

# **PLACEMENT REPORT 2017-19**

**Institute of Management Studies  
(Faculty of Management Studies)  
Banaras Hindu University**



# FOREWORD

**Institute of Management Studies, Banaras Hindu University reinforced its position as one of the premier business schools in the country as we have received overwhelming response from the industry for Final Placements of 2017 – 2019 batch and completed 51 years of imparting education to successful professionals. A total of 143 students participated in the placement process, with 52 students from the flagship MBA course, 51 students from MBA-International Business course, and 46 from MBA- Agri Business. The regular recruiters at our institute reinforced their faith in the quality of talent by hiring in big numbers. This year witnessed a substantial increase in the number of companies confirming participation for the final placement process. The average CTC saw a 8% increase over the previous year with the highest CTC offered being INR 12 LPA. The placement season saw good response from companies spanning across various functions such as General Management, Finance, Sales & Marketing, and Operations. The stellar placements at Institute of Management Studies stands testament to the faith shown in its pedagogy, faculty, alumni and students by the stalwarts of the industry.**

# Message from Placement Coordinator

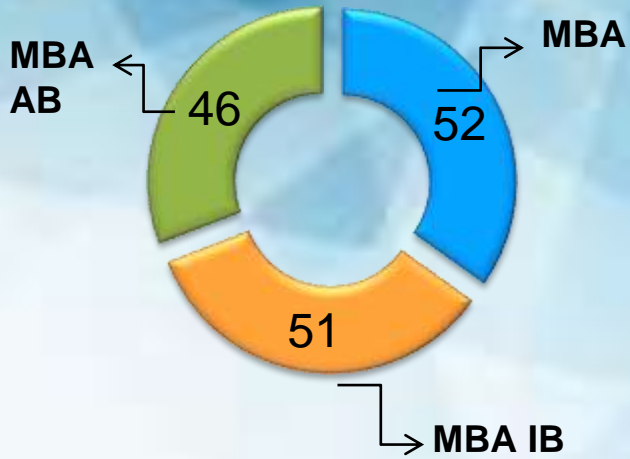
“I would like to thank all our recruiters for their continued faith in **IM(FMS)-BHU** for campus engagements and placements. I am also grateful to our illustrious alumuni, who have extended an overwhelming support to our students by conducting various sessions. I am sure that IM(FMS)-BHU will scale to greater heights in the time to come. A special mention to the members of Placement Team for their continuous support.”

