

Placement Report – Final Placements, Class of 2012 – IIM Shillong

IIM Shillong successfully completed the Final Placements for the Class of 2012, despite a 40% increase in batch size coupled with a downturn in the economic and recruitment scenario. The placement season saw participation from 44 companies which made a total of 105 offers to 93 students. Many new corporate houses showed great confidence in recruiting from IIM Shillong, including Tata Administrative Services (TAS), Goldman Sachs, Cognizant, Apollo Hospitals, GlaxoSmithKline (GSK), and UST Global among others.

Marketing was the most sought after domain this season, accounting for 38% of the batch opting for it. Companies like Tata Motors, Tata Steel, Pidilite, UB Group, and Godfrey Phillips offered roles in the areas of Sales & Marketing and Business Development. The Pharmaceutical and Healthcare sectors were well-represented by companies such as Pfizer, Biocon, and GSK which offered roles in their Marketing divisions.



For the second time in a row, IIM Shillong represented India in the Asia Pacific round of the Global Investment Research Challenge (GIRC), conducted by the CFA institute, in Hong Kong. Riding on the successes in the GIRC, Finance, once again, emerged as a preferred sector with 25% of the students opting to pursue their careers in this sector. Goldman Sachs visited IIM Shillong for the first time and offered roles for their Asset Management division. Organizations like Nomura Investments, HSBC, RBI, ICICI Bank, Yes Bank, and SBI Capital offered roles in their Investment Banking, Equity Research, Consumer Banking, Project Advisory and Capital Markets divisions. Companies like Futures First, HDFC, NCDEX also expressed interest for their Trading, Treasury and Wholesale Banking roles. Yes Bank was the largest recruiter taking seven students for their finance roles.

14% of the batch opted for Consulting domain, which saw participation from organizations like Deloitte, Cognizant, Mu Sigma, HCL Technologies, Suzlon, I-maritime, UST Global, Datawise and CGN Consulting, which offered roles in Business Advisory, Capital Markets, Enterprise Analytics, Real Estate, and Operations Consulting. Technology Consulting roles were offered by Cognizant, HCL Technologies, HCL Infosystems, Suzlon, Manipal Technologies, Sonata Software and Wipro.

General Management roles were taken up by 6% of the batch. Tata Administrative Services (TAS) participated for the first time in campus placements, offering its much coveted General Management - Leadership profile. Other general management roles were offered by Apollo Hospitals, Neudestic, Indofil and Manipal Group.

With the players in the Operations domain in India growing and the increased importance of this domain in the industry, it saw close to 12% of the batch taking up offers. Companies offered roles in Program Management, Project Management, Manufacturing Operations, Packaging, Procurement, Supply Chain Management. Recruiters in this field included players like Tata Motors, Tata Steel and UB Group. Suzlon and Flareum Solar Technologies Pvt. Ltd. from the renewable energy sector

offered niche roles in Operations Management and Project Management. First time recruiter Manipal Group offered roles in Program Management.

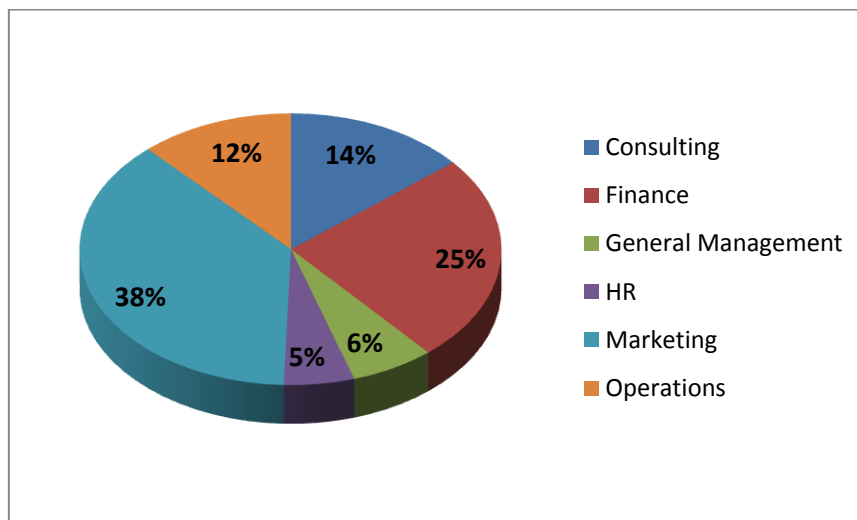
Close to 5% of the batch opted for roles in Human Resource (HR) Management as well. The companies that offered roles in the field of HR included Yes Bank, Tata Motors, and HDFC Bank. Flareum Solar Technologies Pvt. Ltd. also offered an Industrial Relations (IR) role at its plant.

