

PLACEMENT REPORT 2010



DEPARTMENT OF MANAGEMENT STUDIES
IIT DELHI

www.dmsiitd.org

dms



भारतीय प्रौद्योगिकी संस्थान दिल्ली
Indian Institute of Technology Delhi



‘AD – ASTRA’ – Aiming for the stars

The batch of 2010 witnessed a robust placement season this year.

The successful completion of placement season for batch of 2010 was a testimony to continued faith reposed by the corporate world in Department of Management Studies (DMS), IIT Delhi. The number of recruiters who participated in this year’s placement stood at 42, a substantial increase from last year’s 35. The placement process saw top notch recruiters vying to hire talent that DMS has become synonymous with, offering coveted profiles in traditional as well as niche domains. In addition to our long standing partners we saw a surge of new partners, which re-emphasizes the prolific rise that brand DMS has witnessed during the past few years by virtue of its exceptional academia, infrastructure, pedagogy and student quality. The end of the placement week saw jubilant DMS students well on their way to a sterling career path, with students getting as many as three offers from best of the pack recruiters.

HIGHLIGHTS

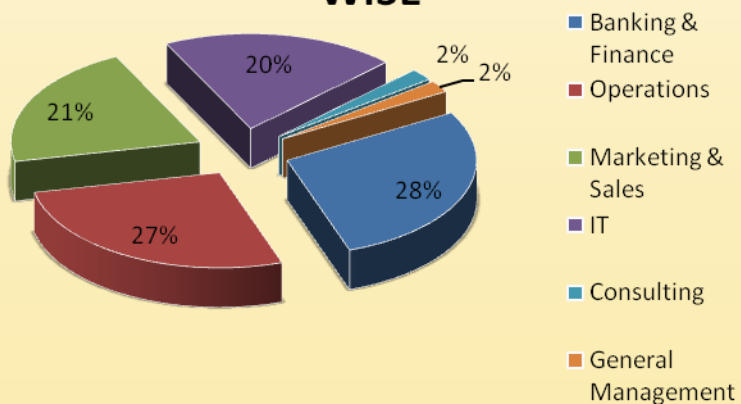
- 42 Companies participated
 - 81 offers were made to 61 students
 - Recruiters included the likes of **P&G, American Express, JP Morgan Chase, Marico, GE, PwC, Reckitt Benckiser & Citibank.**
 - Slew of exciting profiles including **Investment Banking, Risk Management, Treasury, Plant Manager, Strategic Consulting and Market Research.**
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- **HIGHEST SALARY** → 18.2 LAKHS (INR)
 - **AVERAGE SALARY** → 11.86 LAKHS (INR)
 - **AVERAGE SALARY (LATERALS)** → 12.14 LAKHS (INR)

Recruiters @ Placement ‘10

Industry heavy weights from sectors across the spectrum: Consulting, Banking, Analytics, Technology, Telecom, Infrastructure, FMCG and Retail continued their partnership with DMS. Amongst our major recruiters were Investment Banks such as **Nomura, SBI Caps and JP Morgan Chase**; top notch financial recruiters such as **American Express, PricewaterhouseCoopers and Citibank**; leading FMCG companies like **Procter & Gamble, Reckitt Benckiser, Hindustan Coca Cola Beverages Private Limited, Marico and Johnson & Johnson**; and industry conglomerates including **RPG, General Electric (GE)** amongst many others. Aspirants in the consultancy domain saw a slew of offerings from prime firms such as **Deloitte Consulting, Infosys, Market Rx and IBM** et al. In addition, the process saw several PSUs/PSBs such as **SBI, BHEL, Shipping Corporation of India, Bank of India** offering distinguished profiles.

The placements week was preceded by laterals which saw 21 students being offered coveted profiles. Also worth noting is the fact that almost a quarter of the batch received **PPO/PPIs** in prominent firms.

OFFERS ACCEPTED PROFILE WISE



Placement Coordinator Speak

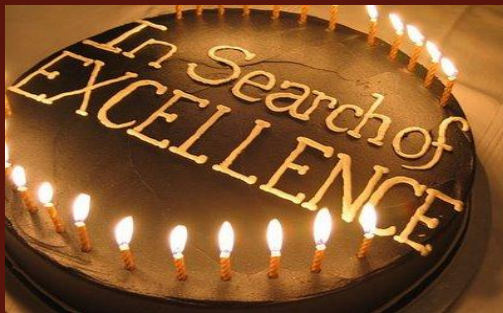
“DMS has formed a firm niche for itself in the industry which has been possible due to its world class faculty, unmatched infrastructure, rigorous industry interaction, pro-active alumni and sedulous efforts of its students. I congratulate the current batch for their enviable placements and wish them the very best of luck.”