- Prof. H. P. Mathur

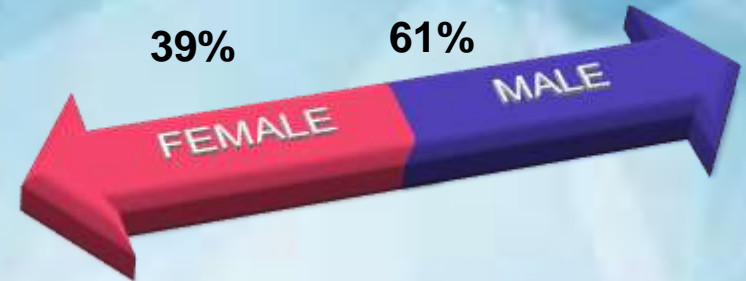


# DEMOGRAPHY OF BATCH 2017-19

## COURSE WISE STRENGTH

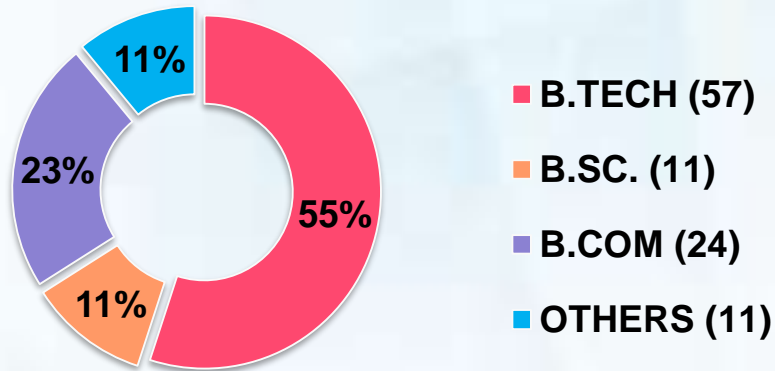


## GENDER DIVERSITY

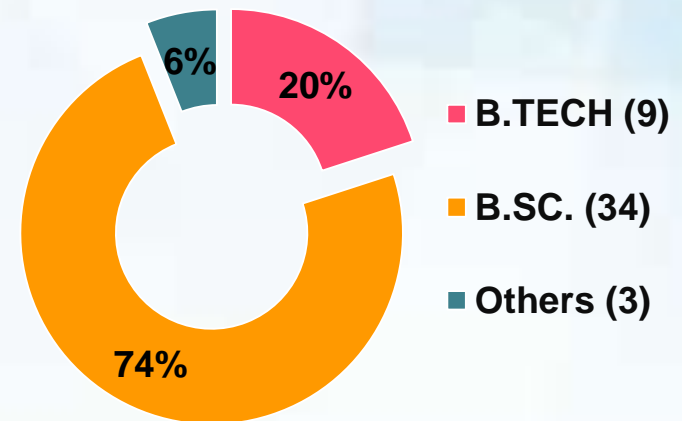


## Graduation Wise Break Up

### MBA & MBA IB

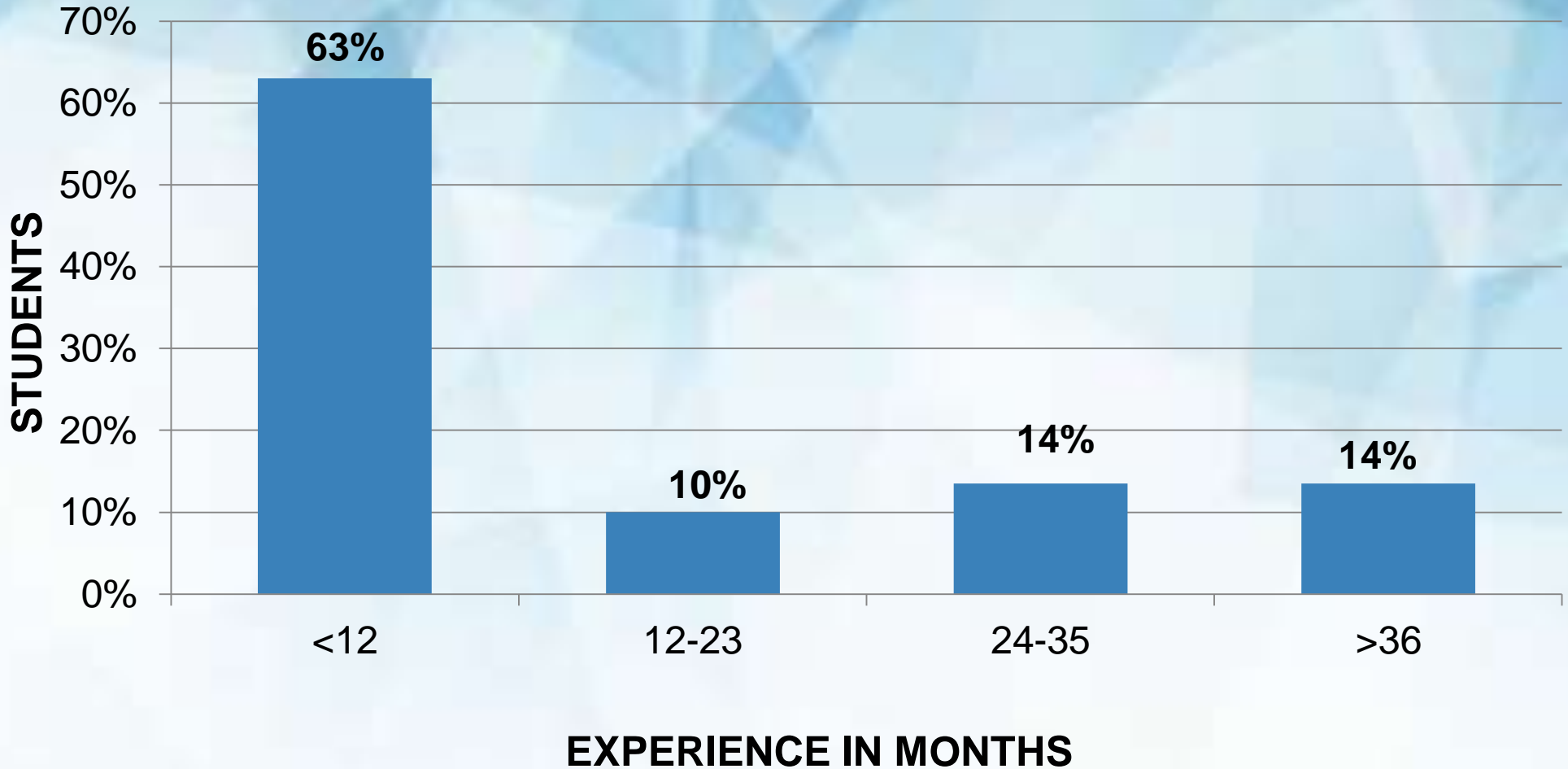


### MBA AB



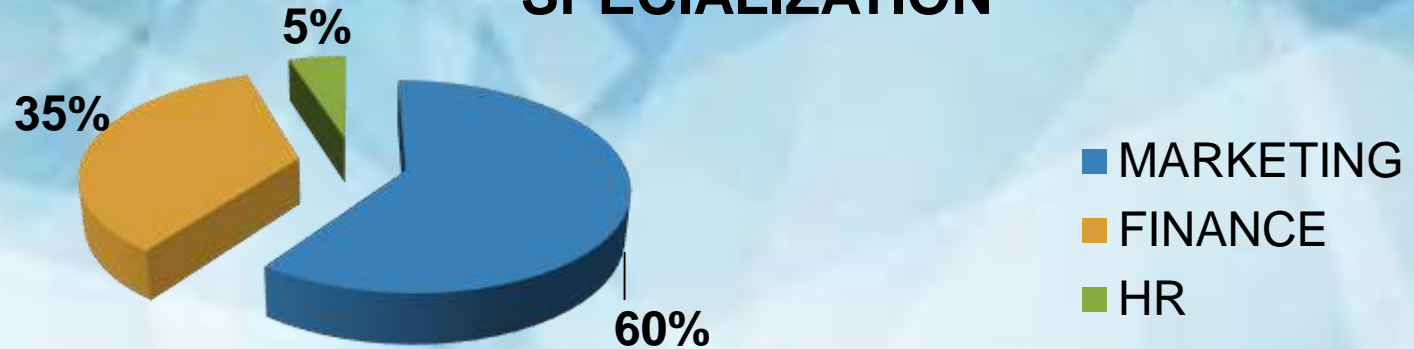
# BATCH PROFILE (2017-2019)

## PRIOR WORK EXPERIENCE

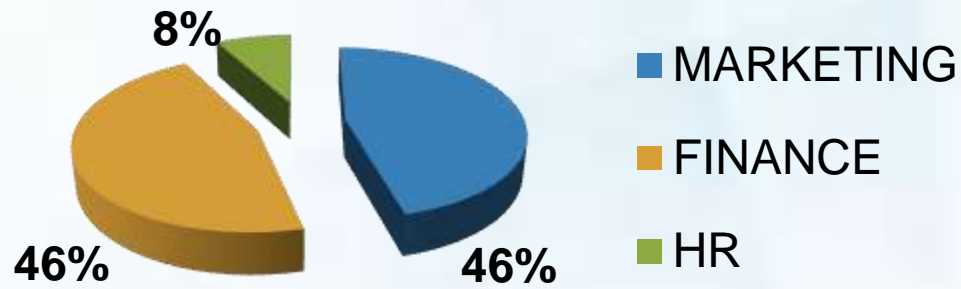


# BATCH PROFILE (2017-2019)

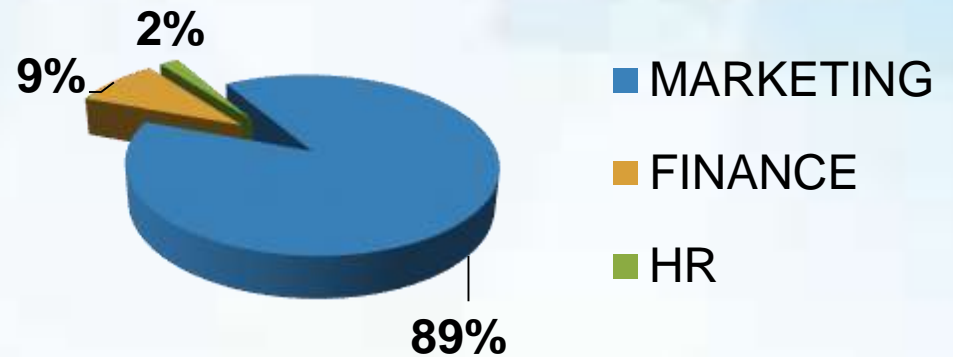
## SPECIALIZATION



## MBA & MBA-IB



## MBA-AB



# PLACEMENT PROCESS



The placement process is conducted by the Placement Cell of Institute of Management Studies in coordination with the Student Placement Representatives, includes some or all of the following steps:

- **Student Application & Shortlisting based on CVs.**
- **Group Discussion(s).**
- **Personal Interview(s).**
- **Final Offer roll-out & acceptance.**

Final Placement process for the batch of 2017-2019 started in the first week of November 2018. More than 30 recruiters participated, with few companies still lined up for their processes.

Some students opted out from the placement process for their entrepreneurial ventures and higher studies.



