final Placement 2014.

Number of Students	200
Total number of recruiters	85
Number of first time recruiters	46
Highest domestic CTC	Rs. 24 lakh per annum
Highest international CTC	USD 88, 500
Average CTC	Rs. 14.32 lakh per annum
Number of Pre Placement Offers	32

### **Top Recruiters**

HCL was the highest recruiter with 14 offers, followed by Flipkart (11), JP Morgan (10), Cognizant Business Consulting (9), Goldman Sachs (8) and Google (6).

### **Top Profiles**

Senior management roles were offered by TATA NYK, Zomato, Hennes and Mauritz for positions such as AVP - Operations, Country Head - Procurement, and Regional Sales Manager. Russell Reynolds, a global top - 5 executive search firm, offered its niche role for the first time in India.

### **Sector wise recruitment**

The sector wise top recruiters are as follows.

#### **Conglomerates**

Airtel, Cipla, Mahindra & Mahindra, RPG, Robert Bosch, L&T, Jindal Steel and Apollo Hospitals offered their leadership and strategy roles.

#### **Consulting**

Deloitte, Ernst & Young, KPMG, Corporate Executive Board, Cognizant Business Consulting, Avalon Consulting and Technopak were the top recruiters in this sector.

#### **Technology & E-Commerce**

Google, Amazon, Philips, Jabong, Nokia, SAP India, Flipkart and HCL were the top recruiters.

## **BFSI**

Top names like Goldman Sachs, Citibank, JP Morgan, Nomura, RBS, Langham Capital and HSBC. Flipkart, Trident Group and Wipro offered roles in corporate finance.

## **Sales & Marketing**

ITC, Reckitt Benckiser, Godrej, Britannia, Vodafone, SAB Miller, Titan, HT Media, Madura F&L, Emami, Tata Motors and Bajaj Auto with offers both in domestic and international marketing.

## **Healthcare & Pharmaceutical**

Top players in this sector namely Cipla, Medtronic, Eli Lilly, Stryker, Apollo Hospitals, Abbott and ACG Worldwide were among the recruiters of this sector.

Other notable recruiters were TATA Steel, ITC InfoTech, KPIT Cummins, Mahindra Comviva, Interglobe and Aricent.

## **International Placements**

12 international offers were made to IIFT students for roles in Africa, the Middle – East, Indonesia, Singapore and Malaysia. 3 out of the famed ‘ABCD’ of global trading – namely Bunge, Cargill and Louis Dreyfus offering multiple roles in trading. Other prominent recruiters in trade include the likes of Tricon Energy, Triton Group, Trimex International, Phoenix Commodities and Valency International. Highest international salary offered was USD 88, 500.

*Dr. Surajit Mitra, Director of IIFT says, “Once again the leaders of trade and industry from India and abroad have re-confirmed their faith in the quality of students IIFT has produced. Leading enterprises cutting across major sectors of our economy have recruited our students. Thanks to our curriculum revision keeping in mind the need of the market. It has paid off.”*



## IIFT final placements see average salaries rise by 15%

The **final placement session** at the [Indian Institute of Foreign Trade \(IIFT\)](#), Delhi and Kolkata, ended on a happy note with average salaries rising by **15%** compared to last year. Moreover, **100%** of the students of the **2012-2014** batch secured placements. Altogether **85** firms including **46** first-time participants extended offers to **200** students. In addition, there were **32** Pre-Placement Offers (PPOs).

The top domestic annual offer was **Rs. 24 lakh**. There was a **15%** increase in average annual salaries to **Rs. 14.32 lakh**. Offers were extended by firms from diverse sectors.

At **IIFT Delhi**, the average domestic yearly compensation package offered to the students during the **2013** placements was **Rs 12.1 lakh** and the top annual salary was **Rs 22 lakh**.

The **top recruiter** this year was HCL, having extended **14** offers. Next in line was Flipkart with **11** offers, J.P. Morgan with **10**, Cognizant Business Consulting with **9**, Goldman Sachs with **8** and Google with **6** offers.

**Senior Management** positions including AVP - Operations, Country Head - Procurement and Regional Sales Manager were offered by firms such as Zomato, TATA NYK, Hennes and Mauritz. Global executive search firm Russell Reynolds hired for the first time in India.