Dr. Harish Chaudhry, Placements Co-ordinator, DMS, IIT Delhi

HR - Speak

“We find the students of IIT-DMS very impressive. What we look for in our organisation is a combination of management skills, presentability and communication skills. The students here embody all these qualities.”

Vinay Tiwari - Campus Relations Manager, Citigroup



PROFILES ON OFFER

It was placements galore for DMS as students across verticals received offers from several of the country's best recruiters. Our students have always being highly selective about work profile, which helps them sculpt the trailblazing career paths that DMS alumni have been famous for. This thirst for new challenges was more than quenched with our recruiters offering the very best of corporate profiles.

BANKING & FINANCE

The finance sector witnessed a star studded placement season this year with major Investment banking, Commercial Banking, Asset management and Retail banking firms flocking to DMS. Highly coveted profiles were offered including **Investment Banking, Treasury, Project Financing, Equity Research, Merger & Acquisition, Risk Management, Strategic Consulting, Capital Markets and Credit Rating.**

American Express, Citibank reaffirmed their strong relationship with our college with substantial intakes. First time recruiters **Nomura** and **JP Morgan Chase** recruited students offering their very best profiles. **Vista Soft, SBI Caps, eClerx, Irevna, Synergy Consulting, BHEL, State Bank of India, Central Bank of India** and **Bank of India** also offered several exciting profiles to our students. Fin-wizards from DMS thus had a field day, establishing the caliber and distinction that our students have come to be associated with.

OPERATIONS

Reiterating its position as one of the country's foremost in operations vertical, DMS students were once again offered the country's best profiles in the operations domain including **Supply Chain Management, Logistics Management, Quality Management, Plant Management and Procurement Management.**

Procter & Gamble led the placements in this vertical with DMS witnessing the highest intake across all B-school campuses in the country, a fact that asserts our edge. **Reckitt Benckiser, Johnson & Johnson, Marico, RPG and Shipping Corporation of India** also expressed deep interest in our college by recruiting students for exciting profiles. **Bristlecone** made its placement début at DMS this season.

MARKETING & SALES

Avid aspiring marketers from DMS were enthused by the plethora of Mega brands which came to handpick the best of our marketing talent. A testimony to DMS excellence, Marketing and sales vertical saw industry bests such as **Hindustan Coca Cola Beverages Private Limited, RPG, Market Rx,** and **Berger Paints** offering key profiles. Other diverse roles included those offered by **LG, Idea,** and **BHEL**. The cherry on the cake were myriad profiles on offer such as **Market Research, Strategic Marketing, New Product Development, Advisory and Strategic Brand Management.**

CONSULTING & IT

Deloitte consulting and PricewaterhouseCoopers led the charge of consulting majors hiring from DMS. In sync with the tech savvy background that our budding managers possess, tech majors such as **IBM, Infosys, Genpact, Wipro** marked a strong presence as part of the placement process. The prime differentiator was the uniqueness of profiles being offered such as Strategic consulting and Infrastructure Consulting along with other prime offerings including **Domain Consulting, SAP Consulting.**

GENERAL MANAGEMENT & HR

Aspirants in General Management domain saw stellar opportunities in the form of highly coveted Global Leadership profiles being offered by renowned firms such as **GE, Tech Mahindra** and **Virtusa**. HR aspirants were offered challenging roles such as Change Management in leading PSUs **SBI** and **BHEL**.

ENDNOTE

The placements season ended on an exultant note with the promise of persistent and flourishing corporate relations in the years to come. Years of hard work and toil have given way to high flying jobs and the opportunity to make a difference. This is a testimony to Brand DMS, the fastest growing B-school of India, a touchstone of management proficiency.