# PLACEMENT DATA

<b>BATCH 2017-19</b>	<b>MBA &amp; MBA-IB</b>	<b>MBA-AB</b>	<b>TOTAL</b>
No. of students in batch	103	46	149
No. of students who appeared for placement	97	46	143
No. of students placed	83	30	113
No. of companies participating	19	13	22*

\*10 companies have recruited for MBA, MBA IB and MBA AB



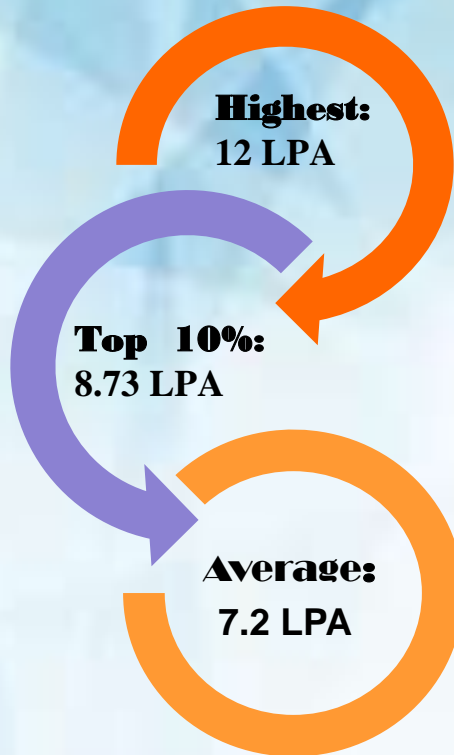
# RECRUITERS

Organisation	Number of Students Placed	Organisation	Number of Students Placed
ICICI Bank	19	Bandhan Bank	4
ICICI Prudential Life Insurance	15	Utkarsh SFB	4
Hinduja	8	Prism Cement	4
L & T Financial Services	7	DHL	2
Ujjivan Small Finance Bank	7	ICICI Prudential AMC	2
Future Supply Chain	7	Writers Corporation	2
Matix Fertilizers & Chemicals Ltd	7	Mahindra Finance	2
Gyan Dairy	7	My Operators	2
SBI Life Insurance	6	Visa Steel	1
Prism Cement	4	Others	3

# PLACEMENT HIGHLIGHTS

## Profiles Offered

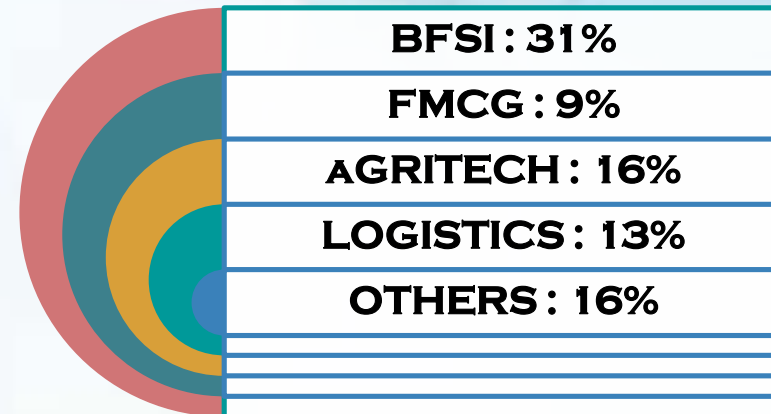
- Risk Analyst
- Consultant
- Business Analyst
- Investment Banking
- Sales & Marketing
- HR
- Operations



## Domain Wise Highest Salary

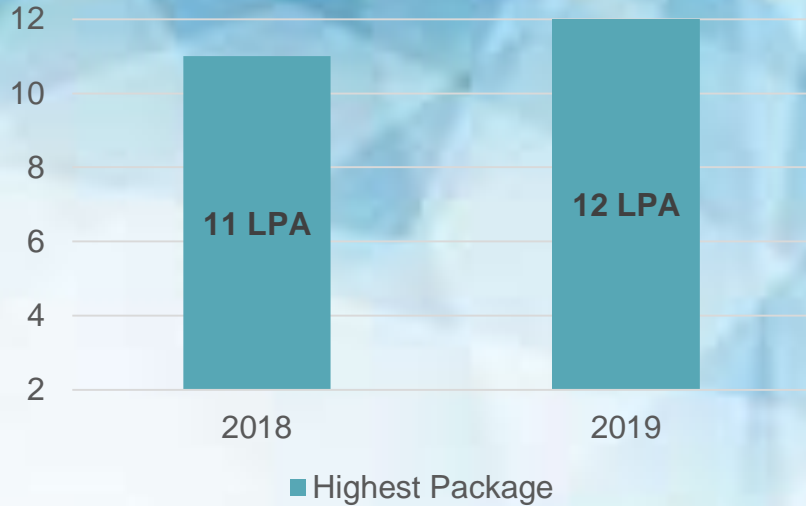
- Marketing : INR 12 LPA
- Operations : INR 12 LPA
- Finance : INR 7 LPA
- HR : INR 8.5 LPA