**Leadership & Strategy** positions were offered by **Conglomerates** including Cipla, Airtel, Mahindra & Mahindra, Robert Bosch, RPG, Jindal Steel, L&T and Apollo Hospitals.

**Sales & Marketing** offers were made by Reckitt Benckiser, ITC, Godrej, Vodafone, Britannia, SAB Miller, HT Media, Titan, Madura F&L, Tata Motors, Emami and Bajaj Auto. Offers were extended for domestic as well as international marketing. It is to be noted that around **34%** of students of the 2013-15 batch at the IIFT, Delhi and Kolkata had bagged **summer internships** in the Sales & Marketing domain.

From the **Consulting** sector, firms such as Avalon Consulting, Ernst & Young, Deloitte, KPMG, Cognizant Business Consulting, Corporate Executive Board and Technopak made lucrative offers.

The **Technology & E-commerce** sector was represented by firms such as Amazon, Jabong, Google, Philips, SAP India, Nokia, etc.

In the **Banking, Financial Services & Insurance (BFSI)** sector, offers were made by Citibank, Goldman Sachs, J.P Morgan, RBS, Nomura, HSBC and Langham Capital. **Corporate Finance** roles were extended by Trident Group, Flipkart and Wipro.

From the **Healthcare & Pharmaceutical** sector, the major hirers were Cipla, Eli Lilly, Medtronic, Stryker, Abbott, Apollo Hospitals and ACG Worldwide.

Other **major recruiters** included ITC InfoTech, TATA Steel, Mahindra Comviva, KPIT Cummins, Interglobe and Aricent.

**Global placements** witnessed a sharp rise as well. A total of **12** offers with postings in Malaysia, Singapore, Indonesia, Africa and Middle-East were acquired by the students. The top international offer was **US\$ 88,500**. Major players were Cargill, Bunge, Louis Dreyfus, Trimex International, Triton Group, Valency International, Phoenix Commodities, etc.

## **IIFT Placement 2014: IIFT Achieves 100% final Placement;** **15% rise in average salary**

Indian Institute of Foreign Trade, Delhi and Kolkata campuses have reinforced their standing as one of the elite B-Schools of the country, by concluding final placements for the Batch of 2012-2014 in record time. In all 85 recruiters including 46 first-time recruiters made offers for 200 students of the graduating class of 2014. The highest domestic CTC stood at Rs. 24 lakhs p.a. with the average CTC rising by 15% to Rs. 14.32 lakhs p.a. IIFT Delhi has surpassed its last years Placements records. The average domestic annual salary offered to the students at IIFT 2013 Placements was Rs 12.1 lakhs and the highest annual salary package was Rs 22 lakhs in IIFT 2013 Placements. Dr. Surajit Mitra, Director of IIFT quoted: "Once again the leaders of trade and industry from India and abroad have re-confirmed their faith in the quality of students IIFT has produced. Leading enterprises cutting across major sectors of our economy have recruited our students. Thanks to our curriculum revision keeping in mind the need of the market. It has paid off." The recruiters reaffirmed their faith in IIFT's talent by rolling out 32 Pre Placement Offers. HCL was the largest recruiter with 14 offers, followed by Flipkart (11 offers); J.P. Morgan (10), Cognizant Business Consulting (9), Goldman Sachs (8) and Google (6). Senior management roles were offered by TATA NYK, Zomato, Hennes and Mauritz for positions such as AVP - Operations, Country Head - Procurement, and Regional Sales Manager. Russell Reynolds, a global top - 5 executive search firm, offered its niche role for the first time in India. International placements saw a remarkable rise with 12 offers being offered for roles in Africa, the Middle - East, Indonesia, Singapore and Malaysia. The highest international offer stood at US\$ 88,500 with 3 out of the famed 'ABCD' of global trading - namely Bunge, Cargill and Louis Dreyfus offering multiple roles in trading. Other prominent recruiters in trade include the likes of Tricon Energy, Triton Group, Trimex International, Phoenix Commodities and Valency International. Conglomerates such as Airtel, Cipla, Mahindra & Mahindra, RPG, Robert Bosch, L&T, Jindal Steel and Apollo Hospitals offered their leadership and strategy roles to IIFTians. The consulting domain saw participation from Deloitte, Ernst & Young, KPMG, Corporate Executive Board, Cognizant Business Consulting, Avalon Consulting and Technopak among other recruiters on campus. The campus continued to be the preferred destination for Technology and E-commerce majors like Google, Amazon, Philips, Jabong, Nokia, SAP India. Major recruiters in the BFSI domain include Goldman Sachs, Citibank, J.P.Morgan, Nomura, RBS, Langham Capital and HSBC. Flipkart, Trident Group and Wipro offered roles in corporate finance. Sales & Marketing recruiters on campus were ITC, Reckitt Benckiser, Godrej, Britannia, Vodafone, SAB Miller, Titan, HT Media, Madura F&L, Emami, Tata Motors and Bajaj Auto with offers both in domestic and international marketing. Healthcare and pharmaceutical giants made their presence felt with students bagging profiles across domains with Cipla, Medtronic, Eli Lilly, Stryker, Apollo Hospitals, Abbott and ACG Worldwide. Other notable recruiters were TATA Steel, ITC InfoTech, KPIT Cummins, Mahindra Comviva, Interglobe and Aricent. IIFT Delhi was set up by the Government of India as an autonomous organization to help professionalize the country's foreign trade management and increase exports by developing human resources; generating, analyzing and disseminating data; and conducting research. IIFT Delhi has a portfolio of diverse long-term programmes, catering to the requirements of aspiring International Business executives and mid-career professionals alike.

