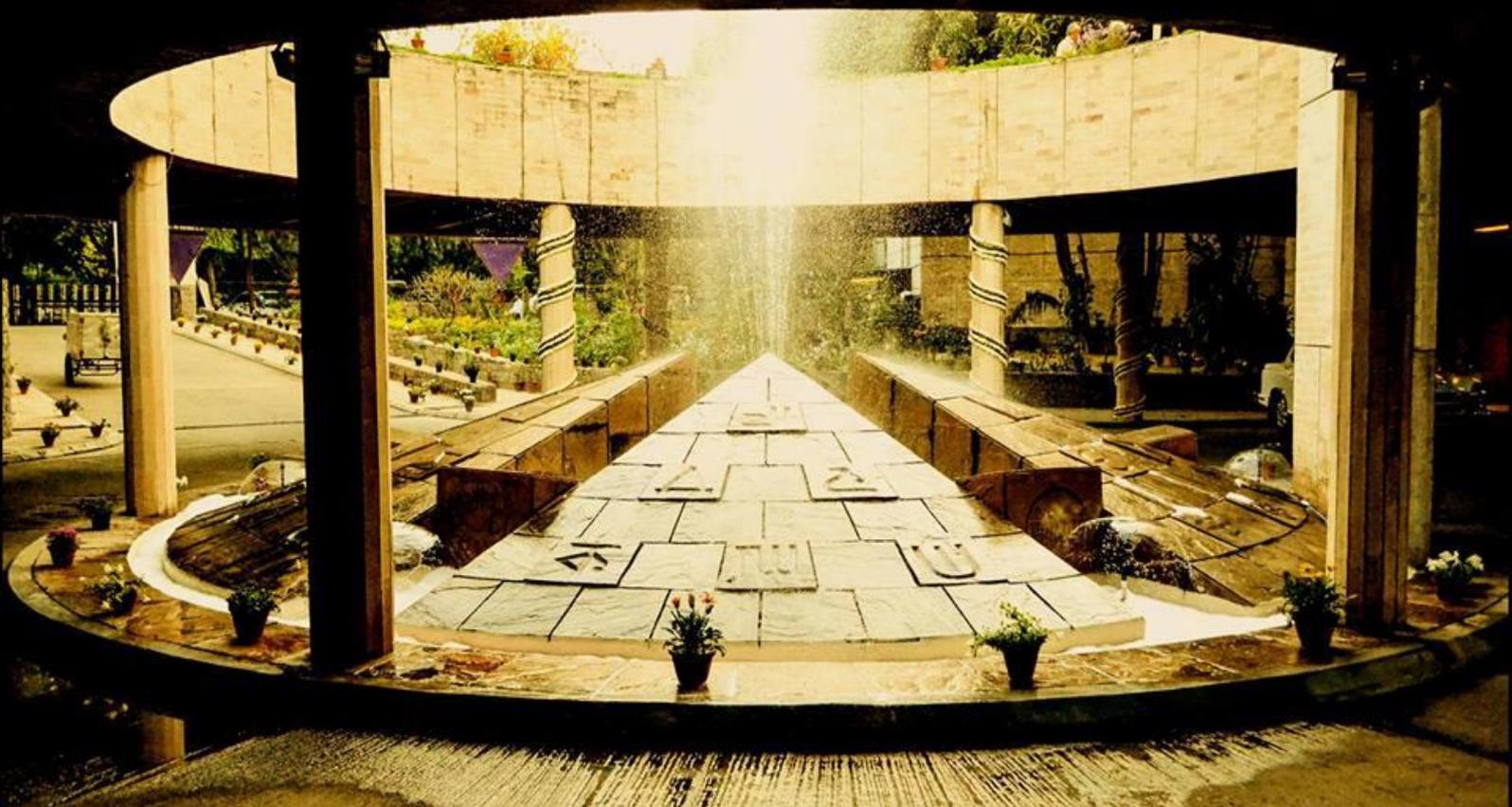


FINAL PLACEMENT REPORT 2013-14





Top Recruiters

- HCL – 14
- Flipkart – 11
- JP Morgan – 10
- Cognizant Business Consulting - 9
- Goldman Sachs – 8
- Google – 6
- Nomura – 6
- ITC – 5

The 200-strong batch of MBA(International Business) 2012-14 at IIFT enjoyed a robust lateral and final placement season. A year of significant highs that saw the launch of IIFT's Golden Jubilee commemorative stamp, culminated with its fastest completion of 100% placements in recent years.

