



Department of Management Studies
Indian Institute of Technology, Delhi



PLACEMENT REPORT 2012

PUTTING DMS TO WORK - 2012



HIGHLIGHTS:

- No. of students: 97
- No. of students registered: 96
- Offers per student: 1.21
- 42 Companies participated
- 116 offers were made to 96 students
- 6 International Offers
- Recruiters included the likes of **P&G**, **American Express**, **Deloitte**, **KPMG**, **Accenture**, **GE**, **Mitsui** & **Citibank**.

Highest Domestic Salary	19.00 LPA INR
Average Domestic Salary	13.46 LPA INR
Median Domestic Salary	12.50 LPA INR
Lowest Domestic Salary	7.25 LPA INR
Highest International Salary	110,000 USD
Average International Salary	70,000 USD

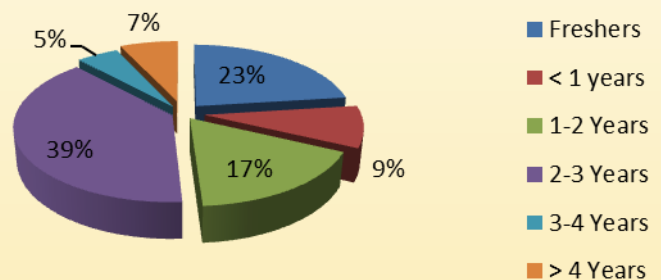


Department of Management Studies has emphasized its stature as one of the most preferred B-Schools in the country. Some say that the journey is more important than the destination. But we at DMS believe that even though having a very fulfilling and enriching journey is important, to get to your dream destination is equally important. The summer and final placements at DMS, IIT Delhi is a perfect reflection of this belief. Whilst the state of economy in general has affected placements across the country, DMS, IIT Delhi is proud to have witnessed a strong placement season which indicates the trust that our recruiters have in the quality and skills of the students here.

Class of 2012 – Batch Profile

The class of 2012 saw students coming from diverse backgrounds and varied work experiences in different sectors which made peer-learning a strong pillar for individual growth and exponential learning. The students learnt as much from their interactions as they did through classroom learning.

Work experience Breakup



The students came from different streams which included technical streams like engineering and non-technical streams such as Bio-Technology and Fashion Technology. This ensures a good mix of students which is preferred by most of our recruiters.

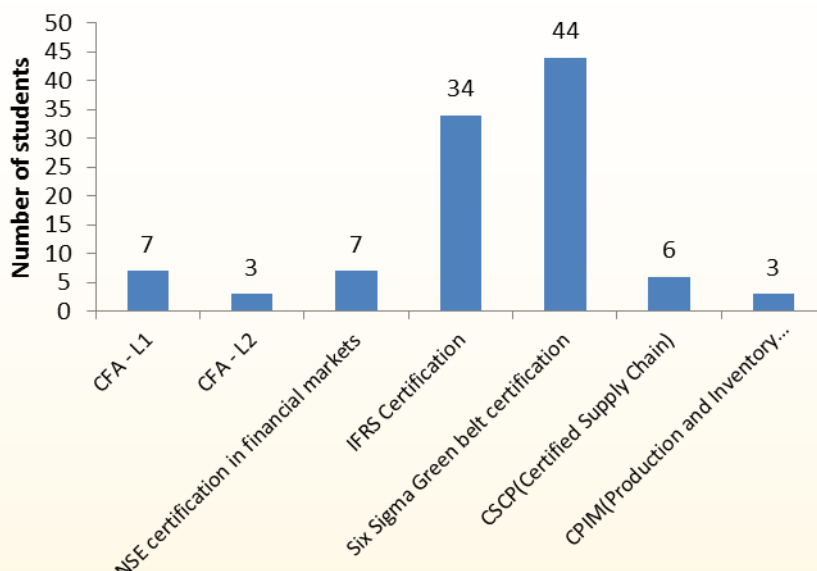


ANNUAL ACHIEVEMENTS:

- Best Placements in North India, Education Excellence Awards 2012, Big Research
- National Champions, Henkel Innovation Challenge 2012
- Winner, Pfizer B-Plan Healthcare Competition, 2011
- Runners Up, Movie Marketing Competition'11, UTV



Students' Certifications



Final Placements - Class of 2012

The class of 2012 was offered coveted profiles across domains with some of the most respected names in the industry looking for candidates in the talented student pool of DMS, IIT Delhi. Students received offers for profiles like Manufacturing, Supply Chain Management, Consulting, Banking and Finance, General Management as well as leadership roles. Several students received international placement offers indicative of the spread of Brand DMS, IIT Delhi in the industry. Even the negative market sentiment could not impact the overall domestic salary average which stood at a healthy 13.46 LPA with the median salary hovering at 12.5 LPA.

