



सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE



Indian Institute of Management
Indore

Final Placement Report
Batch of 2013-15

Director's Message



Prof. Rishikesh T. Krishnan

IIM Indore has successfully completed the final placements of the 2013-15 PGP batch, the largest across IIMs this year. IIM Indore is rapidly becoming one of the preferred recruitment destinations for global consulting firms reaffirming the institute's position among the top business schools in the country. The participants have also shown commendable enthusiasm in opting for roles in emerging sectors like E-commerce and Analytics. The wide array of roles offered in this placement season is a testament to the calibre and diversity of the outgoing batch.

I wish to thank all our corporate partners for their continuous support and confidence in the participants as well as the rigorous pedagogy followed at IIM Indore.

Placement Highlights

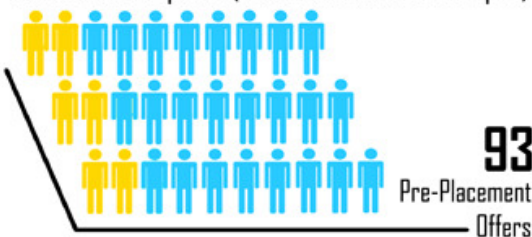
The placement season witnessed participation from 130 companies (including 42 first time recruiters) which extended offers to 508 participants, largest batch across all IIMs. Finance and Sales & Marketing were the most sought after domains this year with almost half of the batch opting for them. Consulting continued to gain its stronghold at IIM Indore with firms like Boston Consulting Group, Deloitte, Ernst & Young, KPMG and McKinsey & Co. offering management consulting roles.

Deutsche Bank, Goldman Sachs, J.P. Morgan and Royal Bank of Scotland together gave more than 40 offers in the finance domain. This year saw increased participation from the FMCG sector with major recruiters such as Britannia, Dabur, Godrej & Boyce, Hindustan Unilever, ITC, L'Oréal, Marico, PepsiCo and Pidilite extending multiple offers.

An increasing academic focus on E-commerce was complemented by one-tenth of total offers coming from recruiters like eBay, Flipkart, IndiaMART, Shopclues and Urban Ladder for Analytics, Sales & Marketing and General Management roles. Meru Cabs, Olacabs and Snapdeal together rolled out more than 20 offers.

There was a 52% increase in the number of PPOs as compared to last year with the majority coming from the Finance domain. The highest domestic package offered was ₹35 LPA while the highest international package was ₹43.6 LPA. The average compensation of Indore campus was ₹14.3 LPA while the overall average compensation (including Mumbai campus) was ₹13.9 LPA, an increase of 14% even with a 7% increase in the total number of participating candidates.

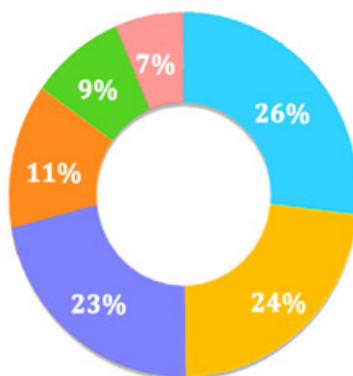
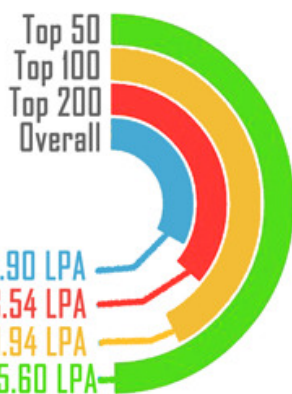
508 Participants (Indore and Mumbai campus)



Highest Domestic Salary

Average Salary (Indore campus)

Average Salary (Both campuses)

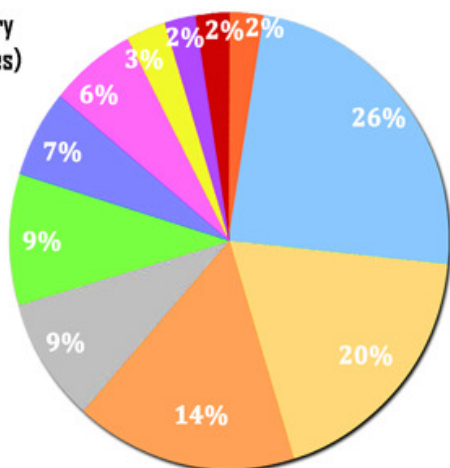


DOMAIN BREAKUP

- Finance
- Sales and Marketing
- Consulting
- General Management
- IT
- Operations & HR

