



# **Final** Placement Report **2012**

**FACULTY OF MANAGEMENT STUDIES, UNIVERSITY OF DELHI**



Faculty of Management Studies, Delhi has once again proven its status as one of the premier b-Schools of the country with the recently concluded laterals and final placement process for its largest ever batch of 227 students. Despite the uncertain economic environment, more than 100 companies across sectors confirmed participation at FMS Delhi to choose from the best of talent available across the country with 96 companies making final offers with **the average domestic salary rising to Rs 16.34 lpa, an increase of 6.1 % over last year.**

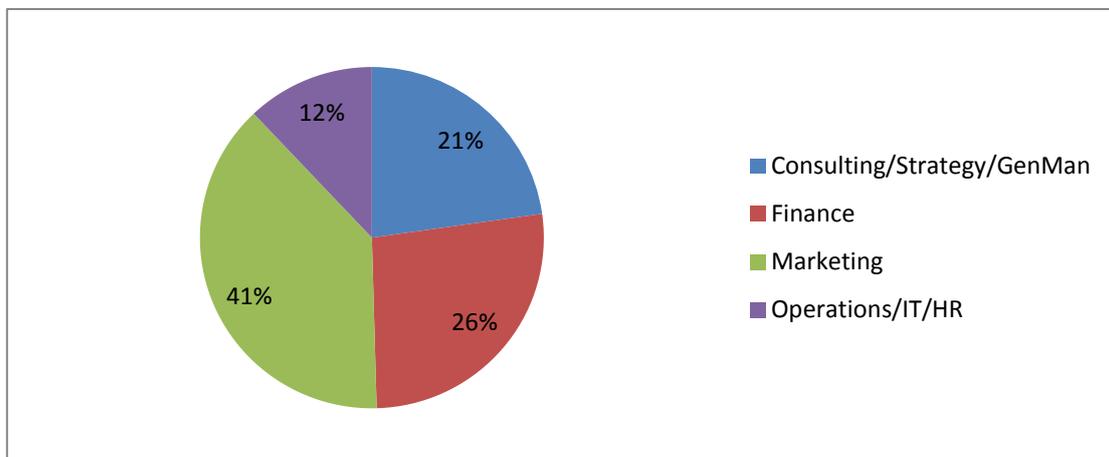
The largest ever batch of 2012, consisting of **227 students (a 12% increase from last year)** distributed among the two full time programs MBA and MBA-Management of Services, was placed in style in reputed Global and Indian firms.

The emphasis in recent times in FMS has been to offer students a wide choice in terms of kind of roles being offered across various domains and in multiple sectors. Apart from our legacy recruiters, the Placement Process saw an overwhelming participation from new recruiters with 26 of them recruiting from campus in numbers. Offers were also made in 13 growing sectors of the economy which is an indication of the diversity of profiles available at FMS.

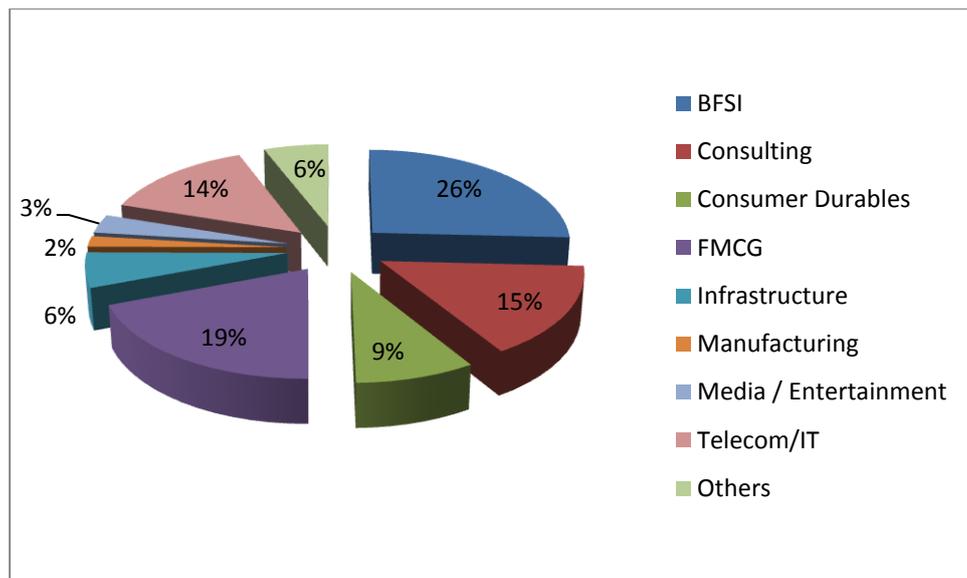
**Placement Statistics**

|  |                |
|--|----------------|
| <b>Number of companies confirming presence</b>                       | : 127          |
| <b>Number of companies participating</b>                             | : 96           |
| <b>Total number of students in the batch (across courses)</b>        | : 227          |
| <b>Opt-outs</b>  | : 2            |
| <b>Number of Pre Placement Offers</b>                                | : 48           |
| <b>Average domestic salary of total offers (INR Lakhs per annum)</b> | : Rs 16.34 lpa |

**Function / Domain Wise Split**



## Sector Wise Split



## Consulting / Strategy / General Management

The Consulting domain attracted more than one-fifth of the batch and emerged as a function of choice. Accenture Management Consulting led from the front with 8 offers. Aon Hewitt, Bristlecone, Capgemini Consulting, Corporate Executive Board, Deloitte (both India and US S&O), Ernst and Young and PricewaterhouseCoopers among others were the other leading consulting companies that recruited from FMS. Students also accepted offers from clean energy consulting firm Enzen Global as well as Six Sigma consulting firm Benchmark Six Sigma both of which recruited for the first time at FMS, Delhi.