HIGHLIGHTS

- 32 Companies participated
 - 60 offers were made to 52 students
 - Recruiters included the likes of P&G, American Express, GE, Reckitt Benckiser, Citibank, E&Y, Mitsui, HIT Labs
 - Slew of exciting profiles including Investment Banking, Risk Management, Treasury, Strategic Consulting and Market Research.
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- **HIGHEST STIPEND** → 5,000 US \$ (International)
 - **HIGHEST STIPEND** → 70,000 (INR) (Domestic)
 - **AVERAGE STIPEND** → 48,500 (INR)
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"I have been to many campuses and found the level of the students here (DMS) to be relatively higher." - Mr. Toshiyuki Abe,
Director Mitsui Chemicals, India

SUMMERS REPORT

A new batch of dynamic managers-in-the making from DMS is all geared up to take on the challenges of the corporate world. Their entry was checked off with the commanding success of Summer Placements 2010. Several new recruiters along with our traditional partners vied to capture crème de la crème of the new breed of techno managers, leaving our students spoilt for choice.

A total of 32 companies were slotted for the current batch of 52 students. The biggest brands, most coveted profiles, multiple offers and an average stipend was Rs. 48,500 (two months), marked our summer placements as one of the very best across b-school campuses in the country. Recruiters for summer placements came from various sectors including FMCG, Consulting, IT, Banking, Manufacturing, Automobiles, Healthcare and Marketing bringing diverse options for the students to choose from.

It was a dream run for our students as they were offered lush profiles like Risk Management, Project Financing, Corporate Finance, Business Consulting, Market Research, Customer Relationship Management, Supply Chain Management, the challenges spread across all significant industry domains.

Our traditional recruiters include iconic brand names such as **American Express, Hindustan Coca Cola Beverages, Reckitt Benckiser, Procter & Gamble, Citibank, GE**. Many more dream recruiters reaffirmed their relationship with significant intakes at our campus.

The crowning glory of the summer placement were **several international offers**, challenging profiles thrown open to our students by **Mitsui, Japan & HIT Labs, USA**.

Other prime domestic recruiters were the likes of **Ernst & Young, Hero Honda, Perfetti Van Melle, RPG, Frost & Sullivan, and Wipro** amongst several others.

BANKING & FINANCE

Students at DMS have been much sought after by financial world's finest for quite some time now and this year was no exception to it. **American Express** and **Citibank** recruited several students for new profiles in addition to their traditional profiles offered at DMS. Other finance majors to recruit from the campus included **Synergy Consulting, Fullerton Securities, Unicon Securities** and **SMC Capital** all offering several exciting profiles to our students. **GE** also offered its choicest finance profile to our students.

OPERATIONS

Operations vertical once again saw an influx of some of the most powerful firms in this vertical reaffirming DMS as a mainstay of operations talent. **Procter & Gamble** led the placements along with other major recruiters such as **Reckitt Benckiser, RPG and Yamaha** evincing keen interest in a strong relationship with DMS. **Mitsui, Japan** offered its onsite opportunity in this segment providing a great platform for our students to launch a jet setting international career. Other major recruiters included **Hero Honda, Larsen & Turbo** offering niche profiles at the forefront of their enterprises.

MARKETING & SALES

The Marketing and Sales vertical has seen industry bests flocking to our campus offering unsurpassed profiles and the trend strengthened this year with aces of the industry such as **Hindustan Coca Cola Beverages, Perfetti Van Melle, RPG, and Yamaha** providing key roles to students. Another stalwart global player, **Stryker** marked its debut at DMS offering critical roles to our students. Other marketing roles included those offered by industry majors **Siemens** and **iMarketing Advantage**. The global chemical heavy weight, **BASF** made its summer placement debut at DMS this season, again offering a rare opportunity for any b-school campus.