The wide range of recruiters across domains and roles reiterates the fact that IIFT continues to produce world class managers. A notable number of niche profiles offered at IIFT shows the strength and relevance of the MBA(IB) course offered at IIFT.

A significant increase in the number of new recruiters and a rise in average CTC by 15% shows the increasing faith of the recruiters in the talent pool that IIFT has to offer.

PLACEMENT STATISTICS

Particulars	Class of 2012-14
No. of Participating Students	200
No. of Companies	85
First Time Recruiters	46
Average Overall CTC	14.32 LPA
Highest Domestic CTC	24 LPA
Highest International CTC	US\$ 88,500





New Relationships

Philips

Russell Reynolds

Royal Bank of Scotland

JP Morgan

TATA NYK

Medtronic

Stryker

Bunge

Trimex International

Aricent

ITC Infotech

Mahindra Comviva

Phoenix Commodities

Sproxil

Mogae Media

Axtria

MEC Intelligence



Highlights

- 3 of the Global Top 4 trading firms, called the 'ABCD' of Trade, namely, Bunge, Cargill and Louis Dreyfus offered commodity trading profiles exclusively at IIFT
- Highest International offer was made by Trimex Group, one of the largest mineral and metal conglomerates
- The number of International Offers (12) at IIFT increased significantly over the last year. Roles offered were across The Middle East, Africa, Singapore, Indonesia and Malaysia
- Russell Reynolds, among the world's Top 5 Executive Search Firms hired exclusively from IIFT
- Mid & Senior Management roles like Senior Manager, Strategy (TATA NYK) and Regional Sales Manager (Sproxil) were offered at IIFT
- 41 Pre-Placement Offers were made to IIFTians
- Average salary saw a rise of 15% from last year

Dr. Surajit Mitra, Director, IIFT quoted

"The strong performance of the students can be attributed to the recent course re-structuring that IIFT has undertaken. And the continued support of the Corporate world further strengthens IIFT's resolve to tend to the evolving needs and requirements of the industry."

He also extended his warm wishes to all the recruiters and Corporate stakeholders at IIFT.

FINANCE

The slow growth in many geographies seemed to have no effect on placements at IIFT with many investment banks and financial institutions offering excellent profiles at IIFT.

- Goldman Sachs was the highest recruiter with 8 offers
- Goldman Sachs, JP Morgan, HSBC and Nomura Holdings offered Investment Banking profiles
- Citibank offered its Banking Operations profile at IIFT
- RBS and HSBC offered its risk management and treasury profiles
- Flipkart, Trident and Wipro offered their Corporate Finance roles

OPERATIONS

The Operations and Supply Chain domain saw marquee recruiters offer their coveted roles to the students at IIFT.

- Nokia offered its coveted Procurement Specialist role at IIFT
- TATA Steel, JSPL, Mahindra Comviva, Flipkart and Trident also made offers to students in this domain



SALES & MARKETING

Sales and marketing emerged as one of the most sought after domains by many students and various brands in a variety of sectors offered diverse roles to these students.

- ITC made the most number of offers - 5
- FMCG majors Reckitt Benckiser, ITC, Britannia, Godrej Consumer, SAB Miller, Emami maintained their long standing faith in the students of IIFT
- SAP India recruited for its coveted International Sales academy program
- Pharma majors Abbott and Eli Lilly and medical devices companies Medtronic and Stryker offered sales and marketing roles
- Philips, Madura F&L(ABG), Hennes & Mauritz and Vodafone were other notable stakeholders offering Marketing profiles in consumer goods, lifestyle and telecom sectors respectively
- Bajaj Auto and Tata Motors offered international and domestic marketing roles in the automotive sector
- HT Media and Mogae Media offered Marketing roles in the Media domain

CONSULTING

IIFT made giant strides this year in the consulting domain with a number of industry leaders showing renewed interest along with new recruiters.

- Russell Reynolds, among the world's Top 5 Executive Search Firms, offered its research profile for the first time in India
- Cognizant Business Consulting emerged as the largest recruiter with 9 offers
- KPMG, Deloitte and EY offered their consulting roles to the students
- Corporate Executive Board, Interglobe, MEC Intelligence, Avalon Consulting, Axtria and Technopak were the other notable recruiters

TECHNOLOGY

Students of IIFT have had a flair for technology and the same was reflected in the placements this year.

- Google, Amazon and Flipkart together made 18 offers on campus
- SAP India recruited for its coveted Sales Academy program
- The other recruiters in this domain were Aricent, TCS, Wipro, ITC Infotech, HCL, KPIT Cummins and Sproxil



GENERAL MANAGEMENT & STRATEGY

The rigorous academic curriculum at IIFT with a balance of subjects helps students develop their expertise in various domains, thus enabling them to excel in the General Management profiles. The Corporate world continued to put its faith in IIFT for their General Management roles.

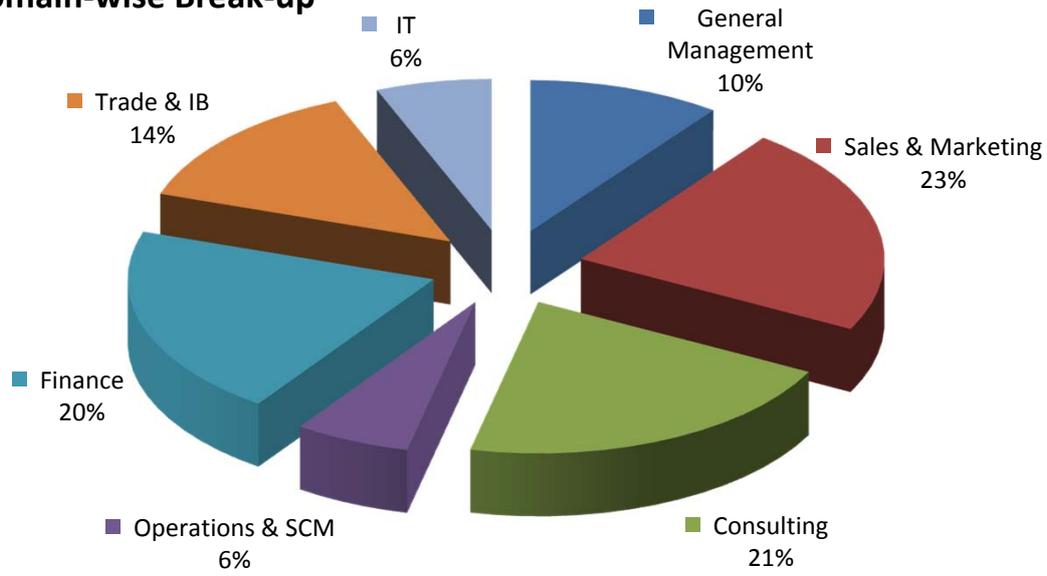
- Conglomerates like RPG, Mahindra & Mahindra and Trident Group offered their prestigious group management profile
- L&T, Cipla, Apollo hospitals, ACG-PAM, Philips and TATA NYK also offered their strategy and leadership roles
- Airtel and Robert Bosch also offered their leadership and general management work roles

