



INDIAN INSTITUTE OF FOREIGN TRADE

# FINAL PLACEMENTS REPORT

BATCH OF 2016-18



# OVERVIEW

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The Indian Institute of Foreign Trade successfully completed the Final Placement process of its largest ever batch of 2016-18 in record time, making it one of the first premier business schools to complete placements.

IIFT recognized globally for its prowess in International Business, performed exceptionally well across all domains and the participation by top recruiters across the board is a testimony to the same.

Of the batch strength of 288, a total of 93 Pre-Placement offers were made to students as compared to 74 in the previous year. With 110 companies confirming their participation, IIFT wrapped its placements with 94, out of which 35 were first time associations.

# DIRECTOR'S MESSAGE

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**DR. MANOJ PANT,**  
DIRECTOR, IIFT, NEW DELHI.

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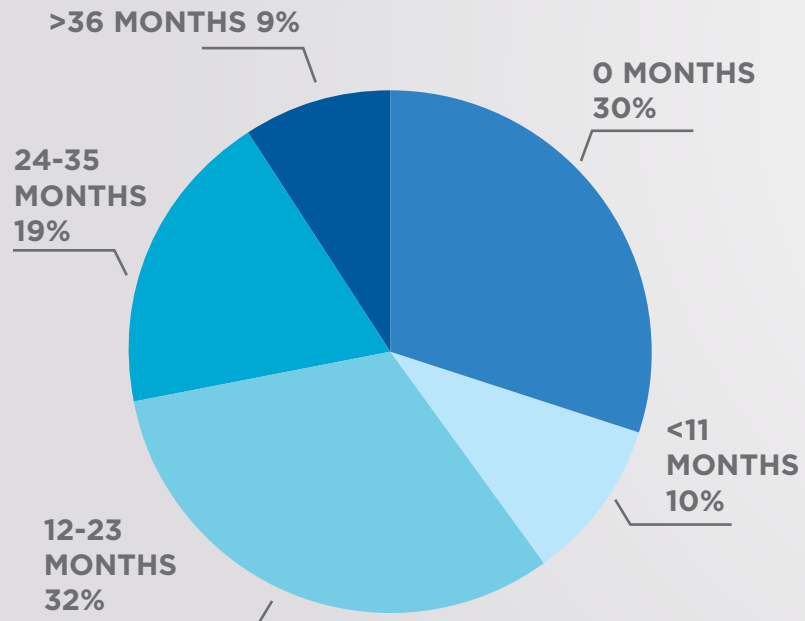
We select the best of the large lot that applies to IIFT, selecting them through a very competitive procedure. Students are constantly mentored, groomed and academically constructed by our esteemed faculty. To ensure prowess not only in academia but also empirically so that students are industry ready, we encourage corporate interactions and reach out to our alumni spread across the globe. The government policies have had a large hand in ensuring a good placement season providing a conducive environment for the same.

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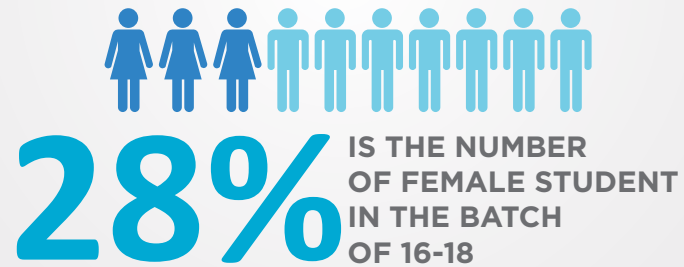


