

Indian Institute of Management Shillong



**Final Placement
Report
2015-16**

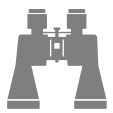


"IIM Shillong has once again fortified its position as a premier B-school with the successful completion of the placement season for the class of 2016. The growing list of prominent recruiters and the continued faith of our regular recruiters is testimony to the ever increasing confidence of the industry in the talent pool of IIM Shillong.

We would like to acknowledge the contribution of everyone who assisted in the placements process. Our heartfelt thanks goes out to the entire IIM Shillong fraternity. With the continuing support of all our stakeholders including students, recruiters, faculty, alumni, staff and management, we hope to carry on with our journey towards excellence in the years to come.

Finally, I wish the batch of 2016, a prosperous career ahead in the years to come."

Prof. Sharad Nath Bhattacharya
Chairperson
Student Affairs, Public Relations and Placement
IIM Shillong

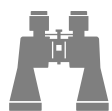


As a testimony to its continued growth and academic excellence, IIM Shillong has completed yet another successful final placement season for the class of 2016 of its flagship Post Graduate Programme (PGP) in Management.

The season saw the participation of 137 students from a batch of 138 while 1 student chose to opt out from all processes in order to pursue her entrepreneurial ambitions. A total of 142 offers were made by 41 recruiters who participated in the recruitment drive. Pre-placement offers (PPOs) were accepted by 15% of the batch.

Despite a 16% increase in batch size from last year, the season was completed in record time and saw an increase in median CTC offered on campus from 12.59 LPA last year to 14.00 LPA. It is also worth noting that the average CTC offered to the top quartile of the batch was 18.15 LPA while the average CTC of the top half was 16.54 LPA. The highest domestic CTC offered on campus this year was 23.35 LPA in the domain of Consulting.

Our regular recruiters including Mahindra GMC, HSBC, Deloitte, J.P.Morgan, Nomura, RBL Bank, Tata Steel, Tata Motors, Google, ICICI Bank, Amazon, Cognizant, Wipro, IBM, GSK Pharma, L'Oreal, YES Bank, Titan and SBI Bank once again showed faith in the capability of our students. We would like to reiterate our immense gratitude for the support that they have given us over the years. In addition to this, the growing credibility of our talent pool has been proved once again by the addition of various first time recruiters to this year's placement process including Kohler India, ZS Associates, Future Group, Berger Paints, Voonik, HDFC AMC Ltd., JPMC and Thomson Reuters.



Overview

The highlight of this year's placement process was marked by the fact that more than 45% of the batch were made offers by the top 5 recruiters on campus. The roles offered by these 5 recruiters ranged across the fields of Consulting, Finance, Sales & Marketing, IT/Analytics, e-Commerce and Operations. This shows the diversity in the academic and professional background of the students as well as the continued confidence of our recruiters on the quality of our participants. Sales & Marketing emerged as the most preferred domain with 31% of the students opting for various S&M roles. This was followed by IT & Analytics and Finance which saw offers made to 20% and 19% of the batch, respectively. BFSI and IT/ITES/Analytics once again emerged as the two most preferred sectors with 27% and 31% of the students taking up offers in these two sectors respectively. In accordance with the country-wide trend, the year also witnessed a surge in the preference for start-ups and close to 9% of the batch opted for such roles.