SECTOR BREAKUP

- BFSI
- IT / ITES
- Consulting/Analytics
- E-commerce
- FMCG/Consumer Durable
- Conglomerate
- Telecom
- Oil, Steel, Power & Infrastructure
- Healthcare/Pharma
- Media & PR/Education
- Others



CONSULTING & ANALYTICS

IIM Indore's talent pool attracted numerous consulting firms this year with 23% of the offers being rolled out in this domain. Leading global consulting firms such as Boston Consulting Group, Deloitte, Ernst & Young, KPMG and McKinsey & Co. recruited this year. Cognizant Business Consulting, Infosys Management Consulting, SKP Consulting, TCS Global Consulting and Wipro also offered coveted roles in management consulting. Reflecting the growing importance in Big Data and Analytics, this year saw participation from prominent firms like Cognilytics, Cognizant Analytics, CRISIL, Dell Global Analytics and ZS Associates.

FINANCE

Marquee recruiters continued to strengthen their strong ties with IIM Indore with 25% of the batch opting for the domain. This year saw an increase of 6% in the offers aided by the diverse electives offered in the finance domain.

Investment banking and Debt/Equity market roles were offered by Deutsche Bank, Goldman Sachs, J.P. Morgan, Edelweiss, Futures First and SBI Capital Markets. American Express, Citibank, HDFC, HSBC, ICICI Bank, Royal Bank of Scotland, Standard Chartered and Yes Bank offered Credit Risk, Private Banking, Retail Banking and Wealth Management roles. This year also attracted many first time recruiters such as D.E. Shaw, Fidelity Investments, ICICI Prudential and Indus Valley Partners. General Electric, Philips and L&T Finance offered corporate finance roles while Axis Securities, Capgemini, IL & FS and State Bank of India also offered roles in finance.

SALES AND MARKETING

IIM Indore continued to live up to its reputation as a sales and marketing hub this season with major players in the FMCG and Consumer Durables sector rolling out offers to 24% of the batch. Industry stalwarts like Britannia, Coffee Day Beverages, Dabur, Godrej & Boyce, Hindustan Unilever, ITC, L'Oréal, Lenovo, Marico, Mother Dairy, PepsiCo, Pidilite, Samsung and Tolaram Group recruited from these sectors this year. Companies from diverse sectors like GlaxoSmithKline, J&J Pharma from the pharmaceutical sector; Madura F&L, Raymond from the retail sector; Anand Bazaar Patrika, Multi Screen Media (Sony Entertainment), and Mogae Media from the media sector also chose to recruit this year reinstating their faith in the campus. From the telecom sector, Idea and Vodafone together extended more than 20 offers. IBM hired for their sales role from the campus.

INFORMATION TECHNOLOGY

Accenture Technology, Aspire Systems, Computer Sciences Corporation, Capgemini, Google, HCL Technologies, Hexaware, Infosys BPO, Mahindra Comviva, MAQ Software, Mindtree and Wipro were some of the major firms that offered roles in IT Consulting. Hindustan Unilever recruited for their corporate IT role and HCL Technologies selected candidates for their Global Engagement Manager role. Other prominent recruiters like KPMG, HSBC also offered roles in Advisory and Sales Engagement.

GENERAL MANGEMENT AND OPERATIONS

This season saw active participation from conglomerates such as Larsen & Toubro, Mahindra & Mahindra, Reliance Industries and RPG Group. Major recruiters included Airtel, Cipla, IndiaMART, ICICI Prudential and Tata Communications among others. Participants were also offered top management roles like Executive Assistant to CEO and Executive Assistant to CIO. Several startups recruited for senior management positions such as Vice President, Head- Marketing and Head Operations to help grow their businesses.

Operations and supply chain roles were offered by firms like Bharat Forge, Cinepolis, DHL, Future Supply Chain, METRO Cash & Carry, Meru Cabs, Olacabs, Snapdeal, Tata Consultancy Services, TaxiForSure, State Bank of India and Vodafone. HR domain saw participation by recruiters like ICICI and DHL.





सिद्धिं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

INDIAN INSTITUTE OF MANAGEMENT INDORE



Address:

Prabandh Shikhar, Rau Pithampur Road
Indore – 453 556
Madhya Pradesh, India
www.iimidr.ac.in

Contact:

Email: placement@iimidr.ac.in
Phone: +91 731 2439658-63
Fax: +91 731 2439660

LinkedIn: [in.linkedin.com/in/placementiimindore](https://www.linkedin.com/in/placementiimindore)