

INDIAN INSTITUTE OF FOREIGN TRADE

School of International Business



Final Placement Report 2013-15 Batch

Established under the Ministry of Commerce, 1963

New Delhi & Kolkata



“Industry stalwarts have yet again chosen IIFT as their preferred talent pool. The continued rise in offers per company, highlights the perfect alignment of our course structure within industry requirements. Thanks to the contributions made by our faculty and alumni who have helped IIFTians reach these heights.”

Dr. Surajit Mitra
Director, IIFT

Overview of the Batch of 2013 -15

Indian Institute of Foreign Trade wrapped up the final placement process for students of its flagship MBA (International Business) program in the shortest span ever across the country.

The class of 2013-15 is a diverse mix of Doctors, Engineers, Chartered Accountants, Humanities, Commerce and Science graduates with about 70% of them having prior work experience across a multitude of sectors like BFSI, Automobile, Manufacturing, IT, