



Indian Institute of Foreign Trade

New Delhi | Kolkata

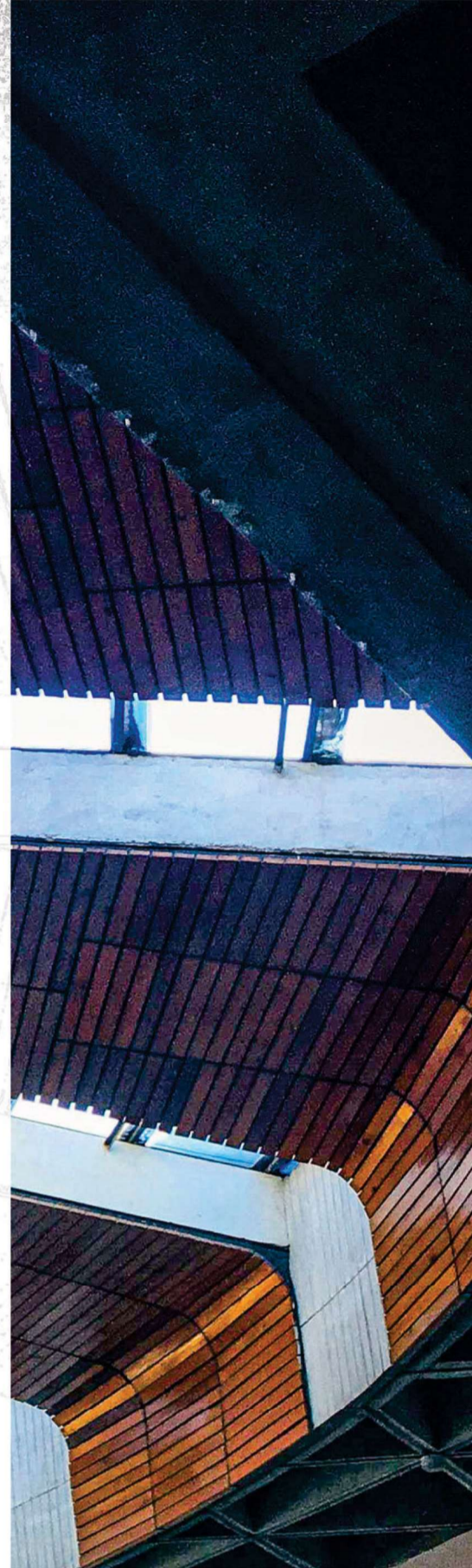


crafting
EXCELLENCE

Placement
Brochure
2022-2023

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Wings of Wisdom

About IIFT

Indian Institute of Foreign Trade (IIFT) was set up in 1963 by the Government of India as an Institution with a focus on professionalizing the country's foreign trade management and increasing exports by developing human resources, analysing and disseminating data and conducting research.

Since its inception, the Institute has evolved and undergone major transformations and has, over the years, broadened the scope and dimensions of its academic activity that now encompasses the full spectrum of international business. Today, the Institute is widely renowned for its extensive knowledge and resource base, with rich heritage and strong alumni network both in India and abroad.

Message from the Leadership



Prof. Manoj Pant
Vice Chancellor, IIFT

Indian Institute of Foreign Trade occupies a unique position in the business school landscape of the country. It is rated as 'A' Grade by NAAC as a deemed to be a university and has a formidable position in the NIRF business school ranking. It is AACSB accredited and consistently gets a place in the top ten business schools of the country in all the credible surveys. IIFT has come a long way since its inception in 1964. While our country celebrates *Azadi ka Amrit Mahotsav* in its 75th year of independence, IIFT has a sense of pride in its contribution to the international trade of the country as it nears the completion of six decades of its meaningful existence.

Though IIFT has evolved over the years from a niche area institution to a broad-based business school, however, in this transition we have not lost sight of the importance of international business for our economy. IIFT continues to be the best institution and a learning Centre in the field of international business not only in India but in whole of the Asian region.

The Institute provides transformational learning experience to the students, nurtures them to be a thorough professional, and cultivates in them a leadership acumen. It is no wonder then that its alumni steer the leading Indian and multinational corporations to the path of growth and excellence.

I am pleased to present to you the bright participants of the 2021-23 batch of the institute's flagship MBA program and extend an invitation to you be a part of the Placement Program on our Campus.



Prof (Dr) Rohit Mehtani
(Head, CRPD)

Indian Institute of Foreign Trade with its huge reservoir of knowledge in the area of International Business is in a unique position to partner with the corporate sector. The Institute has built this pool over a period that spans across six decades and it has done it both as a witness to and as a commentator on the developments in the global political economy. The Institute is in a formidable position to put to use its research and expertise in helping those who need to traverse the path of international business. It does this in its capacity as a think tank, an adviser, and a premier business school.

The ecosystem that prevails in the Institute, propels the faculty to deliver their best and the students to attain their maximum potential. The myriad of activities, academic and extra-curricular, at the Campus help the students imbibe the leadership mindset. The important positions occupied by the Institute's alumni in the Indian and multinational companies bears a testimony to the potential of the talent nurtured here.

We are grateful to the Business entities that have kept their faith and confidence alive and have continued to partner with us all these years. We are pleased to extend a welcome to you to engage with us at the Campus in the coming placement season and find the right talent for your business needs.

Why IIFT?

Deemed to be University under the Ministry of commerce

Only B-School under the Ministry of Commerce, getting exposure to dynamic Live projects, Interactions, Conferences under various ministries to get real-life learning opportunities. IIFT is accredited as an “A” grade institute by NAAC.



Accreditations and Memberships

IIFT is among the Top 5% B-Schools in the world to be accredited by The Association to Advance Collegiate Schools of Business, also known as AACSB International, upholding the highest standards of excellence, providing quality assurance, business education intelligence and learning and development services.



IIFT is also a member of the Association of MBAs (AMBA), European Foundation for Management Development (EFMD) and Academy of International Business.



Top Ranked B-School in India

Indian Institute of Foreign Trade, Delhi has been ranked amongst the Top 10 Business Schools in India by "Business Today-MDRA Best B-schools"

One of India's top 2 Most Competitive B-schools

IIFT Stood as the most competitive B-School across the country with exceptional performance in various corporate competitions in the year 2021 and the second most competitive B - School in the year 2022.



Rigorous Selection Process

IIFT has a rigorous selection process with more than 70,000 students appearing for its pan India entrance Exam.

The student success ratio of less than 0.46% indicates the highly competitive environment to get into IIFT, ensuring the quality of students at the Institute is unmatched.



Port Visits



As a part of the fourth trimester, students visit a sea port to get a first-hand experience of the system. It helps students understand the application of the knowledge they gain over the preceding three trimesters and relate it to the curriculum. Ports that students visited in the past were Dubai, Shanghai, Kuala Lumpur, Singapore, Kochi, Mumbai, Kolkata, Mundra and Vishakhapatnam.

Student Exchange Program and International Exposure

IIFT has collaborations with more than 27 Universities/ B-schools throughout the world like ESC Rennes School of Business France, Alianza Universidades, A4U, Spain. Florida International University, USA, University of International Business and Economics to name a few. Every year around 30 IIFT students go to study in designated universities abroad and around same number of foreign students come to IIFT for one to two semesters. The programme helps the participant gain international exposure in a multicultural setting. Upon completion of the programme the participants gain from diverse peer group interactions as well as exposure to world class and renowned international faculty and from the unique and rigorous pedagogy of the concerned institution.



Social Awareness Program

IIFT has taken the initiative to sensitize its students and make them socially responsible corporate citizens. The Social Awareness Program, part of the curriculum of MBA(IB) program, brings students face-to-face with the major issues that concern our society. Under this initiative, students are affiliated with more than 32 different NGOs where they learn how to transfer academic knowledge into real-world practice to bring about social change.

These NGOs address various issues of the society such as Child Education & Health Care, Old Age, Disability, Environment, HIV/AIDS Awareness, Poverty, Population & Family Welfare, Community Development, Female Foeticide, Women Empowerment and Income Generation.



IIFT is the One Stop Solution for Maximum Academic and International Exposure

The Centre for WTO Studies

Research has always been a strong focus at IIFT. Research activities are undertaken, both as part of in-house research programmes and at the instance of client institutions, which includes Central and State Governments, PSUs and International Organizations like World Bank, FAO, International Trade Centre, UNCTAD, WTO, UNIDO, UNESCAP and Ministry of Commerce & Industry.

Some of the prestigious institutions regularly consulting IIFT on matters pertaining to International Business include- FICCI, RBI, CII, FIEO, CID, QCI-Harvard University, European Union, USAID, UNDP, ESCAP, Commonwealth Secretariat, German Development Institute, IFC-World Bank.



- To assist India's trade negotiators and policy makers in participating effectively in the WTO and at the related multilateral trade negotiations
- To enhance the understanding of key trade issues among stakeholders through outreach and dissemination activities; and
- To develop capacities within India and in other developing countries for analyzing WTO and other trade-related issues through training programmes. In its various activities the Centre has collaborated with inter-governmental organizations including the WTO, UNCTAD, UNESCAP, South Centre, Commonwealth Secretariat etc.

Centre for North Eastern Studies [CeNEST]

IIFT Kolkata Campus with the support of North Eastern Council (NEC) recently initiated CeNEST (Centre for North Eastern Studies) as a dedicated centre for the exclusive development of north-eastern regions of India. CeNEST would allow IIFT to provide handholding support to the entrepreneurs of the North Eastern states, undertake research and analysis on developmental issues related to International trade and business of various North Eastern states and to conduct training programmes for the North Eastern states.



The purpose is to assist North Eastern states in their development planning particularly in emerging areas of livelihood, export oriented entrepreneurship, venture funds, start-ups and skill development that will help in generating employment in the region.

The Centre for Trade and Investment Law (CTIL):

The Centre for Trade and Investment Law (CTIL) was established in the year 2016 by the Ministry of Commerce and Industry, Government of India, at the Indian Institute of Foreign Trade (IIFT). The Centre's primary objective is to provide sound and rigorous analysis of legal issues pertaining to international trade and investment law to the Government of India and other governmental agencies. The Centre also aims to be a thought leader in the various domains of international economic law, including WTO law, international investment law and legal issues pertaining to economic integration.





FINANCE

IIFT has the distinction of offering its students specialised courses in International Finance making it one of the few B-schools to acknowledge the importance of learning business management from an international perspective in the globalized economy. Empowered with an international perspective, students at IIFT are guided through the different facets of finance by experienced faculty who develop a pedagogy that is laden with intellectual insights and encourages lateral thinking. Students have deep insights and different perspectives on relevant issues in the financial world. This is portrayed best by our alumni, who boast of top-notch positions in the industry.

Leveraging on the academic curriculum and pedagogy of IIFT based on niche areas of study like Project Finance, Security Analysis, Portfolio Management and Mergers & Acquisitions from an international perspective. There are regular workshops, national level competitions and industry interactions to gain an insight into the understanding of global finance industry, acquire domain knowledge, understand the industry dynamics and staying up-to-date with the industry.

Courses Offered

- Accounting for Managers
- Corporate Finance
- International Financial Management
- Project Appraisal & Finance
- Fintech
- Financial Modelling
- Financing of International Trade
- Financial Derivatives & Risk Management
- Security Analysis & Portfolio Management
- Mergers & Acquisition
- Trading Strategies & Evaluation
- Fixed Income
- Alternative Investments
- Management of Financial Services
- Financial Risk Management

Meet the Faculty



Dr. Satinder Bhatia

Dean, Head (CDoE)
Professor, HOD (Finance)
Ph.D.

She has vast experience in the academia in area of finance with special interest in policy based research on International Trade. Her areas of specialization are Project Appraisal & Finance, Financial Management, and International Financial Management.



Dr. Jayanta Kumar Seal

Professor, Head (GSMD, Kol.)
Ph.D.

His areas of expertise are Accounting for Managers, Corporate Finance, Security Analysis & Portfolio Management, Derivatives, Risk Management, and International Finance.



Dr. Sheeba Kapil

Professor, Head (Journals)
Ph.D.

She has over 16 years of teaching experience along with several international and has authored books on Financial Management, Fundamental of Financial Management.



Dr. Niti Nandini Chatnani

Professor, Head (Alumni Affairs)
Ph.D.

She has over 20 years of teaching experience. Her areas of specialization are Commodity Markets & Derivatives, Corporate Finance, and Investment Management.



Dr. Asheesh Pandey

Professor, Head (MDP)

Ph.D.

He has work experience of over 20 years in industry and in academics. His industry engagement included working in various domains like investment banking (both front end and back end), equity research and operations.



Dr. V. Raveendra Saradhi

Professor, CoE

Ph.D.

He has more than 10 years of experience in teaching and his areas of specialization are International Trade and Finance, Financial Management, International Financial Management, Management Accounting, and Investment Management.



Dr. T. P. Ghosh

Associate Professor

Ph.D.

He has worked for about 6 years in BFSI sector. He has worked in the areas such as Risk Management, Project Financing and on several research projects for various Departments of State and Central Government.



Dr. Jacqueline Symss

Associate Professor

Ph.D.

She has a Ph.D. in Commerce with specialization in Financial Services. Her areas of interest include Financial and Managerial Accounting, Financial Services and Investment Banking.



Dr. Kavita Wadhwa

Assistant Professor

Ph.D.

Her areas of specialization are financial Accounting and has published various papers on Reallocation of IPO shares, market timing and market conditions.



Dr. Anju Goswami

Assistant Professor

Ph.D.

She is trained with the skills in constructing models using mathematical programming approaches to benchmark the performance of decision-making units. Currently, her key research interest includes efficiency and productivity analysis and banking institutions.



Clubs and Cells

Capital-The Finance and Investments Club

Capital hosts year long activities that are designed to help budding business graduates effectively grasp the concepts of finance, in turn, making them ready to enter the industry with a comprehensive understanding of the domain. The Finance Society of IIFT provides practical exposure along with a strong and sound theoretical understanding through regular industry interactions and hands-on experience of Portfolio Management and Equity Research.



Events

Vridhdhan

It is a National Finance Case Challenge organized by IIFT Finance Society. The event is judged by Industry experts along with IIFT Faculty. This year the event witnessed a footfall of 1250+ students from across the country.

Fusion

An equity research event hosted exclusively for IIFT students organized by the club each year.

The National Finance Summit

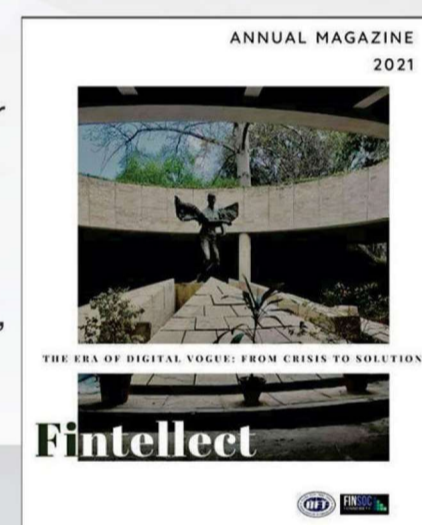
Conducted every year under the aegis of Trade Winds and Vivaan. This summit brings together Industry stalwarts from varied Financial domains and provides the students an opportunity to indulge in a meaningful discussion.

Real Deal

An annual valuation challenge hosted for the students of IIFT. The students are tested on their knowledge of Valuation principles when they analyse Industry Mergers and acquisitions.

Article Writing Competition

Fintellect and Infineeti are national level Article writing competitions organized by capital, this year's topics included sustainable investing and ESG funds.



Aurum - The Investment Research Cell



Aurum, and ERC, are investment research societies of IIFT that strive to inculcate the skills of equity research, capital markets, and portfolio management and foster a culture of investing among students. They cover a wide range of investments, including Public and

Private Equity, Venture Capital Fundraising, and Mergers & Acquisitions. Both Aurum and ERC maintain an investment fund wherein they invest in equities after performing a thorough fundamental and technical analysis.

CFA - Research Challenge

IIFT is proud to announce that it has won for 7th time in past 11 editions and is currently competing in the Asia-pacific region finals in a row of CFA Research Challenge. IIFT has also represented India in Asia-Pacific round of the challenge 6 times in 9 editions of the challenge.

The CFA Institute Research Challenge is an annual global competition that provides university students with hands-on mentoring and intensive training in financial analysis and professional ethics. Each student will be tested on their analytical, valuation, report writing, and presentation skills. They gain real-world experience as they assume the role of a research analyst.

Dubbed as the Investment Olympics, more than 4000 students from about 865 universities in 70 countries participated in the challenge.



Notable Alumni in Finance

Rashesh Shah	Edelweiss Group	Founder and CEO
Puneet Agarwal	Goldman Sachs	Managing Director
Sanjeev Anand	International Commercial Bank	COO & CFO
Lucky Singh	Reliance Retail	CFO
Ashish Goenka	Jubilant FoodWorks Ltd.	Chief Financial Officer
Sumeet Singhal	ANB Consulting Private Limited	Director Internal Audit and Risk Mitigation
Samridhi Sarin	Bank of America Merrill Lynch	Director, Global Financial Crimes Compliance
Navneet Agarwal	IDFC FIRST Bank Limited	Director
Akshay Menon	Credit Suisse AG	Director
Sumeet Singhal	ANB Consulting Pvt Ltd	Director Internal Audit and Risk Mitigation
Binit Saraf	Everstone	Executive Director
Sachin Bhardwaj	UBS Investment Bank	Executive Director
Rajesh Pandoh	JPMorgan Chase & Co.	Vice President
Priya Juneja	BlackRock	Vice President
Biju Thomas	Citibank India	Vice President
Kaushal Goyal	HSBC	Vice President, Business Banking
Akshat Kabra	Aventus	AVP, Investment Banking
Archit Raj	Citi India	Assistant Vice President - Banking, Capital Markets & Advisory
Makarand Pande	Axis Bank	Compliance & Risk officer
Vaibhav Srivastava	ICICI Bank	Chief Manager, Regional Head - Sales Trade Finance at ICICI Bank
Dr. Rajan Sudesh Ratna	United Nations ESCAP South and South-West Asia Office	Deputy Head and Senior Economic Affairs Officer

Prominent Past Recruiters





Embracing the simple yet undeniable philosophy by Peter Drucker - The best way to predict the future is to create it with IIFTians are constantly pushing the envelope when it comes to making inroads in the world of marketing. Supported by illustrious faculty members, our students know no limits when it comes to innovation and taking things to the next level; an absolute necessity in today’s dynamic and ever-evolving world. IIFT has a legacy of shaping the future marketers for the industry. Nurturing the students by providing the best-in-class resources, be it in the form of interactions with industry stalwarts, supreme academic facilities with case-based class discussions or exposure to the corporate world through competitions and summer internships, IIFT students have continually brought laurels to the name of the institute.

Over the course of the program, the students acquire the prowess in Marketing, Sales, Advertising, Branding skills through multiple events and activities organized regularly by The Marketing Society at IIFT which is an amalgamation of Brandwagon - The Marketing Club and the Marketing Research Cell. Apart from prominent social media handles and several renowned Inter as well as Intra-college competitions, the society organises the National Marketing Summit during Trade Winds and Vivaan - The Annual Business Conclave of IIFT Delhi where leaders interact with the students on topics of recent industry trends. In addition to this, Antarang - The Advertising Conclave 2021 was the first-of-its-kind symposium, where the students got the opportunity to gain an insight into the holistic working of the advertising industry.

Courses Offered

- Marketing Management
- International Marketing Management
- Brand Management
- Digital Marketing
- Retail Management
- Advertising and Promotional Management
- Sales and Distribution Management
- Strategic Market Planning & Decision Making
- Marketing of Services
- Rural Marketing
- B2b Marketing
- Consumer Behaviour
- Marketing Research
- Customer Relationship Management

Meet the Faculty



Dr. Gautam Dutta

Professor, Director (IQAC)
Ph.D.

Dr. Dutta’s functional area of expertise is international marketing management and strategy, Cross Border Trade, Entrepreneurship, Small business management and SME internationalization. He has also taught International Marketing and Export Development at Asia Institute of Technology, Bangkok, Thailand.



Dr. Rakesh Mohan Joshi

Professor/On Deputation:
Director (IIPM)
Ph.D.

Dr. Joshi has over 24 years of experience & his areas of expertise include International Business, International Marketing and Global Business Strategy. He has written many books on marketing and also published numerous case studies and papers on marketing strategies and export development.



Dr. R. P. Sharma

Professor

Ph.D.

Dr. Sharma has more than 25 years of corporate and academic experience. With specialization in sales management, services marketing, and strategic marketing, He is a sought- after corporate trainer and visiting faculty at management institutes. He is trained at Harvard Business School in case study pedagogy.



Dr. Saikat Banerjee

Professor

Ph.D.

Dr Banerjee has a rich experience of 4 years in industry followed by over 16 years in teaching in the area of marketing and branding. He has to his credit more than 40 publications in highly reputed international and national journals.



Dr. Ravi Shanker

Professor

Ph.D.

He has over 3 decades of academic experience having taught at IIM-Lucknow, Raipur and Rohtak, apart from FMS and MDI. He has also taught at leading foreign Universities such as Skema Business School Nice (France), Suzhou (China), SMU (Singapore) and has authored books titled Services Marketing: The Indian Perspective and "Managing Distribution".



Dr. Preeti Tak

Assistant Professor

Ph.D.

Dr. Tak has over 10 years of experience and her areas of expertise include consumer behaviour, brand management and international marketing. She has been a resource person for international marketing for various corporate Management development programs.



Dr. Ashish Gupta

Assistant Professor

Ph.D.

Dr. Gupta has more than 9 years of experience with specialization in integrated marketing communications and advertising and promotion management. He has authored more than 20 publications in reputed international and national journals.



Dr. Prateek Maheshwari

Assistant Professor

Ph.D.

Dr. Maheshwari has completed his Ph.D. on "Advertisement Effectiveness in Print media". He has more than 8 years of management teaching experience & published a number of papers on consumer buying.



Dr. Arunima Rana

Assistant Professor

Ph.D.

Dr. Rana's areas of expertise include digital marketing, and Consumer Behaviour. She has a number of research publications and papers to her credit.



Clubs and Cells

Brandwagon – The Marketing Club

Brandwagon, The Marketing Club at IIFT, is one of the most sought-after clubs of IIFT. It acts as a breeding ground for the leaders of tomorrow in the field of marketing and sales. It showcases IIFT's deep and strong dedication to this particular domain.



Insights and Markinos - The Marketing Research Cell

The core objective of this Cell is to disseminate knowledge, enhance skills within the marketing research domain and to deliver impactful and effective marketing techniques as attributed in the annual magazine – Insights



Events

National Marketing Summit

The National Marketing Summit is a flagship marketing event conducted under the Trade Winds and Vivaan banner. The summit was concluded with the publication of Markdarshan, the marketing magazine which included articles from industry experts, current members of the marketing club and articles chosen through “Markscribble and Deep Dive”, both nation-wide article writing competitions which saw 600+ registrations across top B-schools.

Antrang - The national advertising conclave

In this conclave, the team organised two workshops that revolved around Brand Management and Advertising with eminent speakers and 2 competitions that included case study and debate on advertising marketing.

Workshops, Quizzes and Case Competitions

The Markician

The national level case study competitions under the conclave “Quo Vadis” was open to students of all colleges which was based on a live business problem “Brand Positioning of Products of a D2C Company” and winners were given the opportunity to work on a live project. (In all 1619 students from top B schools participated in the competition)



Tark VI Tark

The national debate competition held virtually for bringing out the brightest ideas.

Marketing Workshop

FMCG Scientific Field Sales and Marketing Techniques Workshop conducted in association with ForeVision.

Parivartan

Social Marketing Competition, in collaboration with Koshish, to develop plans to increase NGO visibility.

Mark Mantra

The marketing magazine of IIFT Kolkata is published after launching a Nationwide article writing competition revolving around a unique theme every year.

Ad-Mads

The national ad making competition for marketing mavericks.

Marketing Quiz

Hosted in collaboration with the Quizardry Cell. The marketing quiz tests the acumen of the participants on marketing knowledge, trends, and changes.

Case Study Competition

A nationwide Case study competition in collaboration with a corporate to analyse and find creative solutions to various real-life challenges.



Notable Alumni in Marketing

Randeep Pal	Zuhne	Founder
Mohit Malhotra	Dabur	Group CEO
Rishi Pardal	United Breweries	MD & CEO
Aseem Puri	Unilever	CEO Unilever Korea, CMO Unilever Global
Milind Pant	Amway	CEO
Sandeep Sule	ITC	CEO TM & D
Pratiman Kumar	Verdify	Chief Marketing Officer
Vipin Kumar Kataria	Britannia Industries	Chief Sales Officer
Namita Mendiratta	Unilever	Global CMI Director
Rupam Borhtakur	Colgate Palmolive	APAC Director
Shailja Joshi	Pepsico	Director, Marketing
Kanupriya Saldi	P&G	Director Purchasing
Bhupender Nagpal	Pepsico	Director Global Procurement Transformation
Khalid Khan	ITC	VP, Procurement and Supply Chain
Nidhi Minj	Akzo Nobel	Global Lead
Suyash Mehrotra	Emami	Business Head - North America and Europe
Deepak Ahuja	Britannia Industries	Head Exports
Siddharth Vaya	Marico	Head- Male Grooming
Viksita Menon	Paula's Choice Skincare	GM South East Asia

Prominent Past Recruiters



TECHNOLOGY & IT

Bill Gates famously said - "Information technology and businesses are becoming inextricably interwoven. I don't think anybody can talk meaningfully about one without talking about the other".

IIFT aims at providing a platform for the students to make a career in information technology and to learn about other applications of technology in different facets of management.

Courses Offered

- Management Information Systems
- Software Product Management
- Online Business & E-Commerce
- Machine Learning & Artificial Intelligence
- IT Applications in Management
- Data Modelling & Visualization
- IT Project Consultancy
- Enterprise Resource Planning (ERP) Systems

Meet the Faculty



Dr. O. P. Wali

Professor, Head (Research & Computer Centre)

Ph.D.

He has more than 28 years of experience & his areas of specialization include E-commerce, Decision support system, Decision modelling, Research methods, ICT in learning and development implications in process improvisation.



Dr. R. P. Datta

Professor

Ph.D.

His areas of specialization include Data mining applications, Hidden Markov Models, Image compression, Monte Carlo simulation, Information Technology management, E-learning, multimedia technology and multimedia based content development, IT project management.



Dr. Ashim Raj Singhla

Associate Professor

Ph.D.

He has 14+ years of corporate and teaching experience. He has authored a book on ERP systems along with journals and research papers. His areas of specialization include Information systems, ERP, E-commerce and DBMS.



Dr. Parul Singh

Assistant Professor

Ph.D.

Dr. Singh holds an MBA in HR and marketing and B.Tech in computer science. She has worked on many corporate projects catering to multiple industries (such as Information Technology, Health Care Service and Telecommunications)



Dr. Jitendra Kumar Verma

Assistant Professor

Ph.D.

Dr. Jitendra is an experienced professor with a demonstrated history of working in the education management industry skilled in mathematical modeling, computer science, C, C++, Java, and Lecturing. Prior to joining IIFT, he served at Amity University Haryana, Galgotias University and Deen Dayal Upadhyaya College (University of Delhi).

Clubs and Cells

Systemix – The Information Technology Club

Systemix, the Information Technology club of IIFT, aims to provide a platform where prospective young managers will gain experience with real life issues and problems in the field of E-commerce, SMAC and IT Consulting.



The club is also working towards building a dynamic set of skills that will help students perform novel ideation and structured formulation of information technology at various business levels. The club aims to make an effort towards developing high end qualities in students as business professionals by providing a coherent learning environment complementing the classroom knowledge and enhancing the skill sets of the students in the area of information technology to broaden their horizons.

The Product Cell – The Product Management Cell

The Mission of this cell is to help product-enthusiasts in their journeys to prepare and crack product management roles of the industry by organizing events, workshops & facilitating networking opportunities with the industry experts.



Events

National Digital Summit

Under the aegis of Trade Winds, Systemix- The Information Technology club of IIFT hosted this year's National Leadership Summit with the theme - "Industry 4.0- Road to Sustainable Resilience." The event had guest lectures, seminars from prominent leaders of the industry and panel discussion on the topic "E- Commerce Ecosystem- Unleashing Innovation for the New Age Businesses."

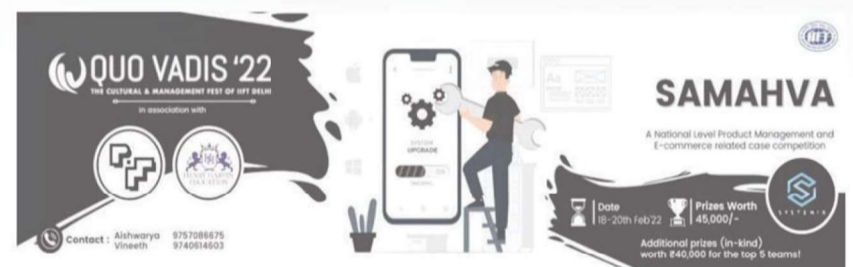
International Business Summit

The Information Technology Club organized the Summit on "Creating a Strategic Post Covid Business Model in the Era of Cognitive Technology", as a part of Vivaan 7.0, under the broader theme of 'Build Back Better'. The speakers expressed their thoughts on how the pandemic has spurred the rapid adoption of digital technologies. They also deliberated on the increased adoption of technologies such as NLP, AI/ML, and Sentiment Analysis in business processes.

Workshops and Case Competitions

Samahva

The Case Study Competition encouraged students to showcase their innovation and implement a practical marketplace business strategy that could revolutionize the marketplace e-commerce model. The event saw 1290 participants competing from top B-schools



Techtonix

Case Writing Competition – It encouraged creative and impactful case writing skills among participants by encouraging them to channel their inner thought process into a business challenge and boost managerial acumen. The topic for this year's competition was 'E-commerce Ecosystem- Unleashing Innovation for New Age Businesses.' 305 participants from across the country submitted insightful and challenging case studies during the competition. The club also publishes an annual magazine under the name Techtonix.

Excel Series

An advanced Excel series was organized on the topic of using Excel pivot tables to manipulate large amounts of data in order to perform data analysis, and data manipulation to produce routine metrics and dashboards for management.

Product Management Course

To make the students of the IIFT industry ready in the Product Management field, the club took up the initiative to conduct the Product Management course in the curriculum which covered both the theoretical concepts as well as practical case studies.

Notable Alumni in Technology and IT

Prashanth Mani	Lenovo	Executive Director, Asia Pacific, Mobile Business Group and Managing Director
Varun Sharma	Google	Managing Director, Ads & Commercials
Jaspreet Bindra	Tech Whisperer Ltd.	Founder
Manav Garg	Eka Software Solutions	CEO & Founder
Sorabh Jerath	Publicis Sapient	Sr. Director
Chandan Chatterjee	Nokia	Sr. VP Global Services Sales
Abhinav Gaur	Deloiyte	Associate Director
Abhishek Shukla	HCL America Inc.	Client Partner, Strategic FS Accounts
Amit Kumar	WNS Global Services	Associate Director
Arun Chandrasekhar	Wipro	General Manager & Head of Pre-Sales - Germany & Austria
Girish Bidani	HSBC Global Technology India	Center Head
Mr. Pawas Agrawal	Bell	Senior Manager - Information Systems & Security AuditSenior
Nimit Rathee	Appen	Sr. Director Client Services
Nitin G	Mindtree	Senior Manager
Sandeep Nagpal	Cvent	Vice President & Head of Marketing
Santanu Sen Gupta	Oracle	Sales Director - Cloud Platform
Som Sarma Royyuru	Capgemini	Head - Banking, Financial Services
Srikanth Karnakota	Microsoft	Country Head for Microsoft Azure and Server Business
Swapan Koley	IBM	SAP Project Manager
Ujjwal Bassi	Tech Mahindra	Program Manager
Vikrant Sabharwal	TSYS, a Global Payments Company	Senior Sales Manager
Vivek Rastogi	Encora Inc.	Senior Vice President Of Engineering

Prominent Past Recruiters



OPERATIONS

IIFT, with a keen eye on the industry and its requirements, has continuously been a torchbearer for the students in the field of operations through a carefully designed course structure which is industry ready. The students are deeply supported by professors who possess stellar experience, in-depth knowledge and unparalleled pedagogy. The club, with interest of the students as its driving force, took the general management domain under its ambit and now serves as the touchpoint for students and professors to discuss ideas. The focus is on getting students equipped with practical aspects of the operations field which is aided by live projects and guest speaker sessions, the most prominent one being the National Operations Summit. The highly interactive summit witnesses attendance by the stalwarts of the industry and students alike.

Courses Offered

- Modelling in Supply Chain Management: SCOR Approach
- Multi- Variate Data Analysis & Forecasting Techniques
- Advanced Optimization Techniques
- Advanced Supply Chain Management
- Advanced Forecasting Techniques
- Operations Research
- Operations Management
- Supply Chain Management
- Advanced Optimization Techniques

Meet the Faculty



Dr. Sanjay Rastogi

Professor & Head (GSM)

Ph. D.

Dr. Rastogi's work experience involves teaching, consultancy and research for over 22 years in different Business Schools. His areas of specialization are Quantitative Techniques, Business Research Methods, Financial Econometrics & Time Series Forecasting, and Business Analytics.



Dr. Nitin Seth

Professor/On Deputation:

Director (IFCPAR)

Ph.D.

Dr. Seth has more than 20 years of experience in industry teaching, research and consulting. He has also authored more than 30 Papers at International and National forums.



Dr. P. K. Das

Professor

Ph.D.

More than 16 years of work experience in private and government organizations. He has published more than 20 research papers in peer reviewed journals and conference proceedings in the areas of nonlinear statistical models, agriculture, financial risk management and innovation diffusion models.



Dr. Saswati Tripathi

Professor

Ph.D.

She is currently involved in teaching of courses in Quantitative Methods and operations area with a PG teaching and research experience of more than 18 years. Her focus - Supply Chain Management focusing on quantification of supply chain problems of the firm and industry.



Dr. Himani Gupta

Associate Professor
Ph.D.

Dr. Gupta has teaching experience of more than 13 years. Her areas of specialization are estimation of ordered parameters, Bayesian theory, Statistics, Operations Research, Climate Change and Sustainability



Dr. Sonu Verma

Assistant Professor
Ph.D.

She has more than 12 years teaching experience with areas of specialization as Business Statistics, Business Research Methods, Marketing Research, Operations Management, and Supply Chain Management.

Clubs and Cells

Opsigma and SCOPE

OpSigma & Scope, the Supply Chain & Operations Club at IIFT, highlights the ever-increasing opportunities of sustainability in today's Supply Chain, Operations, Energy and related aspects in an organization and our planet, as a whole. They provide the right platform for aspiring students to develop an acumen in operations, through Knowledge Sharing sessions, article writing competition, certification courses and national operations summit.



Events

National Operations Summit

The national Operations summits is a flagship Operations event conducted under the TradeWinds & Vivaan banner. The summit was a 1-day event that had a discussion from prominent leaders of the industry on the theme "Road Ahead for Supply Chain 4.0 on the backdrop of theme "Build Back Better". This was followed by a nationwide article writing competition "Ops Magnum", the best entries from which are printed the club magazine "opulence".

Stratathon

OpSigma launched the intra-college operations and supply-chain management-based competition, Stratathon, which allowed participants to design an end-to-end supply-chain under given constraints. Contestants worked on optimizing the product and production patterns, creating supply chain networks for the selected export/domestic markets, decided the channel of sales and distribution to be followed and worked on the Inventory and Quality Management practices to be adopted. Ops Hunt, the national level case study competitions under the conclave "Quo Vadis" was open to students of all colleges which was based on a live business problem.

Certification Course

OpSigma organized the KPMG certified Lean Six Sigma Green Belt course, which saw huge participation and immensely helped the batch in understanding the nuances of process improvement and error reduction techniques central to the field of operations.



TRADE & ECONOMICS

A pioneer in the field of management studies, IIFT's excellence in the field of trade and international business remains unparalleled across India. IIFT has kept pace with the growing business environment and its well-designed course structure has played a pivotal role in that. The dynamic course curriculum, which is reviewed time-to-time keeping in mind the industry demand, makes sure the students are groomed not only through classroom teaching but are also provided with ample interactions with industry stalwarts and academicians. During these discussions, the contemporary issues in the field of trade are discussed in depth. The excellence in the field of trade exhibited by our alumni speaks volumes about the competence of IIFT in the area of trade.

Courses Offered

- Economic Theory (Macro & Microeconomics)
- International Economics India & World Economy
- International Trade Operations & Documentation
- International Trade Logistics Management of Global Sourcing
- Foreign Languages
- Market Access Issues

Meet the Faculty



Dr. Jaydeep Mukherjee

Associate Professor,
Head (Economics)
Ph. D.

Dr. Mukherjee, an Associate Professor at IIFT, is a PhD in Economics, has taught various courses on Economics at prestigious institutes in India like JNU, IIM Raipur, etc. His areas of research are Financial Sector and Real Sector Economy Inter-linkage, Open Economy Macroeconomy, Macroeconomic Policy, Econometrics Applications in Macroeconomics and Finance.



Prof. Sugata Marjit

Distinguished Professor
Ph.D.

Prof. Sugata Marjit was the RBI Professor of Industrial Economics and Director at the Centre Studies in Social Sciences, Calcutta and is a former Vice Chancellor of the Calcutta University. His areas of specialization include Political Economy and Informal Credit Market, Wage Fund Theory in Trade Models, Role of Factor Endowment in the Dixit-Stiglitz-Krugman Model of Monopolistic Competition and Product Diversity and Education and Underemployment.



Dr. Deepankar Sinha

Professor
Ph.D.

He has around 31 years of experience in the field of teaching. His specialization lies in the fields of Supply Chain Management & International Trade Logistics, MIS, Operations Research and Operations Management, Software Engg and Management, Systems Dynamics.



Prof. Vijay P. Ojha

ECGC Chair Professor
Ph.D.

He has obtained his Ph.D. on evaluation of trade liberalization in India using the Computable General Equilibrium (CGE) modeling methodology, from the Delhi School of Economics, and has been awarded the "Commonwealth Academic Staff Fellowship" for a postdoctoral tenure at the Environment Department, University of York, U.K.



Dr. Ram Singh

Professor
Ph.D.

Dr. Ram Singh is a pioneer in the field of International Business, Operations, Logistics and Export Documentation and Procedure. He has authored multiple books and articles in the field of trade and logistics.



Dr. D. Sunitha Raju

Professor
Ph.D.

Professor & Chairperson (Graduate Studies Division), She has a wide experience and expertise in the fields of Economics (Agriculture), Microeconomics, Economic Environment and Policy, Industrial Economics, Trade/Fiscal & Monetary Policies and Environmental.



Dr. Ranajoy Bhattacharyya

Professor
Ph.D.

Dr. Bhattacharyya, Ph.D in Economics, a recipient of the Fulbright scholar in Residence Award in 2007. His research interests lies in the areas of International Trade and Environmental Economics



Dr. Biswajit Nag

Professor
Ph.D.

With more than 20 years of experience in the field of economics. His area of specialization is International Trade and Finance, Applied Econometrics, and Industrial Economics.



Dr. Vijaya Katti

Professor
Ph.D.

Dr. Katti is a Professor with over 30 years of work experience in the academia. She has been with IIFT for the past 28 years and is the senior most faculty of the institute. Her area of interest are Global Business Environment, India's trade with SAARC, Textiles & Clothing, Trade in Services and WTO.



Dr. Basanta K Sahu

Associate Professor
Ph. D.

Dr. Basanta Sahu has about 20 years of academic experiences and currently he teaches Economics at Indian Institute of Foreign Trade, New Delhi. His major research areas cover agriculture, household risk coping, water, drought, food insecurity, gender, micro-finance, development issues and trade & development.



Dr. Bibek Ray Chaudhari

Associate Professor
Ph.D.

Dr. Chaudhuri, has done Ph.D. (Economics) from JNU. His areas of interest include Trade Analytics, Macroeconomics, Global Business Environment and Global Economic Environment & Policy.





Dr. Debashis Chakraborty

Associate Professor

Ph.D.

He has done PhD in economics and has a widerange of publications in the areas of International Trade, Indian Economic Development, WTO, Environmental Economics and Anti- dumping. He has worked on various projects with Ministry of Commerce, World Bank, ITC Ltd., CII, Commonwealth Secretariat UK, etc



Dr. Anirban Biswas

Assistant Professor

Ph.D.

He is an economist working on international trade, R&D and development issues with around 10 years of work experience with public and private sector both at multilateral and regional levels. He teaches International Economics and issues related to India's economic development and is proficient with econometric/statistical tools & has extensive experience in working with various trade and development data.



Dr. Oindrila Dey

Assistant Professor

Ph.D.

Dr. Dey, is a PhD in Economics from the Department of Economics, Jadavpur University, Kolkata, India. Her area of interest includes Applied Microeconomic Theory, Game Theory, Industrial Organization, Labour Economics, Experimental Economics, Transport Economics



Dr. Areej Aftab Siddiqui

Assistant Professor

Ph.D.

She is a gold medallist in Master of International Business from Jamia Millia Islamia. Her areas of Specialization are International Business, International Trade Operations, International Trade Logistics and Export Documentation and Procedure and Global Sourcing.



Dr. Papiya Ghosh

Assistant Professor

Ph. D.

Dr. Ghosh is an assistant professor in the field of economics. Her specialization lies in the subjects Economics of Networks, Law and Economics, Social Choice Theory, Applied Microeconomics.



Dr. Sanghita Mondal

Assistant Professor

Ph.D.

She has done her MPhil followed by a Ph.D. in economics from JNU. Her research publications include Globalisation of Technology, Export spillovers from FDI in India, FDI and firm competitiveness and FDI technology transfer spillovers to name a few. She has also been a part of West Bengal College Service Commission in 2013, under University of Calcutta.



Ms. Sugandha Huria

Assistant Professor

Ph.D.

Ms. Huria has done her Ph.D. from Centre for International Trade and Development (CITD), The School of International Studies (SIS), Jawaharlal Nehru University (JNU), New Delhi. She has also worked as an assistant professor in Sri Venkateswara College (DU) and Shri Ram College of Commerce (DU). Her areas of expertise are International Trade and Foreign Direct Investment.



Dr. Anchal Arora

Assistant Professor

Dr. Anchal Arora is currently working as an assistant professor in economics. Her areas of expertise are Microeconomics and Environmental Economics. She has specialized in teaching economic analysis and trade related to Cotton, Technology Development, Agriculture, Plant Biotechnology and Seed Technology along with applied economics.



Dr. Taufeeq Ajaz

Assistant Professor

Ph.D.

Mr. Ajaz has done his Ph.D. in Economics from School of Economics, University of Hyderabad and is currently working as an assistant professor in IIFT. He has made some remarkable publications in the field of macroeconomics and financial economics. He also has scholarships in UGC-JRF and SRF.



Dr. Divya Tuteja

Assistant Professor

Ph.D.

Dr. Tuteja is an Assistant Professor and has a Ph.D in Economics. She is a member of the American Economic Association and Econometric Society. Her areas of specialization are Macroeconomics, Financial Markets, Monetary Theory, Econometrics and Forecasting and Development Economics.



Mrs. Neha Jain

Assistant Professor

Ph.D.

Mrs. Neha Jain's areas of expertise are Development Economics, Applied Econometrics and Demographic Economic and she also has some major publications in these areas. She has done her Ph.D. from Centre for the study of Regional Development (CSR), School of Social Science (SSS), Jawaharlal Nehru University (JNU), New Delhi-IN.



Dr. Charu Grover

Assistant Professor

Ph.D.

Dr. Grover is an assistant professor in the field of Trade. Her field of specialization is Environmental Economics, Trade, Econometrics, Micro-economics.



Dr. A. K. Srustidhar Chand

Assistant Professor

Ph.D.

Dr. Chand has done Ph.D in Economics from Ca' Foscari University of Venice, Italy. He also has Erasmus Mundus Master degree in Quantitative Economics.



Clubs and Cells

Blash

BLASH (standing for Buy Low And Sell High) is the trade club at IIFT, with the task of organizing all the activities which help the students at IIFT comprehend the essence of trading activities and at the same time, instill deep knowledge with regards to the current trends and basics about the world of international trade. It provides a platform where students passionate about making a career in International Business come together, discuss and learn the different dimensions of International Trade. The club aims to complement classroom learning by serving as the focal point of external engagement with organizations from the domains of Commodity Trading, International Logistics, International Business, Trade Finance and related spheres.



Events

Consignment - The Commodity Analysis Challenge

One of the most coveted campus competitions, Consignment enables the participants to explore the workings of the commodity trading wherein they are required to perform value chain analysis of the assigned commodity, assess its export potential, identify the trade barriers and government policies and suggest recommendations to increase its export.

COMTRA Competition

It is one of the finest campus competitions at IIFT, providing opportunity to students to come up with a business strategy and think like traders. The competition is focused on developing an export-oriented strategy for the companies given to them by the organizing committee.

Arbitrage

An annual Inter B-School competition, arbitrage tests the student teams on their ability to evaluate a live business problem utilizing the concepts of international trade and develop suitable solutions with an appropriate execution plan. Arbitrage is one of its kind events that garners attention of B-School students across the country.



Opera Trade

A National Level Inter B-School Trade & Operations case study competition conducted as part of 'Vivaan' annual business summit of IIFT. OperaTrade tests the participants on their problem solving and creative ability to solve real life business problem in the Trade and Operations domain.

Live Projects

The trade society provides the batch an opportunity to work on various live project hosted by government organizations, corporate and other associations. Live projects play an important role in giving a practical application of theories in real-world situations.

Inside Trade

The Trade society publishes a magazine that is a comprehensive collation of contemporary developments in the world of trade along with insightful articles from alumni, faculty, eminent corporate leaders and a select few are sourced from national competitions

National Trade Summit

Trade Winds and Vivaan are IIFT's Annual Business Summits that provide a platform for IIFT's students to interact with eminent professionals from the industry as well as various esteemed international organizations. National Trade summit invites speakers from the trade industry to talk about new issues and trends in the industry.

Notable Alumni in Trade & Operations

Sandeep Jain	Olam	Managing Director & CEO
Jaya Roopwani	Cargill	Director, Asia Origination
Santosh Pillai	Wilmar International	CEO, Africa
S.K. Roongta	Steel Authority of India Ltd	Former Chairman
Srikanth Ramachandran	Mars Wrigley	Global Category Director – Dairy
Vijay Menon	Johnson & Johnson	Transitions & Operations Leader
Amit Kumar Singh	TATA STEEL	Head of Sales
Balaji Y	Udaan	Supply Lead
Sandesh Jain	JK Tyre	General Manager- BKT Tyres
Shankar M R	Akzonobel	Director- Cross Category sourcing
Geetanjali Kirti	Genpact	Change leader-Transformation, Genpact
Vinay Asdhir	Dell	Director Global Marketing
Sabyasachi Mishra	JSW International Tradecorp	Business Head
Gaurav Grover	Olam International	Sr. VP, Middle East & North Africa
Amita Khurrana	Tata Steel	Chief Procurement Officer
Swati Shukla	Cargill India	Director, Business Development- Chocolate
Rahul Nair	ECOM Agroindustrial Corp	CEO, Middle East & Africa CEO, Edible Nuts & Ingredients
Aditya Dharnidharka	Unilever	Global Procurement Head
Govind Ambady	Golden Agri Resources Pvt Ltd	CEO
Anuj Agarwal	LDC	Head of Coffee – India
Sumit Gupta	Cargill	Country Head- Cargill Business Service India
Pradip Kumar	Olam	Business Head India

Prominent Past Recruiters



CONSULTING, STRATEGY AND GENERAL MANAGEMENT

Each business has a unique management structure with unique problems. That's why management consultants need to be well-versed in a variety of approaches for finding the perfect management solutions. IIFT imparts a host of top-rated courses on every aspect of management consultation theory so that students can provide a great service to future clients. IIFT nurtures the students by providing best-in-class resources in the form of interactions with industry stalwarts, supreme academic facilities with simulation-based courses for practical real-life experience, case-based class discussions, and exposure to the corporate world through competitions and summer internships.

Over the course of the program, the students acquire the prowess in management consulting & strategy execution, digital strategy & execution, cross culture management and international business strategies through multiple events and activities organized regularly by Socrates, the consulting and strategy club of IIFT. Apart from prominent social media handles and several renowned inter as well as intra-college competitions, the club organizes the National Leadership Summit during Trade Winds - The Annual Business Conclave of IIFT Delhi where leaders interact with the students on topics of recent industry trends.

With the focus of Human Resource Management shifting to a strategic orientation with an emphasis on the survival and growth of the business, the new Human Resource Professional is a consultant for the utilization, engagement, and strategic positioning of human talent, to meet the business needs of the present as well as the future. Students in IIFT look forward to becoming the top leaders in organisations.

Courses Offered

Consultancy and Strategy

- International Business Strategy
- Fundamentals of Management
- Strategic Management
- International Contract Management
- Digital Strategy and Transformation
- Strategy Execution & Tools
- Management of Strategic Alliances
- Competitive Strategy
- Crisis Management
- New Venture Creation & Startups
- Cross Culture Management
- Management Consulting
- Game Theory and Strategy
- Applied Econometrics
- International Investment Treaties and Business Decisions
- Management of Pricing Entrepreneurship

HR Management

- Human Resources Management
- Organizational Behavior
- Leadership Lab
- Global Leadership Strategies
- Psychology for Managers
- Strategic Human Resource Management
- HR Metrics and Organizational Performance
- Team Building and Leadership Development
- Competency Mapping
- International Human Resource Management Practices
- Labour Laws and Industrial Relations
- Impression Management in Organization

Meet the Faculty



Dr. K. Rangarajan

Professor, Head (Kolkata Campus)

Ph.D.

He is an Accredited Management Teacher (AMT conferred by AIMA) and is a member of several professional bodies including AIMM (Australia). His expertise includes Strategic Planning, Global Strategy and Strategic Alliances.



Dr. M. Venkatesan

Professor

Ph.D.

He holds nineteen years of work experience in the field of teaching, research, training and consultancy. He is a certified trainer of Thomas Profiling, and DTS & DOT of DOPT, GOI. His areas of interest include Organizational Behaviour, Change Management, Human Resource Management, Entrepreneurship, Leadership Development and Soft Skills.



Dr. Pooja Lakhanpal

Professor, Head (EMP)

Ph.D.

Dr. Pooja Lakhanpal is a Gold Medalist, BA, MA (Psychology), University of Mumbai Faculty (1989-1991), Ph.D., IIT Mumbai. She was invited to attend a 6 months programme & research sponsored by Ministry of Economic Cooperation and development, Germany on Managing Global Governance 2011. She has over 20 years of experience in corporate and academics.



Dr. Rohit Mehtani

Consultant (Professor), Head (CRPD)

Ph.D.

He is a professor of International Business Diplomacy and Global Political Economy. He is an Accredited Management Consultant, a Certified Productivity Practitioner, and a Certified Corporate Director. He is an alumnus of IIFT Delhi and IIM Calcutta. Besides, he holds M.S in consultancy Management and Practice (BITS Pilani), MBA Technology Management (Deakin University) and MBA Industrial Management(NPC/APO, Tokyo). He completed his Master's in Global Political Economy at University of Hull in England as a British Chevening Scholar, studied International Business Negotiations at Harvard Law School, and has a PhD in International Studies (Trade Diplomacy)



Dr. Sweta Srivastava Malla

Associate Professor

Ph.D.

Dr. Malla, Associate Professor, holds a Ph.D. and her areas of specialization include Organizational Justice and Business Ethics. She has written and presented research papers at national and international conferences



Dr. Ginni Chawla

Assistant Professor

Ph.D.

She has done her Ph.D (2016), in Industrial Relations, NET & JRF (2010) in Labor Welfare/Personnel Management/ Industrial Relations/Labour & Social Welfare and MBA (2010), in Human Resource Management. She has been awarded Token of Appreciation for paper presented at the 4th Biennial Indian Academy of Management (IAM) Conference, organized by IAM in association with Indian Institute of Management Lucknow (IIM - L).



Dr. Naman Sharma

Assistant Professor

Ph.D.

Dr. Sharma has done PhD in Management, UGC-NET in Management and also a MBA. He is the guest editor in International Journal of Business and Globalisation, World Review of Entrepreneurship, Management and Sustainable Development. His areas of interest are General Management/Organizational Behaviour, and Human Resource Management.



Dr. Tuheena Mukherjee

Assistant Professor

Ph.D.

She has done her PhD from IIT Delhi. She is a certified MTBI trainer by CPP Consulting Psychologists Press, Washington. Her areas of interest are Organizational Behaviour and HR Management. She was awarded Park Jung-huen Jung Tae-gon Young Scholar Award 2011, for Best Doctoral Dissertation, by the Asian Association of Social Psychology, July 27- 31st (2011) at Kunming, China.



Dr. Priyanka Jaiswal

Assistant Professor

Ph.D.

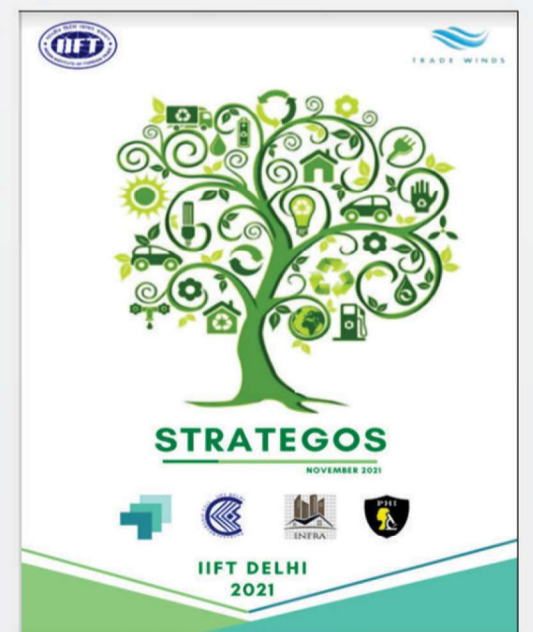
Dr. Jaiswal, Assistant Professor, has done her PhD from IIT Delhi. She also holds BSc and MBA in Human Resource Management & Organizational Behavior. She has published several research papers at international conferences.



Clubs and Cells

Consulting Club - Socrates

Socrates, the Consulting and Strategy Club of IIFT, aims to make an effort towards developing high end qualities in students as business professionals by providing a coherent learning environment complementing classroom knowledge and enhancing the skill sets of the students in the consulting domain to broaden their horizons. The club is also involved in organising National Leader Summit during Tradewinds (Annual Business Conclave of IIFT Delhi), Chausar – National Consulting Conclave and Stratethon – a flagship case challenge, during Quo Vadis (The Annual Cultural Management Fest of IIFT Delhi) which witnesses participation from huge number of teams across different B-schools Pan India with an aim to emerge as an undisputed champion. It also organises workshops and live projects which bridges the gap between the student expertise and industry expectation. This ensures that the students are better prepared to meet contemporary business challenges.



Events

Trade Winds

Under the aegis of Trade Winds, Socrates - The Consulting Club of IIFT Delhi hosted this year's National Leadership Summit with the theme - "Profit with Purpose: Reimagining Business Growth through Sustainability". It was a day-long event that had Guest Lectures, Seminars from prominent leaders of the industry and a panel discussion. The summit was concluded with the publication of "Strategos", the marketing magazine which included articles from industry experts, current members of the marketing club, articles chosen through a nationwide article writing competition by the same name.

Chausar - National Consulting Conclave

Chausar, The National Consulting Conclave is the annual flagship event of Socrates. This year the event included three competitions - case study, business simulation and case writing along with three workshops on strategy, finance and IT by eminent industry stalwarts.

Rananeeti

Case Study Competition – It encourages students to think out of the box and showcase their problem solving skills.

Chakravyuh

Business Simulation under Chausar 2021 was an interactive online simulation game that simulated the nuances of a business enterprise while teams from all over the country strategized, negotiated, resolved conflicts & made decisions in a risk-free environment. It helped them learn the art of collaboration and the impact of cross-functional decision-making from the game.

Aanvikshiki

Case Writing Competition - Encourages creative and impactful case writing skills among participants by providing a platform for them to channel their inner thought process into a business challenge and boost managerial acumen. The topic for this year's competition was 'Growth Strategy for Startups'.

Clubs and Cells (Management)

Synergia

Synergia, the HR club at IIFT, is the new addition to the cohort. The name itself represents harnessing individual talents to contribute towards a single goal leading to success and growth. Human Resources is the lifeblood of corporations and students at IIFT are given the platform to gain a practical understanding by Synergia.

Events

Mantavya

It is the HR case study competition organized by Synergia- The HR Club of IIFT, in Quo Vadis which is the flagship annual Cultural & Management festival at IIFT.

Women in Management events

Women in Management Cell is a new initiative taken by the students of IIFT to start a positive dialogue around women in the workplace and leadership to create a supportive network of female Alumni, leaders, and students from IIFT.

Ascend

WIM Cell in association with "Aspire For Her" organised a National Case Study competition called 'Ascend'. Through this competition we aim to present the most pressing challenges women in workplace today face.



Notable Alumni in Consulting, Strategy and General Management

Ompriya Arya	EY (Africa, india and middle east)	Director
Anindya Das	TCS	Director : Digital supply chain
Karthik H	EY	Director
Rahul Gaur	EY	Director : Business Consulting
Geetika Dang	Accenture Strategy and Consulting	Senior Consultant
Anil Joshi	JP Morgan Chase & Co.	VP, Change & Strategy
Nina Arora	Novartis	Lead Consultant
Satpreet Chelawat	Axis Bank	Lead - Customer Obsession (Former Head & VP of Strategy)
Prateek Keshwani	L&T Financial Services	Associate VP - Corporate Strategy
Digwanta Chakraborty	Trinity Life Sciences	Regional Human Resources Director -Head HR
Kaustubh Korde	Persistent Systems	Strategy Principal
Nitin Nandrajog	KPMG	Partner - Consulting
Anil Matai	Zydus Healthcare Limited	Managing Director
Swapan taneja	Elsevier	VP Strategy and Business Development
RV Venkatesh	PPG Asian Paints	Manager-Purchase
Prateek Gupta	Everest Group	Practice Director
Vaibhav Chadha	Cantor Fitzgerald	Managing Director
Jaideep Agarwal	Goldman Sachs	Managing Director
Rahul Ganga	Roland Berger	Partner
Anjali Rai	EY	India BD Leader, AMI & CHS

Prominent Past Recruiters - Consulting



Prominent Past Recruiters - General Management





ASCEND – The Leadership Talk Series

The Corporate Relations and Placement Committee initiated our prestigious 'ASCEND' Virtual Leadership Talk Series to equip students with industry-ready knowledge that helps them be prepared to join the corporate sector and uphold the prestigious image of our acclaimed institution. IIFT proudly hosted the following industry stalwarts who helped "Ascend" the knowledge of our students on a plethora of pressing topics across a multitude of sectors.



Mr. Dhawal Phadke

Co-Founder, Sattviko

Topic : FMCG Entrepreneurship & its key elements



Mr. Abhishek Mittal

Senior Director - Big Data, Analytics & Cloud, Capgemini

Topic : Big Data



Mr. Vardan Sharma

Director and Head of Partner Segment, Growth Markets, Signify

Topic : Opportunities in Uncertainties



Mr. Varun Gupta

Founder and CEO, Pro Nature Organic Foods (P) Ltd

Topic : Challenges and Lessons from the journey into the Organic Food Industry



Mr. Gaurav Gupta

Chief Commercial Officer, Morris Garages India

Topic : Exploring the Latest Trends in the Automobile Sector



Mr. Rahul Lakhmani

Founder & CEO, Skiify Solutions Pvt Ltd

Topic : Artificial Intelligence, Machine Learning and Geospatial Analytics for Management students: Future opportunities and different career road maps



Mr. Harshit Singhal

Vice President, HashedIn by Deloitte

Topic : Digital Transformation Journey in New Age India



Mr. Rajesh Shirali

Data Science Lead-South Asia, NielsenIQ

Topic : A Different Perspective on Data Science



Ms. Suma E P

Chief Executive Officer, Niswey

Topic : Importance of Content as a Marketing Tool in the B2B Marketing Space



Mr. Ajay Khanna

Chief Marketing Officer, Amway India

Topic : Emerging Marketing Trends Post Pandemic



Mr. Abhinav Sahai

Co-Founder and Chief Operating Officer, Niswey

Topic : How the Global Pandemic has Ensured Marketers Cannot Survive Without Martech



Mr. Shankar Gupta

President & COO, ACG World

Topic : The Impact of Covid on the Pharma Industry



Dr. Pooja Rajdev

Director , Optum, UnitedHealth Group

Topic : Modernizing Healthcare



Mr. Sanjay Naithani

Vice President, Procurement, Aptiv

Topic : Strategic Sourcing and Supplier relation management: The role of AI & ML in procurement



Mr. Sumit Neogi

HR Director, South Asia & Middle East, The Lubrizol Corporation

Topic : Entering the Corporate World - Tips & Tricks



Mr. Harish Goyal

CEO, Zee Essel Group, USA

Topic : Leading the Change: Turnaround Stories and Behind the Scenes



Mr. Ankit Sinha

Vice President, Searce Inc.

Topic : Leadership in 21st Century



Mr. Ankit Chaturvedi

Vice President & Global Head-Marketing, RateGain

Topic : Marketing B2B SaaS: The Atmanirbhar Way

IMPACT – The Virtual Leadership Talk Series

The Corporate Relations and Placement Committee initiated our prestigious 'IMPACT' Virtual Leadership Talk Series wherein industry stalwarts and business leaders from across domains and sectors interact with the students via webinars on engaging and insightful topics of their expertise. IIFT was delighted to host the benign presence of esteemed guests. Students were equipped with knowledge and insights into the diverse spectrum of topics.



Mr. Kalpesh S Dave

Managing Partner and head of Sales
InCred Wealth

Topic - Sustainability of growth in wealth management in India



Mr. Girish Singh

Chief Digital Office, Metropolis
Healthcare

Topic - B2B Marketing



Mr. Sanket Tandon

Head - India, Searce Inc.

Topic - Difference between corporate and startup environment



Mrs. Veena Rao

Vice President, Finastra

Topic - Open Banking and its implications



Mr. Shishir Saxena

APAC Head, Altimetrik

Topic - The battle for your homescreen



Mr. Roshan Mammen

Innovation and Strategy Lead,
Coromandel International Limited

Topic - International Business Managers - key factors that make them succeed



Mr. Thomas Alex

GM - National Sales, Mercedes-Benz
India

Topic - Leadership challenges post pandemic



Mr. Abhinav Anand

Regional Business Head, Udaan.com

Topic - Life in E-Commerce Industry



Mr. Vikas Singh

Founder - Fitpage

Topic - How to turn moments into momentum



Mr. Anirban Nandi

Director - Emerging channels, Mars

Topic - Career trajectory and key learnings



Mr. Ashutosh Sharma

Global VP and GM, Yellow AI

Topic - AI Powered CX automation : A digital transformation centrepiece



Mrs. Noreen Gandotra

Area Head - South Asia, Twill - A.P.
Moller - Maersk

Topic - Digital channels in shipping



Mr. Manikandan Ganesan

Head of Engineering - Corporate
Connected Banking, Finastra

Topic - Social implications of Fintech



Mr. Devraj Chakravorty

Director, Management Consulting at
PwC India

Topic - Future of Finance



Mr. Sushmithri Babu

Co-Founder, EPIKInDiFi

Topic - Startup environment



Mr. Mohit Rajpal

Founding member, Eka.care

Topic - How eka.care is helping to digitize the healthcare industry



Mr. Tirthankar Mukherjee

AVP, Welspun Advance Textile

Topic - Emerging opportunities in technical textiles for India



Mr. Vinay Kumar Biradar

Principal Business Consultant (Asia
Pacific), Frost & Sullivan

Topic - Cybersecurity careers post MBA



CORPORATE WALL OF FAME

Major Achievements In Corporate Competitions



Avance
National Winners



Sanrachna
National Winners



CFA RC
National Winners



WITDA Case Study
National Winners



Interrobang
National Winners



The Deal
National Winners



Challenge 2021
National Winners



Innovation Launchpad
National Winners



Bond with Pidilite
National Winners



FNB Challenge
National Winners



Decipher
National Winners



B-Pro
National Winners



Vantage
National Winners



Avant Garde 7.0
National Runners-up



Transcend
National Runners-up



Case Challenge
National Runners-up



Sustainability
Challenge
National Runners-up



UXO 2.0
National Runners-up



Resolvr
National Runners-up



B-School Challenge
National 2nd Runners-up



Elevate 8.0
National 2nd Runners-up



I-Create
National Finalists



Ideathon
National Finalists



ThinkAloud
National Finalists



E^3
National Finalists



Techtonic
National Finalists



Finvalley
National Finalists



Summit
National Finalists



PM Engage
National Finalists



Stylbiz
National Finalists



ThinkUp Challenge
National Finalists



Imagination
National Finalists



Bottoms Up
National Finalists



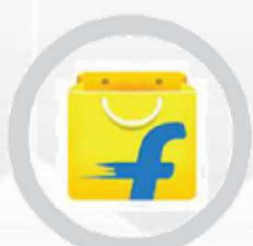
E.P.I.C
National Finalists



Disruptor
National Finalists



SMART Challenge
National Semi-finalists



Wired
National Semi-finalists



Gameplan
National Semi-finalists



Over The Wall
National Semi-finalists



Stratethon
National Semi-finalists



Product Spotlight
National Semi-finalists



Steel-a-thon
National Semi-finalists

CORPORATE WALL OF FAME

Notable Associations In Corporate Competitions



Business Challenge



Ace Challenge



Atom



Case Study



APAC TTS Case Study



Campus Challenge



Top Recruit



Acumen



Loud



Case Challenge



Campus Challenge



IB League



L.I.M.E. Season XIII



Quest



Ideation Challenge



Brandstorm



RISE



Comquest



Case Competition



Young Minds



GSMO Engage



Maestros



Make a Dent



T.U.P



Blizzard



Case Competition



Aspire



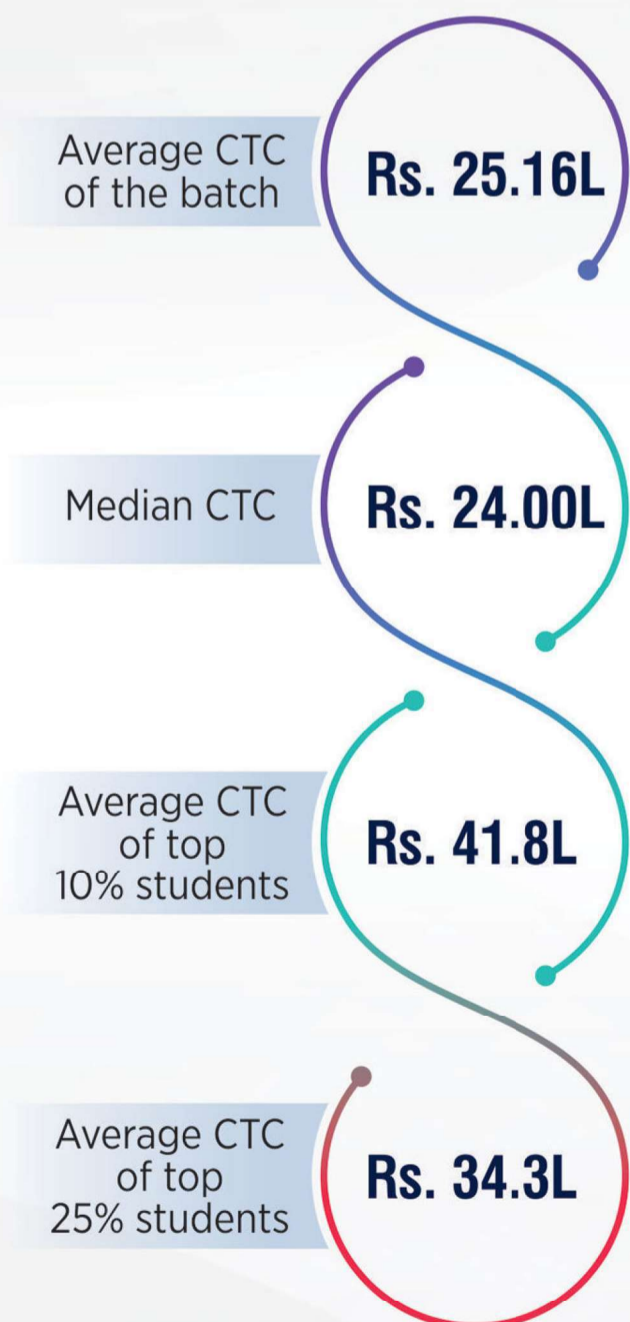
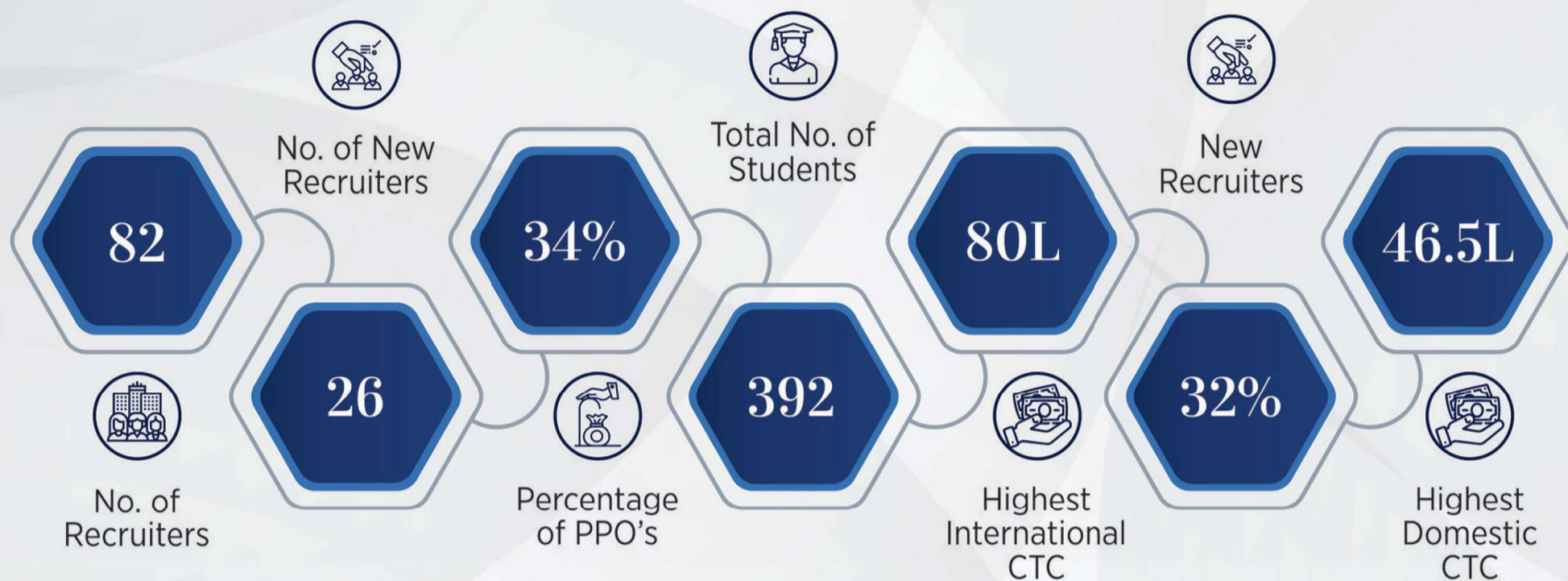
Eurogrip Torque Challenge



XStrat

FINAL PLACEMENT

Highlights 2020-2022



Domain Wise Statistics



OUR ESTEEMED RECRUITERS

Final Placements 2020-2022



SUMMER PLACEMENT

Highlights 2021-2023

424

Total No. of Students

Highest Stipend

4L

121

No. of Companies

New Recruiters (37%)

45

Increase in average stipend

2020
1.61 L

2021
2.04 L

+27.3%

Domain Wise Statistics

30% Sales and Marketing

Finance

21%

15%

Consulting

Gen-Man/Strategy

12%

10%

IT/Analytics

Product Management

7%

5%

Trade/Operations

Average Stipend
of the batch

**Rs. 2.04
Lakh**

Average Stipend
of top 10% Students

**Rs. 3.24
Lakh**

Highest Stipend
of the batch

**Rs. 4.0
Lakh**

Median
Stipend

**Rs. 2.0
Lakh**

**Rs. 3.13
Lakh**

Average Stipend
of top 25%
Students

OUR ESTEEMED RECRUITERS

Summer Placements 2021-2023



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