

**Batch of 2010-12**

**Final Placement Report**



**Indian Institute of Management Raipur**

## Introduction

IIM Raipur has successfully completed the placement process for the pioneering batch of its flagship program, PGP 2010-2012. The response received from the industry was overwhelming with many domestic as well as international recruiters making their presence felt in the process. A total of 51 companies from various sectors participated in the process.

From a batch size of 66, 64 students participated in the placement process while two students opted out. These two students have decided to take up entrepreneurship in their respective states of Chhattisgarh and Manipur in Education and Manufacturing sector.

Prominent among the companies which participated in the process were HSBC, Tata Motors, Yes Bank, Accenture Business Consulting, IIFL, Berger Paints, Pfizer, HT Media, BPCL, RBI, Emami, Infosys BPO, Godrej & Boyce, Oracle Financials, Usha International, Polaris, USL etc.

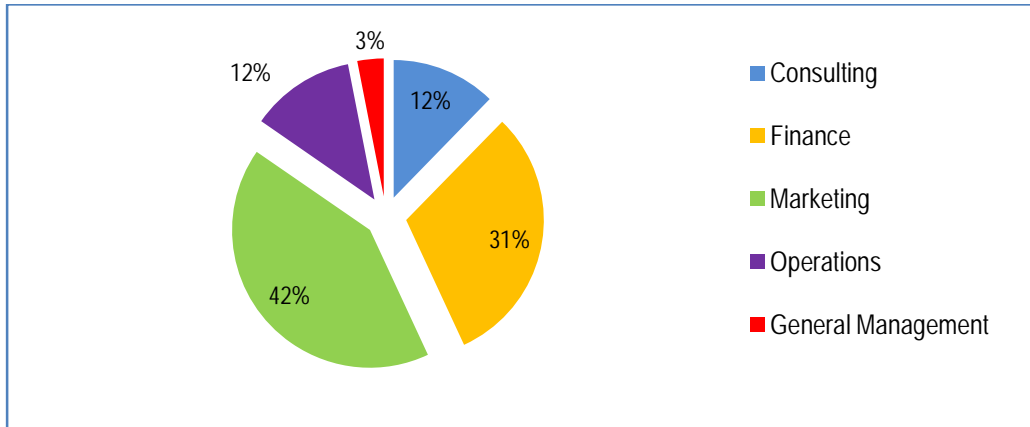
An automobile market leader offered a unique strategy profile for two students. One of the world's biggest companies in general engineering recruited exclusively from IIM Raipur offering International Marketing and senior management profiles in Supply Chain Management. Other profiles on offer included Investment Banking, Equity research, B2B Marketing, Mergers and Acquisitions, IT Consulting, Brand Management, Integrated Marketing Communications, Strategic Sourcing and Corporate Strategy. The recruiting companies were extremely satisfied with the aptitude of the students and expressed their wish to establish long term relationship with IIM Raipur.

*"Having interacted with the students of IIM Raipur, we must say they are a brilliant bunch of students confident of themselves and their abilities.*

*We are sure they have a bright future"* – HR Team, Technopak

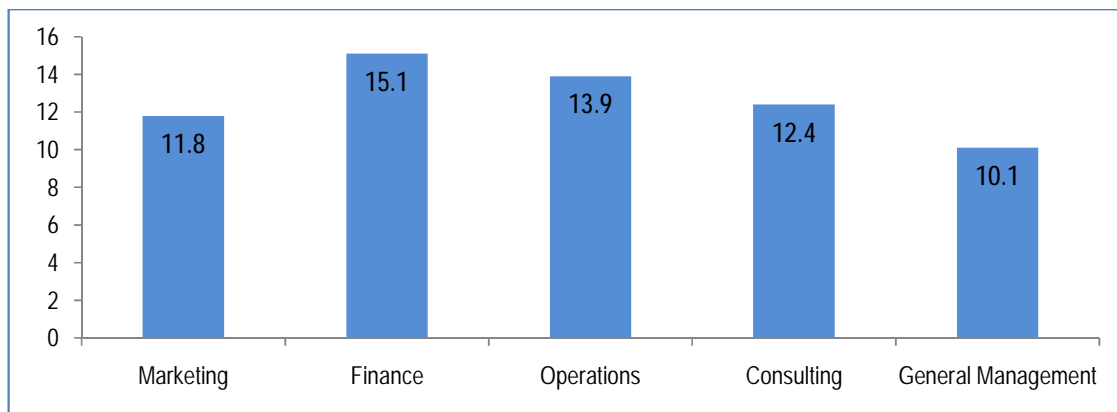
Yes Bank was the largest recruiter with 6 offers spanning profiles such as Corporate Banking, Transaction Banking and Technology Solutions. As many as 8 lateral offers were made during the process which included roles such as Strategic Vendor Sourcing, Supply Chain Management, Corporate Strategy, Corporate Planning and Solutions Design given by the market leaders in their respective segments. One of the fastest growing International Market research company has offered a technical advisor-senior research executive role to one of the students. The offer made was worth Rs.23 lakhs per annum.