41

Number of
Recruiters

142

Number of Offers

15%

Percentage of batch
receiving PPOs

14 LPA

Median CTC

12%

YoY Increase in
Median CTC

14 LPA

Mean CTC

25 LPA

Highest Overall CTC

23.35 LPA

Highest Domestic CTC



Prominent Recruiters



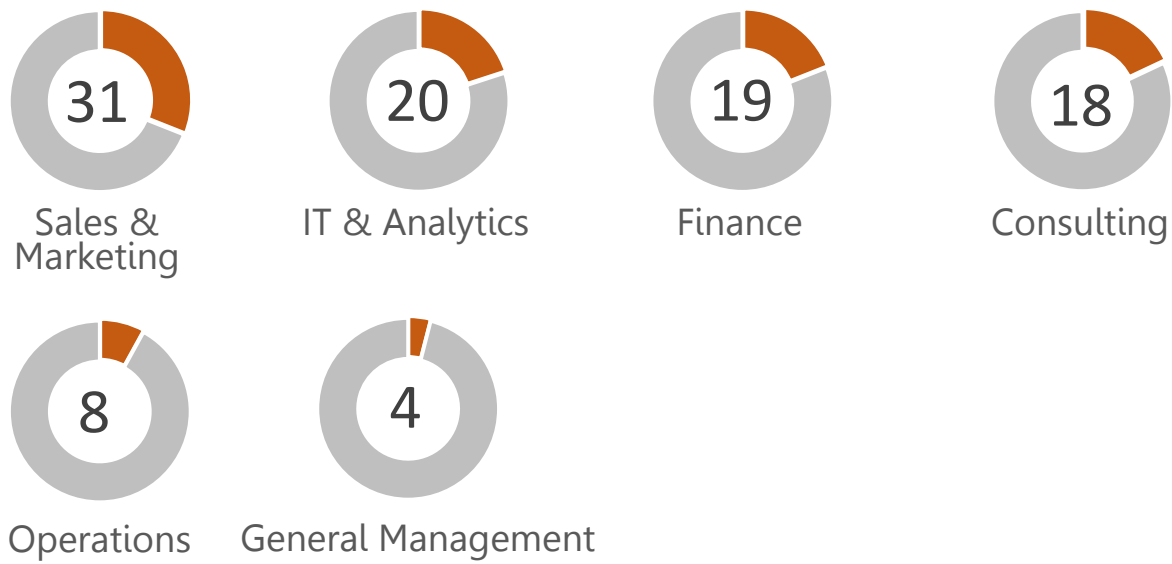
THOMSON REUTERS



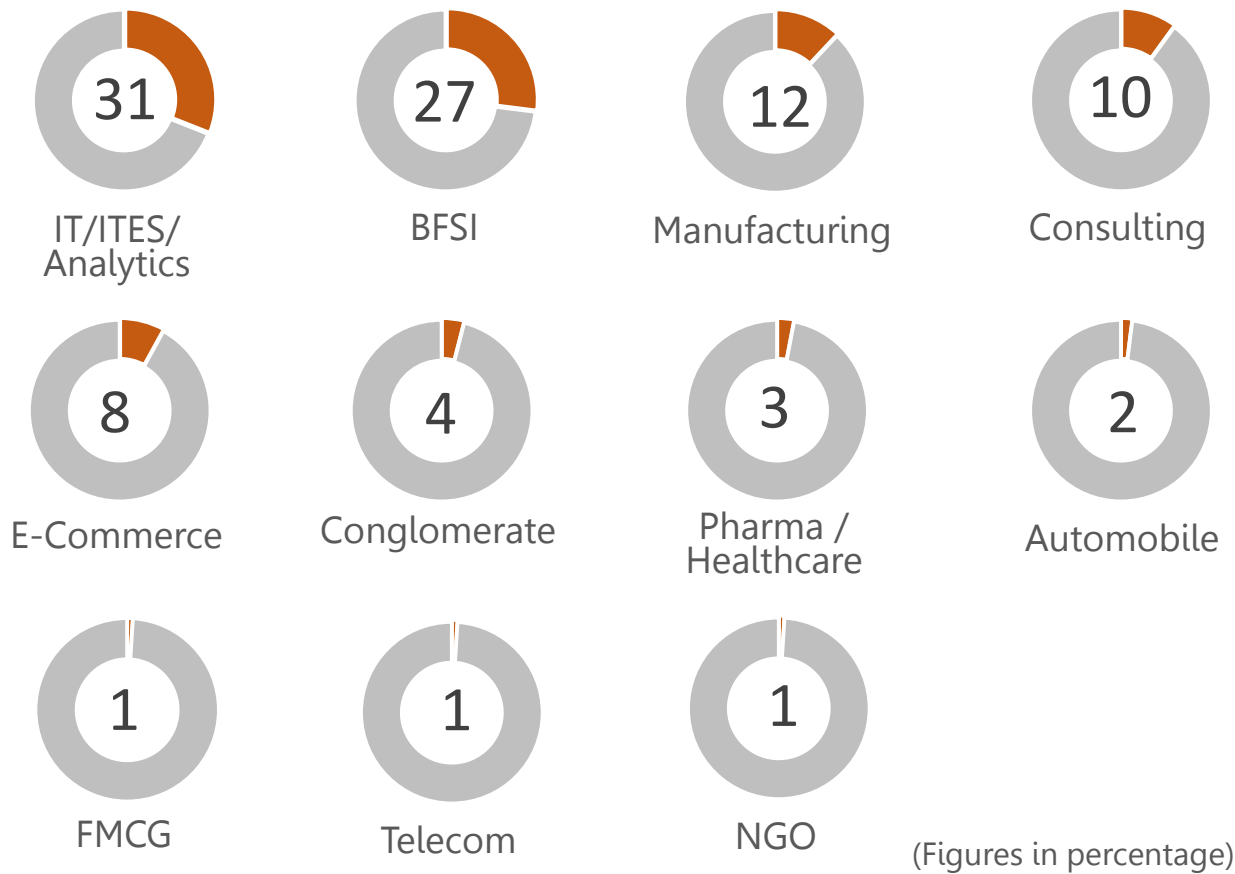


Placement Statistics

Domain Wise Offers



Sector Wise Offers



(Figures in percentage)



Domain Details

Sales and Marketing



21 LPA

Highest CTC

Sales & Marketing was the most sought after domain in this year's recruitment season and accounted for 31% of the total offers. This domain saw participation from all the major sectors like FMCG, E-commerce, Insurance, and Healthcare among others. The top recruiting companies in this

domain were Google, L'Oreal, Tata Steel, Tata Motors, Titan, GSK Pharma and Voonik. First time recruiters include Kohler India, Universal Sompo General Insurance and Berger Paints. From the e-commerce sector we are proud to include Voonik and droom in our recruiters list, both of which feature in the *20 Startups To Watch In 2016* by Forbes.

Finance



21 LPA

Highest CTC

Finance constituted a large chunk of the offers made, with 19% of the batch choosing this domain. Firms such as ICICI Bank, RBL Bank, JPMC, HSBC, SBI bank among others were the top recruiters in this sector. Yes

Bank selected students for its leadership program. PPO offers were made to students by JP Morgan for their exceptional performance. The major roles were offered in front end investment banking, global markets, corporate and wholesale banking, equity research, etc.



Domain Details

Consulting & General
Management



23 LPA

Highest
CTC

General Management roles were offered to 4% of students from both regular as well as new recruiters. Regular recruiter Mahindra GMC offered general management roles to all summer interns who interned with the company, highlighting the quality of students. Another niche general management role was offered by first time recruiter Gandhi Fellowship, an initiative by Kaivalya Education Foundation and Piramal Foundation. Roles were also offered by two first time recruiters making three offers in all.