General Management and Strategy roles were also on offer as students chose to pursue careers with companies like Jindal Steel and Power Limited, Mahindra & Mahindra, Punj Lloyd, RPG etc. Ingersoll Rand visited campus for the first time and offered their prestigious Accelerated Development Programme (ADP) and Entrepreneurship Creation Programme (ECP) on campus. Tata Administrative Services recruited the highest number from campus, making a total of 6 offers. Some other roles offered on campus include those made by International Oncology Services Pvt Ltd. and Scandinavian management consultancy firm, Valcon Consulting indicating the plethora of options available to students opting for a career in this domain.

## Finance

Despite the economic uncertainty and the global financial crisis, FMS maintained its standing as a premier finance destination with 26% of the batch choosing a career in finance. Offers were received

across a plethora of functions like Investment Banking, Corporate Banking, Commercial Banking, Corporate Finance, Risk Management and Project Finance.

Citibank and Deutsche Bank (CIB) made the maximum number of offers with 6 offers each. Avendus Capital, American Express, Axis Bank, Bank of America, the Hongkong and Shanghai Banking Corporation, ICICI Bank, ING Vysya Bank, SBI Capital, Tata Capital and Yes Bank also recruited in good numbers. Credit rating agency ICRA, insurance firms Aviva Insurance and Max New York Life Insurance, Investment Research and Valuation Services firm Aranca and boutique financial advisory firm Four-S Services, were some of the other key recruiters.

Corporate Finance roles were offered by the likes of Airtel, Coca Cola, Larsen & Toubro, Nestle and Vodafone while Futures First and MMTC Ltd. recruited students for trading roles. Two of our students chose to be part of nation building by choosing offers from Reserve Bank of India, overlooking other lucrative offers in this domain.

## **Marketing**

FMS is known as the “Marketing Campus of the country” and it reinforced that perception as companies queued up to recruit the best from FMS for this function. Marketing once again emerged as a preferred sector for the students with two-fifth of the batch taking up jobs in this sector.

FMCG majors lined up in large numbers to recruit from FMS. ITC made the maximum number of offers with 7 offers in total closely followed by Hindustan Unilever which made 5 offers. Akzo Nobel, Asian Paints, Britannia, Dabur, Godfrey Phillips, Godrej Consumer, GSK Consumer, Hindustan Coca Cola Beverages, Johnson & Johnson, Nestle, Procter & Gamble, Reckitt Benckiser and Wrigley’s were some of the other FMCG majors that recruited from FMS.

Durables, Automotive and Infrastructure companies also made their presence felt with Ashok Leyland, GE, Maruti Suzuki Ltd. and Tata Steel among others taking students for marketing roles. The Entertainment/Media sector was represented by HT Media, Nielsen and Times OOH. Aditya Birla Group hired students for marketing roles through their group company Madura F&L.

## **Others**

Jumbo Electronics and Olam International offered international role for students at FMS, Delhi and picked up in good numbers across the Marketing, Operations and General Management Profile.

Telecom and IT majors like Airtel, Aricent, Comviva, Dell, Genpact, Hewlett Packard, HCL, Microsoft and Vodafone amongst others participated and recruited from FMS for varied roles across Marketing, Strategy, IT, HR and Business Development. Cognizant, Infosys and Wipro also hired students from FMS for their IT consulting function.

Supply Chain and Operations roles were offered by Procter & Gamble who hired for their Product Supply function, Amazon, Cummins, G-Solar, Jumbo Electronics, Tata Steel etc

A hint at the sectoral diversity on offer at FMS in terms of companies is evident from the fact that students had an option to pursue careers in fast-growing sectors of the economy such as e-commerce and Education. The e-commerce sector was well represented by behemoths such as Amazon, eBay, Flipkart, Infoedge and Make My Trip who offered roles across Product/Business Development, Operations and Marketing whereas a handful of firms in the education sector also recruited from FMS.

Students at FMS, Delhi expressed an interest in working for Public Sector Firms. Some of the public sector units that visited campus include Hindustan Petroleum Corporation Ltd., Power Finance Corporation and MMTC Ltd.

#### **Placement Convenor's Message**

“ Yet again FMS has proved its brand equity among corporates seeking to hire MBA graduates both at the entry as well as the lateral level in their organizations. To beat the recession and cope with a larger batch size of graduating students this year, FMS added many new companies to its portfolio while it was able to retain all its legacy accounts. This resulted in students getting many interesting and lucrative offers across a much larger spread of verticals. While I am extremely proud of the placement team for their hard work, I would also like to thank participating organizations for their support and making the FMS Final Placements a grand success.”

- Dr. Mala Sinha & Dr. Amit Bardhan