# BATCH PROFILE

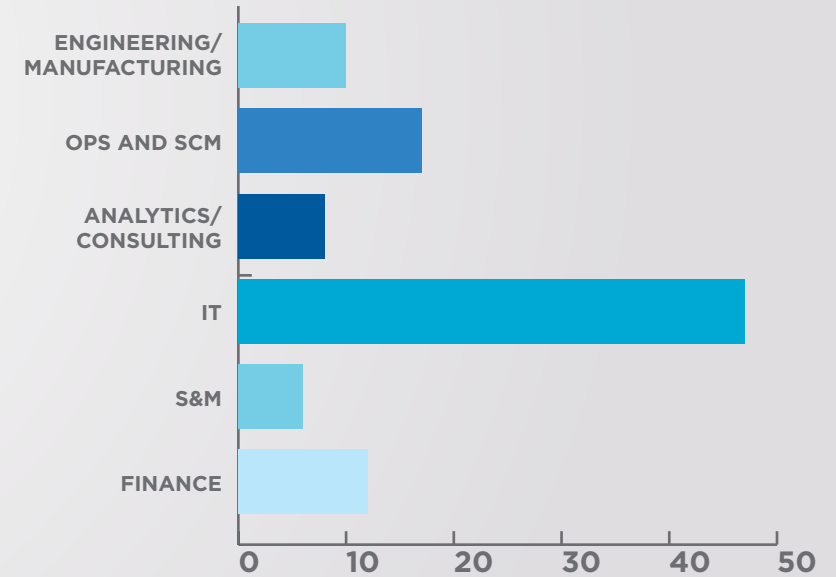
## WORK EXPERIENCE



## GENDER DIVERSITY



## WORK EXPERIENCE DIVERSITY



# HIGHLIGHTS

**BATCH STRENGTH: 288**

**COMPANIES: 94**



## INTERNATIONAL OFFERS

31 students got international offers across locations such as South America, Thailand, Africa and South-East countries: a 55% jump from last year



## HIGHEST PACKAGES

Highest International package offered was \$150,000. The highest domestic package stood at Rs. 29 LPA



## COMPENSATION HIGHLIGHTS

The overall average CTC offered was 19.23 LPA compared to 18.41 LPA last year. The domestic average CTC and the median CTC were 18.27 and 17 LPA respectively



## PRE-PLACEMENT OFFERS

The 2018 batch of IIFT received 94 PPOs, an increase of 29.10% over 2017

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- ★ Four students received a package of \$150,000 per annum along with another 7 students receiving packages above \$80,000.
  - ★ First time associations with 35 organizations such as Acquisory Consulting, Adani Group, Arcesium, Avendus Capital, BMW, CP Group, Deloitte USI (S&O) EXL, i3 Consulting, Mother Dairy, Murugappa Group, OYO Rooms, PepsiCo, Shapoorji Pallonji, Sterlite Power, Tech Mahindra, VECV, VF Corporation and Yes Bank among others

# DOMAIN SPECIFIC PLACEMENT DETAILS



SALES &  
MARKETING  
**35%**

01

New associations in this domain were formed with organisations like BMW, Mother Dairy, PepsiCo, Sterlite Power, Volvo-Eicher Commercial Vehicles and VF Corporation.

02

ITC, GILAC, Marico, Dabur, Britannia, Tata Steel, Google, Axis Bank, Shell and Maruti Suzuki India Ltd. continued their long-term associations with IIFT.

03

Telecom majors Airtel and Vodafone recruited in large numbers. Hero Motor Corp., Tata Motors and TVS recruited IIFTians for S&M roles in the automobile sector.