42% of the batch had opted for marketing profiles and 31% opted for finance profiles. The remaining students opted for consulting, operations and general management profiles.



Percentage split up of the profiles offered to students

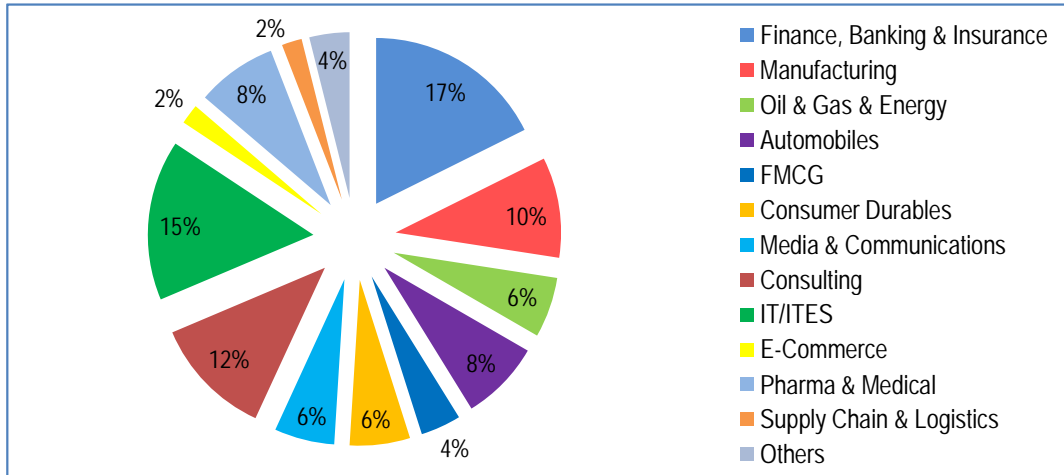
The average compensation offered for the batch is Rs.12.94 lakhs per annum with a Median of Rs.12.62 lakhs per annum. The minimum offer accepted in the placement process was Rs. 8 lakhs per annum. The average compensation for the top 20 percentile students is Rs.16.2 lakhs per annum.



Average Compensations across various profiles

IIM Raipur, with batch strength of 66, had the largest batch among the newly started IIMs in 2010. It began operations in October 2010, 4 months behind the general schedule. In spite of this delay, the first batch of IIM Raipur achieved this feat with placement figures which are on par with or exceeding other premier B Schools. This could not have been possible without the contributions from industry, corporate, media, government organizations and the efforts put in by the staff and students.

Though the number of female students is 12 out of a total 66 students, they have performed exceedingly well. Along with majority of students from engineering background, a good number of students are from backgrounds such as fashion technology, medicine and pure sciences. This diversity in the batch attracted recruiters from varied sectors. The Pharma sector had market leaders such as Pfizer, Boehringer Ingelheim and Indegene recruiting from IIM Raipur



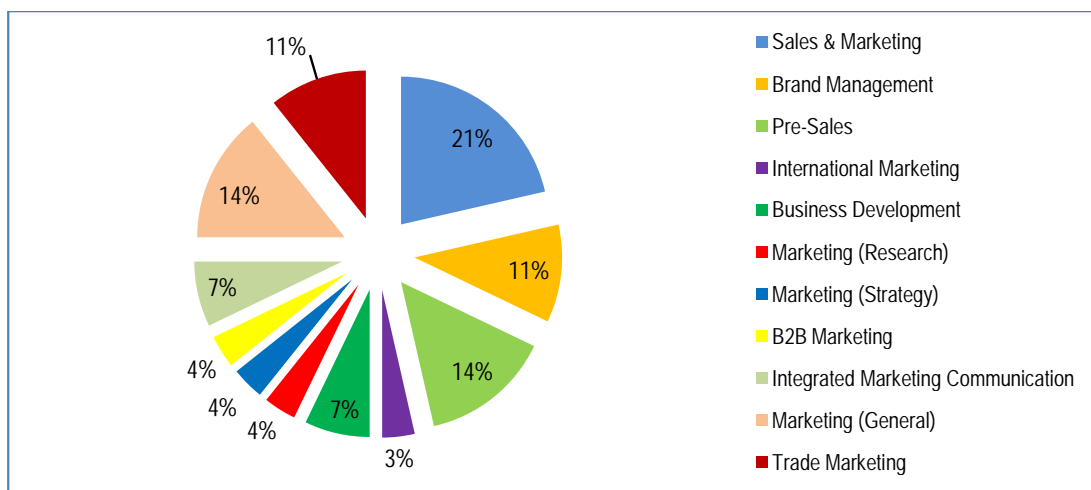
Sector Wise split up

## Sales and Marketing

The FMCG, FMCD and other marketing companies delivered a thumping vote of confidence to the campus. 42% of the offers came from top Marketing and Market Research organizations.