Pre-placement Offers

Pre-placement offers are considered to be one of the key performance indicators of any B-School. It reflects synergy between the employer's expectations viz-a-viz the quality of the work produced by the students during their internships. Out of a batch of 97 students an overwhelming 19% of students received PPOs which speaks volumes about the employability of the students at DMS, IIT Delhi.

Placement Statistics Domain Wise

DMS, IIT Delhi showed continuous improvement in terms of both quality and quantity of jobs offered. This fact is significant in the face of the 100% increase in batch size from 52 in previous year to 97 in the current year.

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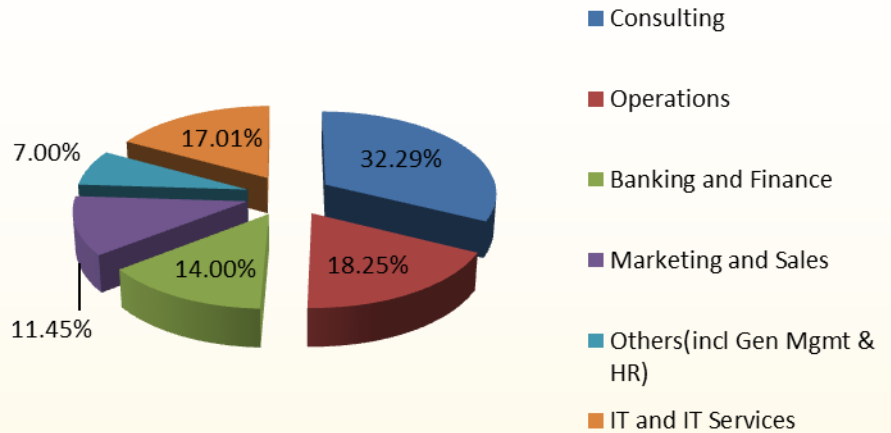


ANNUAL ACHIEVEMENTS:

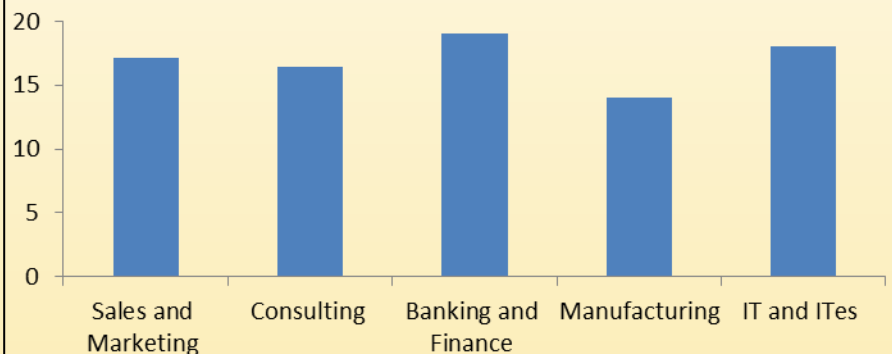
- Runners Up, Finding Sun Tzu Challenge 2011, Avalon Consulting
- Runners Up, Nissan Student Brand Manager'11
- Top 5, Mind Rover '11, Tata Motors, National Case Study Competition
- Top 5, TCS Smart Manager '11, National Case Study Competition



Sector Wise breakup



Sector wise Highest Salary (Domestic)



Finance

Finance domain emerged as the highest pay master across all sectors. Students received job offers from the best in the industry such as **American Express, Nomura and Synergy Consulting**. With coveted profiles from **Citibank, Standard Chartered, Citi Corp, Power Finance Corporation, IDBI Federal, Union Bank of India and Bank of India**, the banking domain witnessed strong growth at DMS. **GE** offered the much coveted Global Financial Management Leadership profile.



Henkel Innovation Challenge 5,
National Champions



Best placements (North India) - Batch of 2011,
Edu-Excellence

Consulting

Consulting has been the preferred career of many at DMS, IIT Delhi. The students having prior work experience have shown a strong inclination towards consulting as it helps them to leverage their domain experiences for a successful career. Almost 32% students opted for consulting profiles in companies like **Deloitte, Accenture, McKinsey KC, KPMG, Wipro, Virtusa, Cognizant Technology Services and Hewlett Packard**. Varied profiles like Management Consulting, Risk Advisory, Supply Chain Consulting and Technology Consulting were on offer at DMS.

General Management and HR

General Management and leadership profiles were offered by many companies showing strong confidence in leadership skills development at DMS. **GE** offered its most sought after leadership profile in Information management while **Welspun** continued its strong association with DMS by offering roles across domains. **IBM** offered its much coveted general management profile for the first time.