IIM Shillong with its focus on Sustainability and ‘Design Thinking’ is all set to take its next step towards higher echelons with the active support of its Alumni, Staff, world class Infrastructure and highly talented student base.

Statistics:

Size – Class of 2012	93
Number of participating Companies	44
Total Number of offers	105
PPO/PPIs offered	8
PPOs accepted	4
Highest Salary	19 LPA
Average Salary	12.01 LPA
Median Salary	11.67 LPA

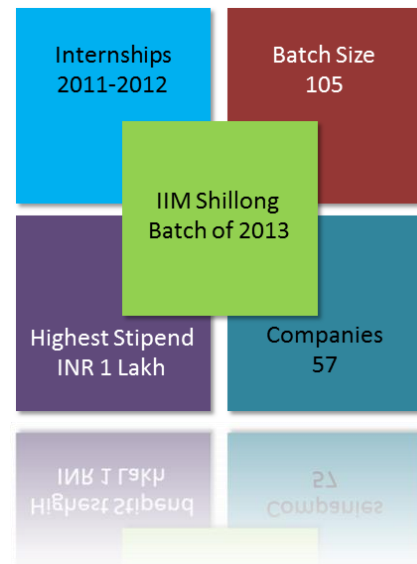
Sector-wise roles taken by candidates:





Summer Placement Report (2011-12)

Indian institute of Management, Shillong (IIM-S) successfully concluded the summer placements for the PGP 2011-13 batch, with 105 students doing projects in as many as 57 firms. Showing immense faith in the process and the talent pool at IIM Shillong, 58% recruiters participated in the summer placement process for the first time. Some of the new partners include Marico, Airtel, Nomura, Citibank, Accenture Management Consulting, IFMR, Info Edge, MART, TATA Communications, UB Group, Honeywell, Hughes Telecomm, Hero Motorcorp, Datawise, Teach for India etc. A diverse range of profiles were offered including Rural Finance, Rural Marketing and Advertising in addition to regular profiles. One of the highlight of this



season was the participation from alternate sectors, where some niche roles were offered by companies, including Teach for India in Training and Impact, Flareum Solar Technologies in the area of Solar Energy Products, Daily Dump in the field of waste management among others. The highest summer internship stipend offered on campus was INR 1 Lakh.

Sales and Marketing was the most sought after profile at IIM Shillong which accounted for 39% of the offers with prominent organizations like Marico, Airtel, Britannia, Tata Motors, Tata Steel, UB Group, Honeywell, Mother Dairy, Hughes Telecomm, MART, Millward Brown, Flareum Solar Technologies, JWT, Law & Kenneth, BlackBerry's etc. offering summer projects to IIM Shillong participants. Firms like Kraft Foods, L&T, Titan, Tata Steel, Mother Dairy, Lear Corporation, Teach for India, Egon Zehnder International offered roles in the Operations and HR domain to 14% participants.

Spurred by the Institute's achievement in the GIRC (conducted by the CFA institute), organizations such as Nomura, Citibank, HSBC, ICICI, IFMR, NCDEX, RBI, AON Consulting, PFC, Bank of Baroda, HDB Financial Services, SBI Caps offered Finance profiles which were chosen by 31% of the participants. Additionally, organizations of the likes of Aditya Birla Group, HUL, E&Y, Emami, Greaves Cotton and Kotak Securities agreed to offer summer projects in various niche areas of Finance.

IT and Consulting domains witnessed participation of organizations like Wipro, Info Edge, Datawise, Siemens, Nodwin Consulting, Brown & Mohan, ZEE Learn, Hero Motorcorp etc. which accounted for around 16% of the offers. Firms such as Piramal Healthcare, Gimatex

Industries, Naandi Foundation and Greaves Cotton offered strategy projects to the participants. One student opted out of the process to pursue entrepreneurial internship on his own in the area of renewable energy.

This year's PGP batch was diverse in terms of work experience with almost 57% participants having a prior work experience. The batch was well represented with 37% representation of girls and students coming from academic backgrounds as diverse as Sociology, Law, Fashion Designing, Arts, CA and Bio-sciences in addition to commerce and engineering graduates. IIM Shillong with its focus on Sustainability and 'Design Thinking' is all set to take its next step towards higher echelons with the active support of its Alumni, Staff, world class Infrastructure and highly talented student base.

Profiles Offered 2012