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The top domestic annual offer was Rs. 24 lakh. There was a 15% increase in average annual salaries to Rs. 14.32 lakh. Offers were extended by firms from diverse sectors.

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From the Healthcare & Pharmaceutical sector, the major hirers were Cipla, Eli Lilly, Medtronic, Stryker, Abbott, Apollo Hospitals and ACG Worldwide. Other major recruiters included ITC InfoTech, TATA Steel, Mahindra Comviva, KPIT Cummins, Interglobe and Aricent.

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## **IIFT GRADUATES GET 15 PERCENT HIGHER AVERAGE SALARY**

**New Delhi, March 5 (IANS)** The government-run Indian Institute of Foreign Trade (IIFT) said all the graduates of its 2012-14 batch have got job offers with an average 15 percent higher salary than last year.

In all 85 recruiters, including 46 first-time recruiters, made offers for 200 students of the graduating class of 2014, IIFT said in a statement.

The average CTC (cost to company) offered this year stood at Rs.14.32 lakh per annum, which is 15 percent higher than the average offer of 2013. The highest domestic CTC stood at Rs.24 lakh per annum.

Some 32 students were given pre-placement offers.

"Once again the leaders of trade and industry from India and abroad have re-confirmed their faith in the quality of students IIFT has produced," said IIFT director Surajit Mitra.

"Leading enterprises cutting across major sectors of our economy have recruited our students. Thanks to our curriculum revision keeping in mind the need of the market, it has paid off," Mitra said.

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**IIFT graduates get 15 percent higher average salary**

New Delhi, March 5 (IANS) The government-run Indian Institute of Foreign Trade (IIFT) said all the graduates of its 2012-14 batch have got job offers with an average 15 percent higher salary than last year.

In all 85 recruiters, including 46 first-time recruiters, made offers for 200 students of the graduating class of 2014, IIFT said in a statement.

The average CTC (cost to company) offered this year stood at Rs.14.32 lakh per annum, which is 15 percent higher than the average offer of 2013. The highest domestic CTC stood at Rs.24 lakh per annum.

Some 32 students were given pre-placement offers.

"Once again the leaders of trade and industry from India and abroad have re-confirmed their faith in the quality of students IIFT has produced," said IIFT director Surajit Mitra.