Operations

Continuing the trend of the previous years, operations profiles were offered in plenty for the students at DMS. Challenging roles were offered in Manufacturing, Supply chain management and Plant Management. Varied profiles in operations were offered by **Tata Motors, P & G, United Breweries, Idea, BASF and Reckitt Benckiser**. Overseas offers were made by **Continental Tyres and Mitsui Chemicals, Japan** in the operations domain.

Sales and Marketing

With a strong research background in marketing strategies, the students at DMS were able to attract excellent sales and marketing profiles from a number of marketing giants. Companies like **Tata Motors, Idea, Technopak and Panasonic** offered varied roles in sales and marketing. **UB** group made its first entry at DMS, IIT Delhi and offered challenging jobs in Marketing.

IT and ITeS

Technology supremacy of brand IIT was reiterated by the presence of **Microsoft, Cognizant, Infosys, HCL, Deutsche Bank, eClerx** on campus. A plethora of profiles were offered across sustainability, communications, mobility, energy, ERP consulting, program management and IT sales. International role was offered by **DeNA Japan** in mobile applications.

WHAT WE DO THIS SUMMER - Batch of 2013



Some Statistics:

Number of registered students: 50

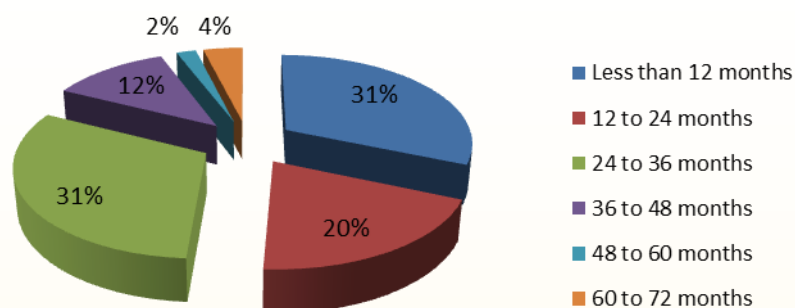
Number of participating companies: 23

Highest domestic stipend: 1,20,000 INR

Highest international stipend: 5000 USD



Profile of the Batch 2011-13



The summer placements at DMS, IIT Delhi showed strong indications of recovering markets and increased expectations of a very healthy final placement season during the December of 2012. A strong batch of 51 students having varied experience levels and diverse background attracted some of the best summer internships offers in the market.

The finance and banking sector offered exciting profiles like investment banking, Risk management, Project Finance, Treasury, Banking Operations, Global Financial management by a number of coveted recruiters like **GE, American Express, Synergy Consulting, Citibank, IDBI Bank and Nomura.**

The operations domain true to its history offered varied profiles in Supply chain management, Manufacturing, Quality Control and plant management. Firms like **RPG, Reckitt Benckiser and Maruti Suzuki** selected students for their most coveted jobs.

The consulting and IT domain continued to offer exciting profiles to students with the likes of **HP, Wipro** and **GE** offering several students leadership roles as well. **Tecnova** offered a niche profile in strategy consulting.

Marketing and Sales domain registered a strong comeback from the last year and offered core marketing as well as Sales profile to several students. **Perfetti Van Melle, Hector Beverages and Holyland Marketing** offered excellent profiles in sync with the quality of students at DMS, IIT Delhi. **Idea Telecom** offered a profile which brings exciting prospects for the DMS, IIT Delhi course which has a strong base of Telecom Management.

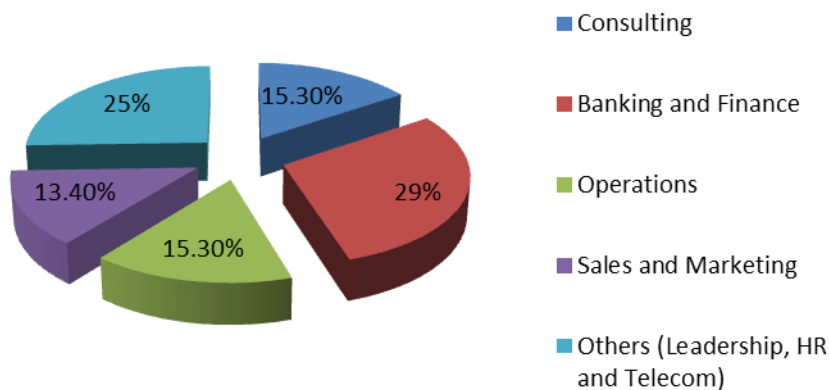
International offers were made by **HIT labs, USA** for healthcare innovation profile and **Mitsui Chemicals, Japan** for the operations profile.