## Sector Wise Split

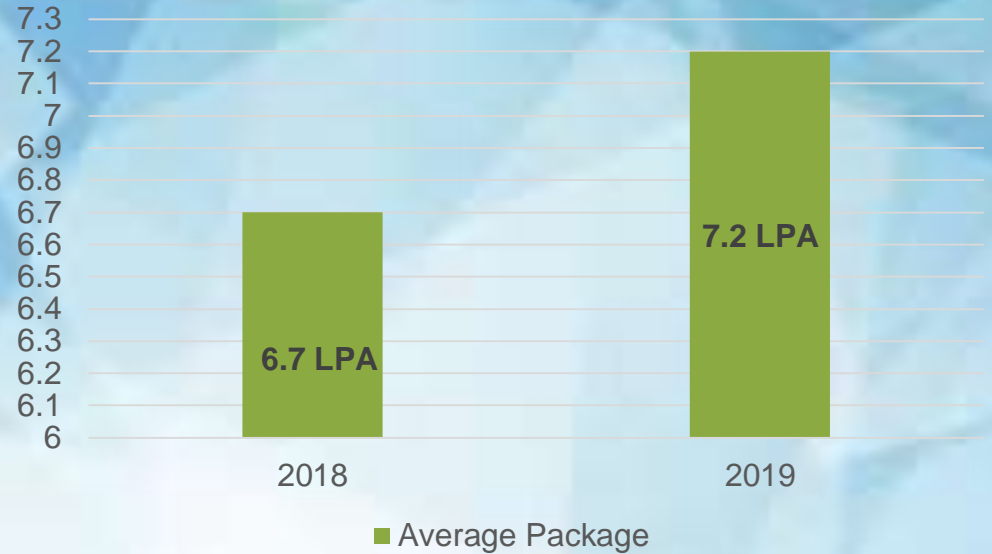


# COMPARATIVE DATA FROM PREVIOUS BATCH

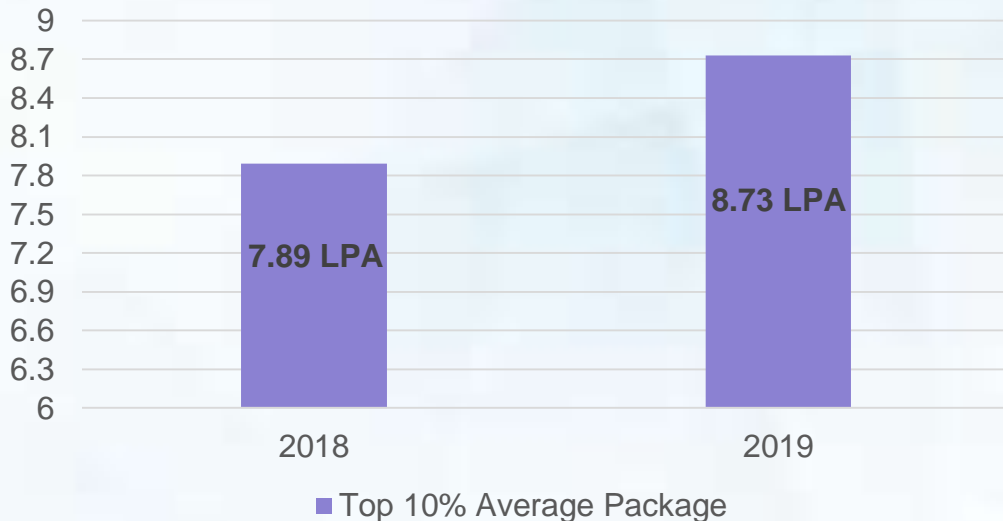
## Highest Package



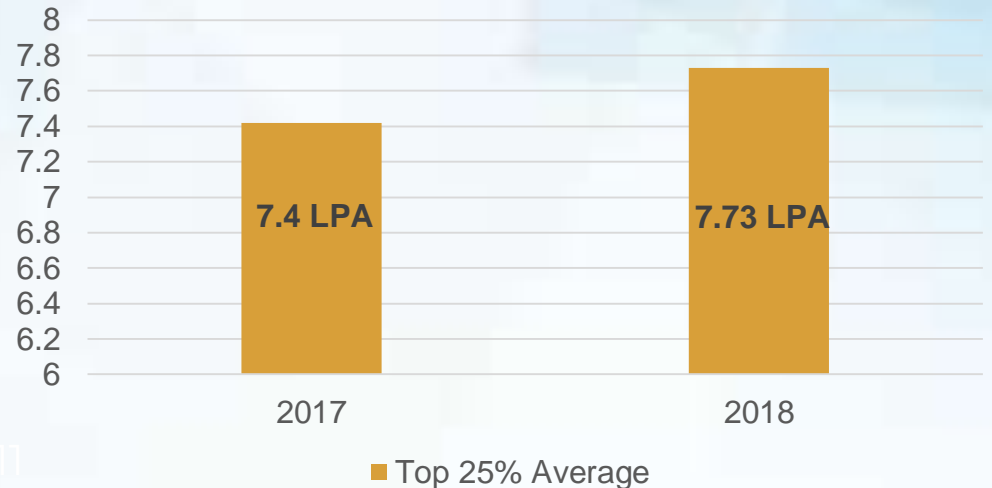
## Average Package



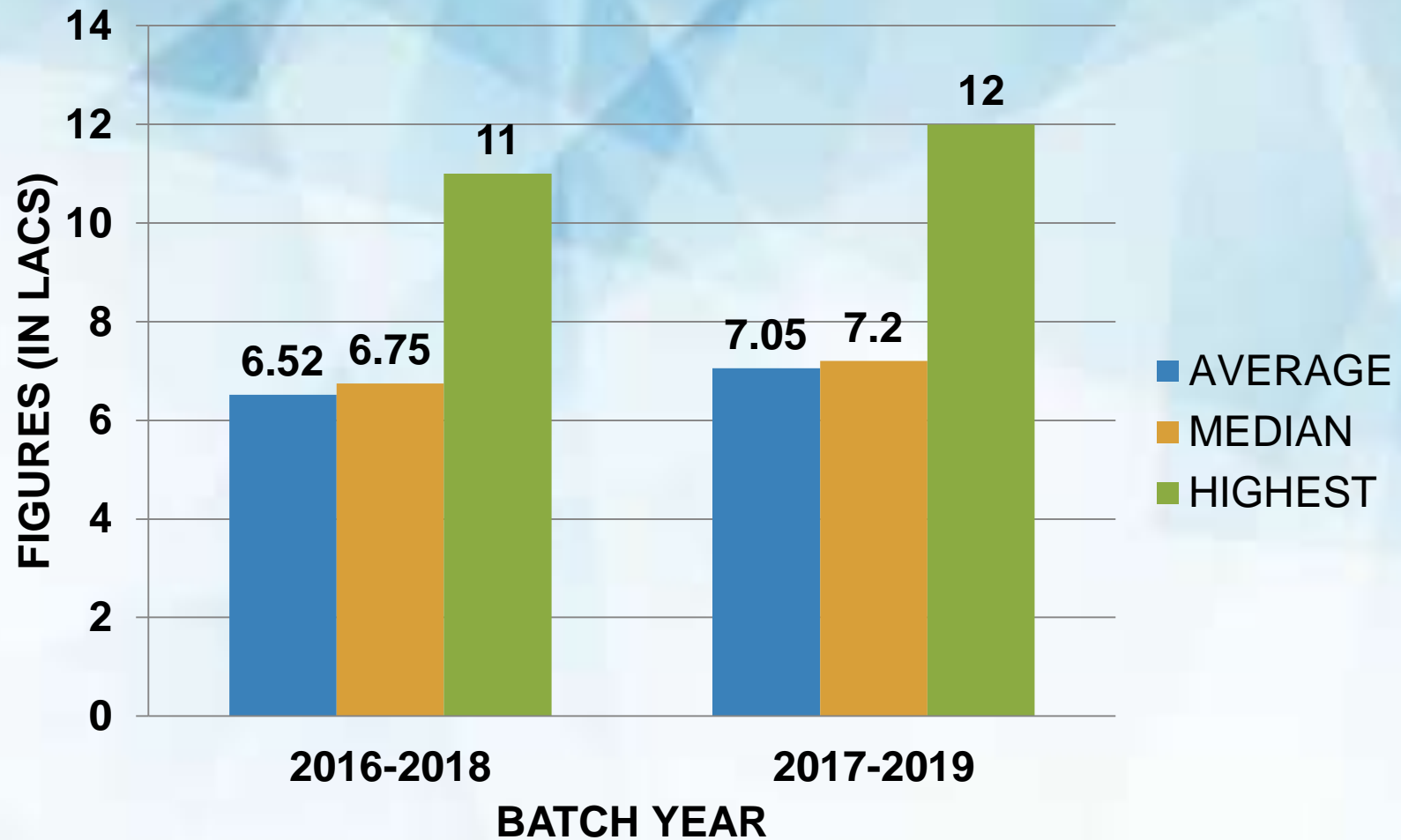
## Top 10% Average Package



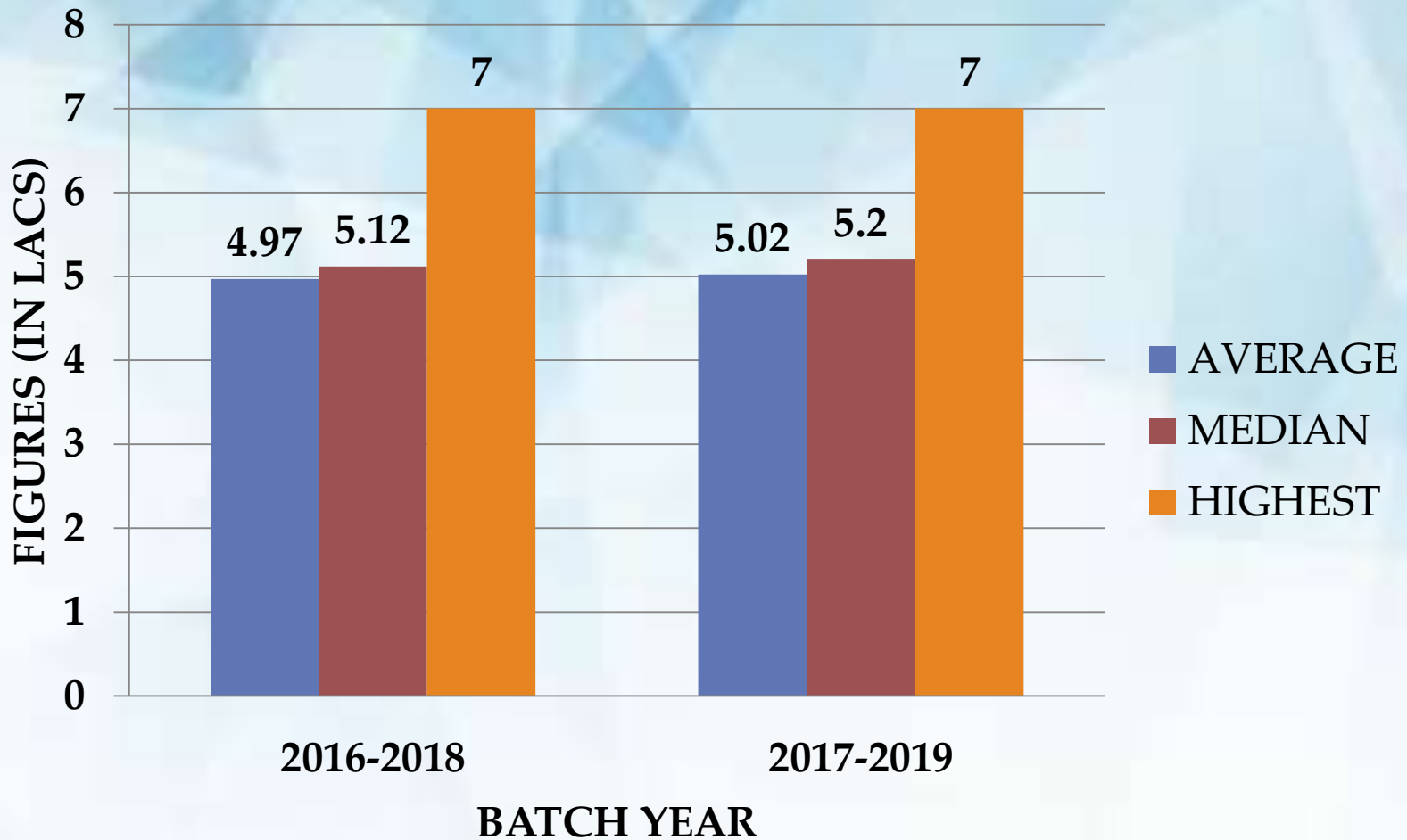
## Top 25% Average Package



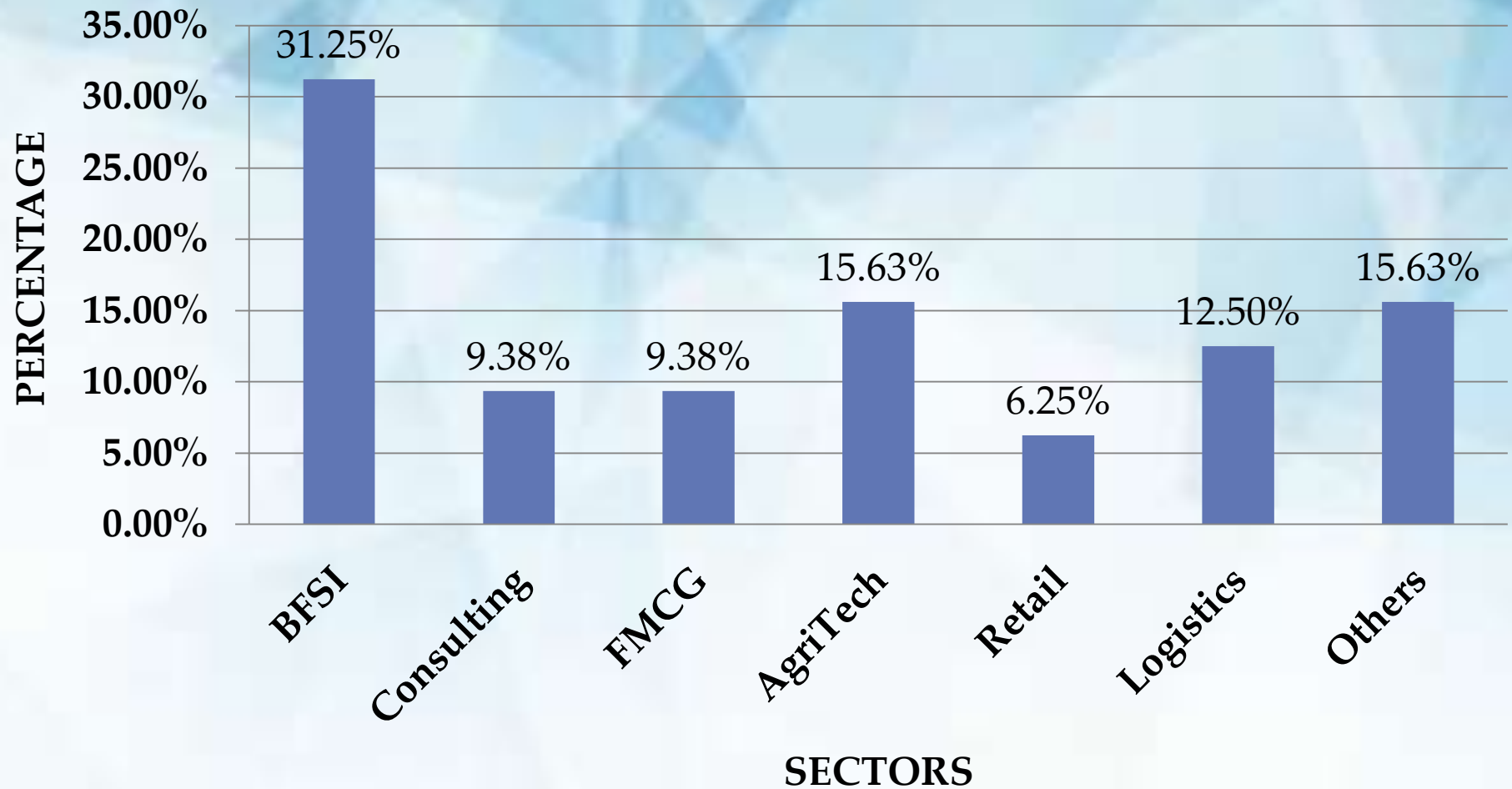
# PLACEMENT DATA (MBA & MBA-IB)



# PLACEMENT DATA (MBA-AB)



# PLACEMENT DATA (SECTOR-WISE DISTRIBUTION)



# IMS-BHU IN NEWS

Institute of Mgmt. Studies (Faculty of Mgmt. Studies) Banaras Hindu University is one among top leading Institutions shortlisted for Recruiters Survey conducted by the Economic Times (18 Aug. 2017).