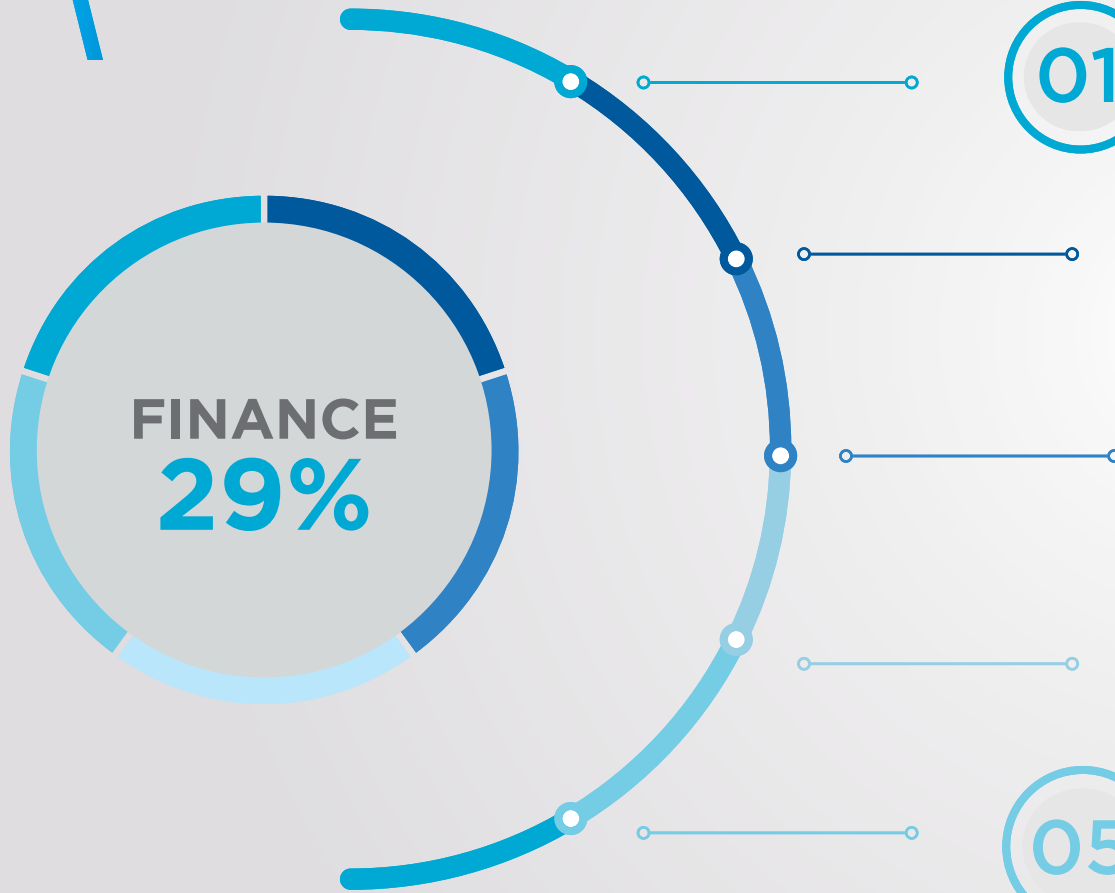
04

Business Analyst, Campaign Manager, Category Manager, Digital Marketing, Marketing Manager, Product Manager, Sales Manager were some of the coveted roles that were offered to the candidates.

05

Other recruiters in this domain included Bajaj Auto, Tata Sky, Shopclues, Edelweiss, Hewlett-Packard, Dell, LAVA, OYO Rooms and Click Labs.

# DOMAIN SPECIFIC PLACEMENT DETAILS



01

General Electric offered its prestigious FMP profile at IIFT. Avendus Capital offered the coveted Front-end Investment Banking.

02

Goldman Sachs, JPMC, HSBC, Nomura, Acquisory Consulting recruited students for niche roles like Investment Banking, Global Investment Research, Risk Management and Corporate Treasury.

03

Yes Bank and DBS, new recruiters at IIFT, extended their Retail Banking profiles. Axis Bank, IDFC Bank and ICICI Bank recruited students for Corporate Transaction, Retail & Treasury Banking Roles.

04

GSK CH, Synergy Consulting IFA, Sterlite Power, BMW and Tata Motors offered roles like Debt/Equity, Corporate Finance and Business Development.

05

Other notable recruiters who participated in the process include Aditya Birla Capital, Arcesium, Axis Securities, Citibank, CRISIL, Indus Valley Partners.

# DOMAIN SPECIFIC PLACEMENT DETAILS



01

IIFT continued to perform impressively in its forte of Trade and International Business with some of the largest trade companies in the world visiting campus.