The various profiles that were offered in the marketing and sales sector were Trade Marketing, B2B Marketing, Pre-sales, Brand Management, Integrated Marketing Communication and Category Management. An international offer has been made by one of the fastest growing market research firms worldwide.

**Prominent Companies:** United Spirits Ltd, Tata Motors Ltd, Godrej & Boyce, Pfizer, BPCL, Berger Paints, Hero MotoCorp, Emami, HT Media, Usha International.

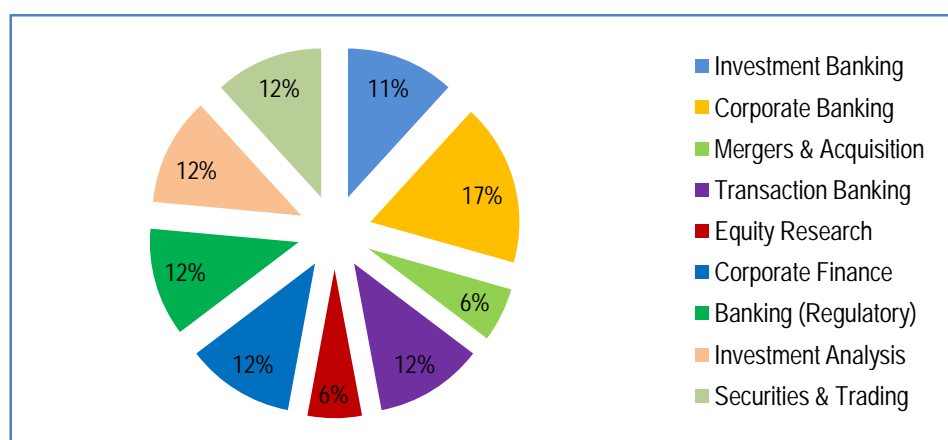


Sales and Marketing Profiles Split up

## Finance

The final placements saw participation from some of the major companies in this field. Finance was opted by 31% of the batch and it included a variety of attractive profiles such as Corporate Banking, Mergers & Acquisitions, Equity Research, Investment Banking, Transaction Banking etc. HT Media offered a Financial Analysis profile in addition to its traditional marketing profile. L&T Infotech offered an M&A role in their corporate strategy division, responsible for various M&A activities. An automobile major offered roles in Financial Strategy and Corporate Finance. In addition to these, an established trading house in Mumbai offered a role in Currency trading.

*Prominent Companies:* HT Media, Oracle Financials, HSBC, Yes Bank, L&T Infotech, India Infoline, Reserve Bank of India.



Finance Profiles Split up

## Consulting

12% of the batch was offered various profiles in consulting. The profiles included consulting in Solutions Design, Transaction, Retail, Corporate Planning and Strategy and Medical Research.

*Prominent Companies:* Accenture Business Consulting, Infosys BPO, Indegene, Technopak Advisors, Trianz.

## Operations

12% of the batch chose operations profiles. Profiles such as Supply Chain Management, Strategic Sourcing, Operations and Strategy were offered in this category. An Indian market leader, which is looking to expand in the international markets, offered a Supply Chain Management role. Hero

Motocorp has offered a senior strategic sourcing role to one of the students. Berger paints has offered a senior level Operations profile in addition to its marketing role.

*Prominent Companies:*Tata Motors, Berger Paints, Polaris, Hero Motocorp, TVS Motors.

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### A Snapshot of the Final Placement 2012

- § Total number of companies participating in the process: 51
- § Participation of companies from a variety of sectors offering various attractive and niche profiles.
- § Participating companies included domestic as well as international recruiters at any B School.
- § Average Salary Offered: Rs.12.94 lakhs per annum with a Highest Salary of Rs. 23 lakhs per annum and a lowest accepted offer of Rs. 8 lakhs per annum. Median is Rs. 12.62 lakhs per annum
- § Some of the profiles that were offered include Equity Research, Corporate Mergers and Acquisitions, Investment Banking, Corporate Banking, Transaction Banking, Trading, Brand Management, International Business, Strategic Vendor Sourcing, Channel Management, Corporate Planning.

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The feedback from the recruiters has been encouraging and many of them have promised to participate in the process next year. In addition to this, many companies which were on a hiring freeze due to the economic adversity have also shown interest in participating in the placement process during the coming session.

We thank all those who were associated with us and who helped us in the process. Without the help of the Director, faculty, Placement Committee members, recruiters, administrative staff and the cooperation of the media, this wouldn't have been possible. For further details please visit [www.iimraipur.ac.in](http://www.iimraipur.ac.in).

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