Over the past two years, IIM Shillong has witnessed steady traction with consulting companies and the trend continued this year as well. A total of 18% students grabbed the coveted consulting roles, which were offered by regular recruiters, like Deloitte (Strategy & Operations), Cognizant (Business Consulting) and Wipro. Offers were also made by first time recruiter ZS Associates.

Both General Management and Consulting roles emerged as the highest paying domains, accounting for 7 out of 10 highest paying offers



Domain Details

IT & Analytics



16 LPA

**Highest
CTC**

Around 20% of the students were offered roles in this domain, making it the second most sought after domain after Sales & Marketing. The highlight of this domain was our regular recruiter Cognizant Technology Solutions which offered roles to almost 12% of the students, a significant increase compared to the

offers made last year. Offers were also made by regular recruiters, like Wipro, Infosys BPO, SBI, and Fidelity Management & Research, a subsidiary of Fidelity Investments, which is the largest mutual fund company in the USA. Roles in this domain were also offered by first time recruiters including Cement Manufacturing Company Limited (Star Cement)

Operations



18 LPA

**Highest
CTC**

Operations domain saw roles being offered from varied sectors ranging from e-commerce to BFSI to healthcare. Operations role were offered to 8% of the students. Most number of offers were offered by our long time recruiter Tata Steel which made three

offers for roles such as Supply Chain management. Stellium Consulting also offered PPOs to all the summer interns who interned with the company, highlighting the ever increasing trust recruiters have in the talent at IIM Shillong. Regular recruiter, Amazon offered one role which also made it the highest offer (CTC wise) in this domain.



Recruiters' Feedback

“ Amazed with the quality of candidates- their maturity to comprehend and infer situations. The best in it is the humility that each one carries. ”

- RBL Bank Ltd.

COMMUNICATION DETAILS



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