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Money can be a highly sensitive topic to discuss in any context, but even more so during the interview process. With a quality job on the line, you may hesitate to press a hard bargain for the salary ... more

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## **IIFT achieves 100% Placement: 15% rise in average salary**

### **Staff Reporter, New Delhi**

Indian Institute of Foreign Trade, Delhi and Kolkata has reinforced its standing as one of the elite B-Schools of the country, by concluding final placements for the Batch of 2012-2014 in record time. In all 85 recruiters including 46 first-time recruiters made offers for 200 students of the graduating class of 2014.

"The highest domestic CTC stood at Rs. 24 lacs p.a. with the average CTC rising by 15% to Rs. 14.32 lacs p.a. The recruiters reaffirmed their faith in IIFT's talent by rolling out 32 Pre Placement Offers," says Surajit Mitra, Director IIFT.

HCL was the largest recruiter with 14 offers, followed by Flipkart (11 offers); J.P. Morgan (10), Cognizant Business Consulting (9), Goldman Sachs (8) and Google (6). Senior management roles were offered by TATA NYK, Zomato, Hennes and Mauritz for positions such as AVP - Operations, Country Head – Procurement, and Regional Sales Manager. Russell Reynolds, a global top – 5 executive search firm, offered its niche role for the first time in India.

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Conglomerates such as Airtel, Cipla, Mahindra & Mahindra, RPG, Robert Bosch, L&T, Jindal Steel and Apollo Hospitals offered their leadership and strategy roles to IIFTians. The consulting domain saw participation from Deloitte, Ernst & Young, KPMG, Corporate Executive Board, Cognizant Business Consulting, Avalon Consulting and Technopak among other recruiters on campus. The campus continued to be the preferred destination for Technology and E-commerce majors like Google, Amazon, Philips, Jabong, Nokia, SAP India.

Major recruiters in the BFSI domain include Goldman Sachs, Citibank, J.P.Morgan, Nomura, RBS, Langham Capital and HSBC. Flipkart, Trident Group and Wipro offered roles in corporate finance.

## **IIFT placements**

The Indian Institute of Foreign Trade (IIFT) concluded its final placements for the batch of 2012-14 in a record time. In all, 85 recruiters, including 46 first-time recruiters, made offers for 200 students of the graduating class of 2014. During placement, HCL was the largest recruiter with 14 offers, followed by Flipkart with 11, JP Morgan 10, Cognizant Business Consulting nine, Goldman Sachs eight and Google six.

## **IIFT PLACEMENTS: GRADUATES GET 15 PERCENT HIGHER AVERAGE SALARY**

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# आईआईएफटी के छात्रों को 100% प्लेसमेंट

► वर्ष 2012-14 के बैच की सबसे कम समय में पूरी हुई प्रक्रिया ► इस बार छात्रों के औसत वेतन में हुआ 15 फीसद का इजाफा

मिसाल



■ संस्थान के निदेशक डा. सुरजीत मित्रा ने कहा, उद्योग जगत ने छात्रों की गुणवत्ता पर जताया है भरोसा  
■ इस बार 85 नियोजकों ने संस्थान के सभी 200 छात्रों को दिया नियुक्ति का प्रस्ताव  
■ औसत 14.32 लाख रुपए वार्षिक का मिला प्रस्ताव  
■ अधिकतम 24 लाख रुपए का किया गया आफर

नई दिल्ली (वि.)। भारतीय विदेश व्यापार संस्थान (आईआईएफटी) ने 2012-2014 के बैच का फाइनल प्लेसमेंट सबसे कम समय में करके अपने आपको देश के विशिष्ट बी

स्कूलों में मजबूती के साथ स्थापित किया है। कुल 85 नियोजकों ने 2014 के सभी 200 विद्यार्थियों को नियुक्ति प्रस्ताव दिए। इनमें 46 नए नियोजक शामिल हैं। नियोजन के दौरान अधिकतम सालाना वेतन 24 लाख रुपए रहा। औसत वेतन 15 फीसद वृद्धि के साथ 14.32 लाख सालाना रहा।

आईआईएफटी द्वारा जारी एक बयान के अनुसार इस वर्ष 14 नियुक्ति प्रस्तावों के साथ एचसीएल सबसे बड़ा नियोजता रहा जबकि फिलिपार्ट 11, जेपी मार्गन 10, काजी जेंट बिजनेस कन्सल्टिंग 9, गोल्डमैन साक्स 8 और गूगल 6 प्रस्तावों के साथ आगे आए। टाटा, एनवाईके, जोमाटो, हैन्स एंड मौरिट्ज ने एवीपी आपरेशन, कंटी हेड (खरीद और