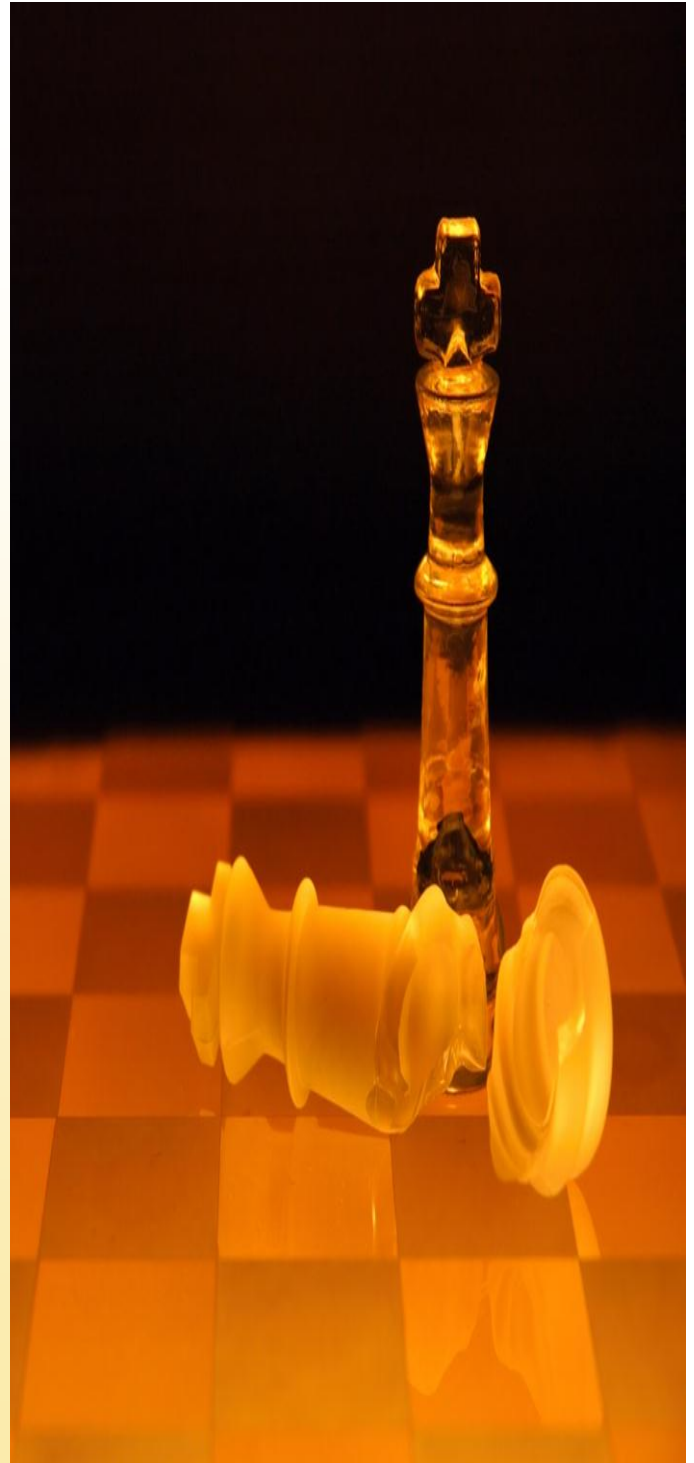
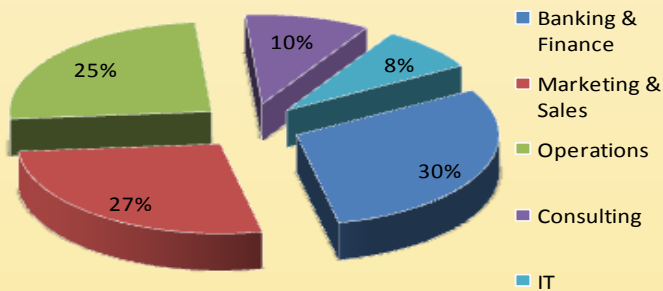
IT & CONSULTING

Students aiming to make a mark in the Consulting domain were greeted with unparalleled opportunities coming from diverse recruiters. Global consulting bywords, **Frost & Sullivan** and **Ernst & Young** were amongst several top consulting names that came to our campus this year. Tech majors **GE**, **Wipro** and **NIIT** offered key responsibilities to our students banking on their robust technical backgrounds. Other recruiters offering lucrative profiles involving a combination of tremendous learning opportunities and challenges included **Educomp** and **Saviance**. **HIT Labs, New York** offered its niche healthcare consulting profile to our students, marking a continued trust in the superior capabilities of our students. Another unique opportunity came from **School of Good Governance and Policy Analysis (SGPA), MP Government** which provided consulting profiles to our students, a significant opportunity to usher management insights in the world of public governance.

END NOTE

With the record breaking performance that DMS students have become associated with, the unparalleled success of summer placement run was expected. The impression the students carry is such profound that some **companies have revisited the campus this year** for placements after the process was over. It was also a potent testament to the cherished industry **support and enduring alumni commitment** that we enjoy at DMS, to say nothing of the **outstanding academia** we possess. The summer placement was a story of glowing smiles and promises kept and if the sky-rocketing growth of Brand DMS is anything to go by, it's only a precursor of bigger and better things to come.

OFFERS ACCEPTED PROFILE WISE



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Placements at DMS is a student managed process with faculty supervision and co-ordination. Placement Committee can be reached at placements@dmsiitd.org