02

Olam International, ADM, Phoenix Commodities, TGI Group, Aluzinc Asia, Trafigura and AgroCorp International were the leading recruiters offering trade roles to the students this year.

03

Prestigious Indian conglomerates such as the Murugappa Group visited IIFT for the first time and offered Trade roles.

04

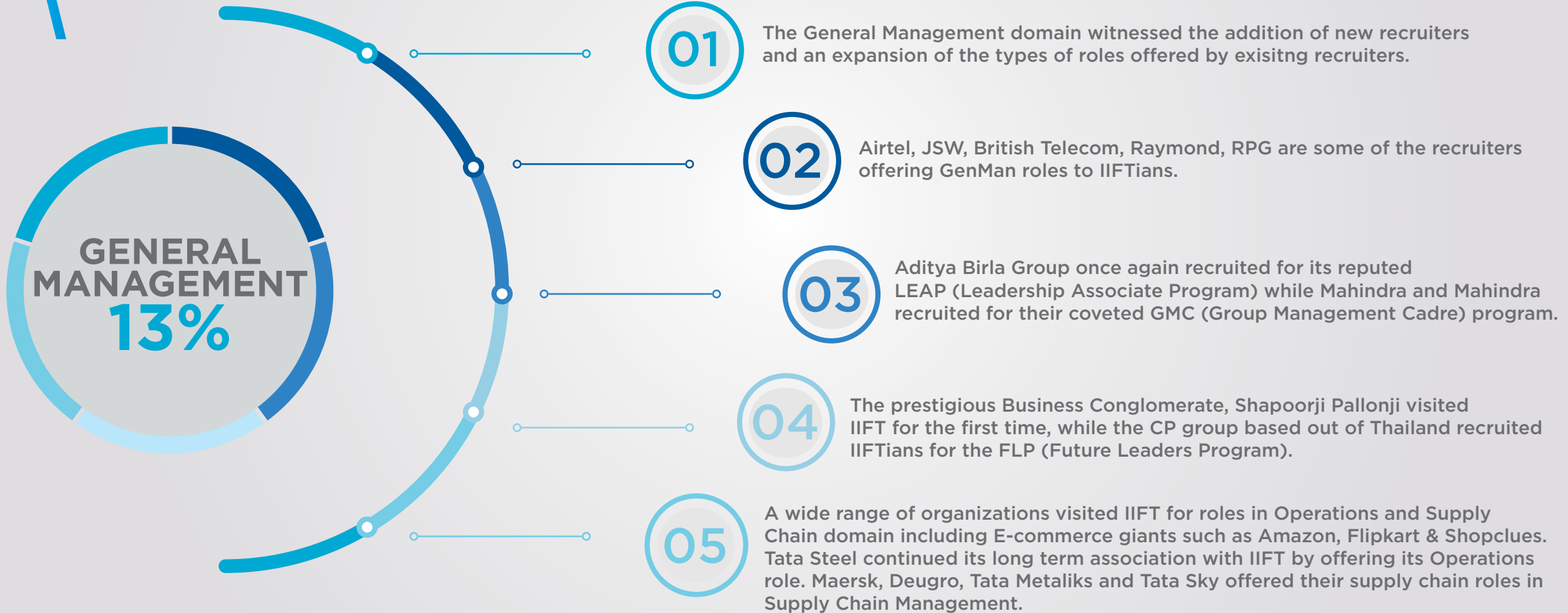
The Trade domain at IIFT remained the source of the highest remuneration offered on campus with the highest package being close to Rs. 1 Crore.