क्षेत्रीय विकास प्रबंधक) जैसी वरिष्ठ प्रबंधन भूमिकाओं के लिए प्रस्ताव दिए। रसैल रिनाल्ड जैसी बड़ी कंपनी ने पहली बार भारत में संस्थान के छात्रों को अवसर प्रदान किए। अफ्रीका, मध्य पूर्व, इंडोनेशिया, सिंगापुर व मलेशिया में नौकरी के 12 अवसरों के साथ अंतरराष्ट्रीय नियोजन में उल्लेखनीय वृद्धि हुई। अधिकतम अंतरराष्ट्रीय पैकेज 88500 अमेरिकी डालर है जो कि विश्व व्यापार मे

'एबीसीडी' के नाम से मशहूर फर्मों में से तीन- बंगे, कारगिल, लुईस ड्रिप्स कंपनियों ने प्रदान किया। अन्य प्रमुख अंतरराष्ट्रीय नियोजकों में ट्राइकान एनर्जी, ट्राइटन ग्रुप, ट्राइमेक्स इंटरनेशनल, फोनिक्स कमोडिटी तथा वेलेंसी इंटरनेशनल शामिल हैं।

देश के बड़े व्यापारिक समूहों में

एयरटेल, सिपला, महिंद्रा एंड महिंद्रा, आरपीजी, राबर्ट बोश, एलएंडटी, जिंदल स्टील और अपोलो हास्पिटल ने संस्थान के छात्रों को नेतृत्व व नीतिगत भूमिकाओं के प्रस्ताव दिए। सलाहकार क्षेत्र से डेलायट,



अर्नस्ट एंड यंग, केपीएमजी, कारपोरेट एग्जीक्यूटिव बोर्ड, कापीजेंट बिजनेस कन्सल्टिंग, एक्लान कन्सल्टिंग

तथा टेकोपेक परिसर में अन्य नियोजता थे। टेकोलॉजी व इकोमर्स कंपनियों में गूगल, अमेजन, फिलिप्स, जबांग, नोकिया तथा सेप इंडिया ने संस्थान के छात्रों को नियोजन में प्रमुखता दी। बैंकिंग व वित्तीय क्षेत्र से गोल्डमैन साक्स, सिटी बैंक, जेपी मार्गन, नोमुरा, आरबीएस, लेग्गम कैपिटल शामिल

रहे। एचएसबीसी, फिलिपार्ट, ट्राइडेंट ग्रुप और विप्रो ने निगमित वित्त की भूमिका के लिए अवसर संस्थान के छात्रों को प्रदान किए।

बिक्री व विपणन क्षेत्र से आइटीसी, रिकेट बेन्किंग्स, गोदेरज, बिरटानिया, वोडाफोन, सब मिलर, टाइटन, एचटी मीडिया, मद्रा एफएंडएल, इमामी, टाटा मोटर्स, और बजाज आटो ने घरेलू व विदेशी नियोजन प्रस्ताव दिए। सिपला, मेडिट्रानिक्स, इली लिली, स्ट्राइकर, अपोलो हास्पिटल तथा एबट जैसी स्वास्थ्य व दवा क्षेत्र की बड़ी कंपनियों ने भी नियोजन प्रस्ताव देकर छात्रों के बीच उपस्थिति दर्ज कराई।

संस्थान के निदेशक डा. सुरजीत मित्रा के अनुसार देश-विदेश के व्यापार व उद्योग जगत ने एक बार फिर संस्थान द्वारा तैयार किए गए छात्रों की गुणवत्ता पर अपना विश्वास दिखाया है। हमारी अर्थव्यवस्था के सभी क्षेत्रों के प्रमुख उद्योगियों ने हमारे छात्रों का चयन किया है। इसके पीछे बाजार की आवश्यकता को ध्यान में रखते हुए पाठ्यक्रम में बदलाव है जिससे हमें यह सफलता मिली है।