TRADE & INTERNATIONAL BUSINESS

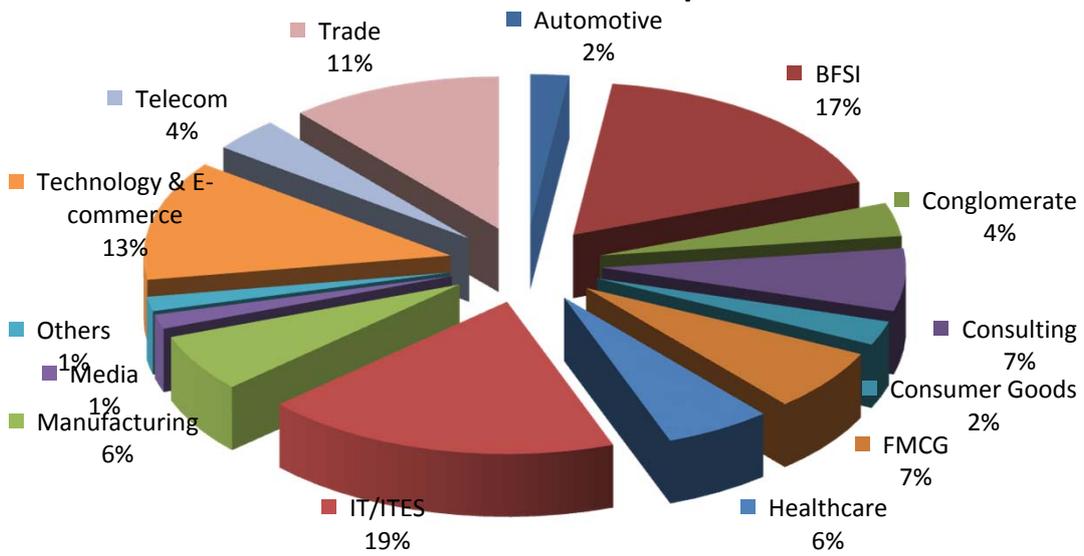
IIFT proved its mettle yet again in Trade domain with excellent domestic & international offers.

- 3 of the Global top 4 trading firms - Bunge, Cargill and Louis Dreyfus offered commodity trading profiles exclusively at IIFT
- Trimex Group, a renowned name in oil drilling industry, offered its coveted International Business Development role to 3 students of IIFT
- Tricon, Valency International and Triton group made international offers
- Tolaram Group and Torero Corp offered International Business roles

Domain-wise Break-up



Sector-wise Break-up



Recruiters at a glance



ACG	Airtel	Amazon
Apollo Hospitals	Aricent	Avalon Consulting
Axtria	Bajaj	Britannia
Bunge	CEB	Cipla
Citibank	CBC	Comviva
Eli Lilly	Emami	Flipkart
GCPL	Goldman Sachs	Google
HCL	HSBC	HT Media
Interglobe	ITC	ITC Infotech
JPMC	KPIT Cummins	KPMG
L&T	Madura F&L(ABG)	MEC Intelligence
Medtronic	MMTC	Mogae Media
Nokia	Nomura	Nucleus Software
PGCIL	Philips	Phoenix Commodities
RBS	Reckitt Benckiser	Robert Bosch
RPG	Russell Reynolds	SAB Miller
SAP	Sproxil	Stryker
TATA Motors	TATA NYK	TATA Steel
TCS	Technopak	Titan
Tricon	Trident	Trimex
Triton	Valency International	Vizag Steel
Vodafone	VVF Ltd	Wipro

Note : The above list is not exhaustive and is provided to give an overview of the range of companies that recruit at IIFT



Alumni Support

The illustrious alumni of the institute extended earnest support and played a special role in bringing to campus some of the esteemed brands. Presence of Alumni during the placement processes helped in ensuring that all aspects of the corporate engagement were streamlined in the best possible manner.

50 glorious years of IIFT

The Institute, in its 51st year of existence now, is widely recognized for its knowledge and resource base, its rich heritage and strong alumni network both in India and abroad.

The Prime Minister's office released the Golden Jubilee Stamp to commemorate the legacy that IIFT has carved in its rich existence. It becomes the only educational institute to be accorded this privilege and shows the trust not just students but the nation puts in IIFT.

IIFT offers its MBA programs through its two campuses in New Delhi & Kolkata which follow an integrated admission & placement process and attract students from diverse educational backgrounds & with varied professional experiences. The selection process for its full-time MBA program is unique, wherein over 70,000 students take the IIFT entrance exam to compete for the 200+ seats on offer, ensuring that the crème de la crème talent is selected.



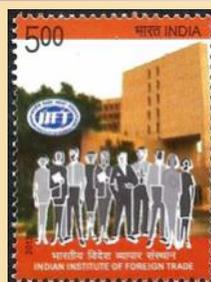
INDIAN INSTITUTE OF FOREIGN TRADE

Delhi Campus

IIFT Bhawan,
B21, Qutab Institutional Area,
Delhi 110016.

placements@iift.ac.in

placements.iift@gmail.com



Kolkata Campus

J-1/14 EP&GP Block
Sector 5,
Salt Lake City,
Kolkata 700091

www.iift.edu