20 Talent Hunt India's Top Recruiters/ B-Schools

THE ECONOMIC TIMES | BANGALORE | BUSINESS | FRIDAY | 18 AUGUST 2017

## THE 2017 WAR FOR TALENT

Even in a challenging placement scenario, top recruiters made a beeline for the cream of MBA talent across campuses to drive the next wave of digital transformation. **Sreeradha D. Basu & Varuni Khosla report**

**Now in its seventh year, the ET Top Recruiters survey was based on data collated from 26 leading business schools across India: IIM Bangalore; IIM Lucknow; WESchool; National Institute of Industrial Engineering (NITIE), Mumbai; Great Lakes Institute of Management; Goa Institute of Management; Institute of Management Studies, Banaras Hindu University (earlier FMS-BHU); IIM Kashipur; International Management Institute (IMI), Delhi; Symbiosis Centre for Management and Human Resource Development (SCMHRD), Pune; Symbiosis Institute of**

**national Business and MBA Agri Business,"** said placement coordinator Prof HP Mathur.

According to the director, Prof Raj Kumar, this year the placement response is more encouraging than that of previous year as around 85-90% students have been placed as more companies came in for the first time. He added that the average package this year went to Rs 7.2 lakh per annum.

Mathur said that this year the BFSI (Banking, Financial Services and Insurance) sector saw prestigious companies like ICICI Bank, Ujjivan, IDBI Capital, SBI Life, IDFC Bank, Mahindra Finance, ICICI Prudential AMC, Utkarsh SFB and provided lucrative roles and opportunities in corporate, banking & financial services, to the students of MBA, MBA (International Business) and MBA (Agriculture Business).

## 90% students get job offers at IMS-BHU placement drive

TIMES NEWS NETWORK

**Varanasi:** Campus placement drive for 2017-18 at the Institute of Management Studies of Banaras Hindu University concluded on Saturday. The highest pay package this year was Rs 11 lakh per annum which was offered by Mother Dairy to a student of MBA in interna-



BIG GOALS AHEAD

tional business. "The placement drive witnessed participation of around 30 companies which offered positions across sectors to students of MBA, MBA Inter-