WHAT WE DO THIS SUMMER – Batch of 2013

Summer Placement Breakup

Finance was the dominant sector in the summer placements with 29% of the batch opting for various roles in banking and finance. There was a healthy mix of profiles offered to the students in all the other domains as well.

Owing to the credibility crisis faced by B-School placement reports, DMS, IIT Delhi has taken a lead by giving out the comprehensive details of the summer recruitment of the class of 2013.



S.No.	Name	Company Name	S.No.	Name	Company Name
1	Aadya Mittal	American Express	26	Mayank Sharma	GE
2	Adithya Rajaraman	GE	27	Nishant Kumar	Reckitt Benckiser
3	Ajay Sharma	RPG	28	Nitesh Goyal	Hewlett-Packard
4	Ankit Prashar	Hewlett-Packard	29	Patidar Mahesh	Omnitech
5	Apurva	Wipro	30	Pulkit Maheshwari	Synergy Consulting
6	Asif Mohammed	Hector Beverages	31	Rahul Nagar	IBM
7	Ayshwar Pandey	Perfetti Van Melle	32	Rajat Agarwal	Maruti Suzuki
8	Baj Pranav	HIT Labs, USA	33	Ravali Sindhura	IBM
9	Bunny Deep Kaur Widge	Mitsui Chemicals, Japan	34	Richa Chandra	IDBI Bank
10	Charu Jha	GE	35	Robin Jain	Mitsui Chemicals, Japan
11	Darshana Galande	Hero MotoCorp	36	Sai Kiran	Omnitech
12	Debabrata Samal	Tecnova	37	Sajal Agarwal	GE
13	Dharun Prasad	GE	38	Salona Chandna	CitiBank
14	Firoz naz Hasan	IMS Learning Resources	39	Sandeep Kumar	IBM
15	Gadu Sneha	Maruti Suzuki	40	Satakshi Komal	Reckitt Benckiser
16	Gangwar Abhishek	Holyland Marketing	41	Shefali Rattan	Wipro
17	Haaris Hasnain	GE	42	Shruti Bathia	RPG
18	Ila Choudhary	American Express	43	Shubham Maheshwari	Perfetti Van Melle
19	Jaireet Johal	Nomura	44	Shweta Mehar	Axis Bank
20	Jatin Kumar	GE	45	Sonupam Kaur	CitiBank
21	Kaaviya Mariappan	Synergy Consulting	46	Srinivas Tekale	Idea
22	Kanagovi Ramakanth	Holyland Marketing	47	Sudhanshu Shekhar	Synergy Consulting
23	Karan Kamath	Idea	48	Vadivel PL	GE
24	Kunal Sahu	IMS Learning Resources	49	Varun Arora	GE
25	Kushal Agrawal	Wipro	50	Yashdeep Singh	RPG

SPENDING OUR WINTERS

DMS, IIT Delhi believes in providing an early mover advantage to its students and makes space for a one month winter internship to increase the interaction of students with the industry. It is an additional avenue for supplementing the more traditional summer-internship placements. Leveraging the six-week winter vacation prescribed by IIT Delhi's academic calendar, students at DMS are provided an opportunity to participate in an additional internship-process during December-January. A wide variety of excellent profiles are offered by our recruiters for winter internships providing hands-on experience and invaluable industry exposure that contributes to moulding future managers.

Number of companies for the batch of 2011-13: 21

Major Profiles Offered: Investment Research, Corporate Finance, Supply Chain Consulting, Banking Operations, Advertising & Social Media, Market Entry Consulting, Asset Liability and Risk Management

Duration: 1 ½ Month

Period: December – January

Research Focus:

Moreover, some of the students opted to take the intensive research they did during their first semester to a logical conclusion under the guidance of the esteemed faculty of DMS. Almost, 20% of the batch was involved in the consultancy projects with faculty and worked on research papers. Students provided valuable insights and made vital recommendations to organizations like National Informatics Centre, NTRO, Government of India, and Gujarat Government.

End Note

Department of Management Studies, IIT Delhi, takes pride in the highly successful placement season. We would like to thank our recruiters for their overwhelming support and the faith reposed in our students. Despite batch size doubling and slowdown in hiring, DMS, IIT Delhi has lived up to its consistent record of facilitating the process of students getting a chance to work in the company of their choice. With a 98.85%ile CAT cutoff in its wings, DMS, IIT Delhi is ready to fly to infinity and beyond in the field of management education.

Department of Management Studies,
IV Floor, Vishwakarma Bhavan
Indian Institute of Technology, Delhi
Hauz Khas, New Delhi – 110016
www.dmsiitd.org
Contact us @ placements@dmsiitd.org