05

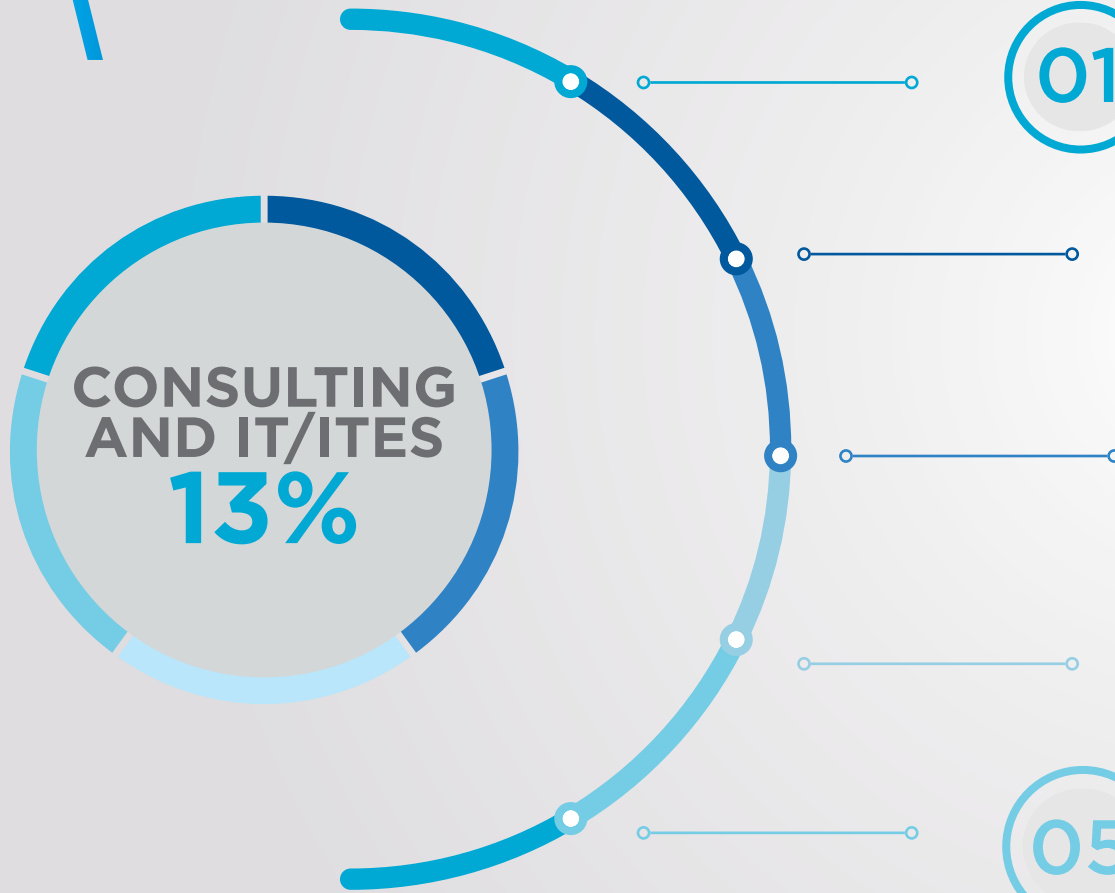
The international roles were offered in locations such as South America, Thailand, Africa and South-East Asia.



# DOMAIN SPECIFIC PLACEMENT DETAILS



# DOMAIN SPECIFIC PLACEMENT DETAILS



01

Reputed Consulting firms participated in the placement process, offering a wide variety of profiles.

02

EXL Services, Cognizant Business Consulting, Actuate Business Consulting, Bain Capability Center, Deloitte USI S&O, EXL Service, Cognizant Business Consulting, Actuate Business Consulting, Bain Capability Center, and i3 Consulting are some of the industry stalwarts who extended offers to the candidates

03

GeP and Infosys Management Consulting offered their Operations consulting to IIFTians. Infosys Management Consulting also offered Business and Financial Consulting Roles.

04

The strong IT background of the students continued to attract big names to IIFT, with an assortment of roles on offer.

05

Google, IBM, Dell, HP, TCS, Wipro, Hexaware and Capegemini are some of the IT giants who recruited students.

# RECRUITERS AT GLANCE



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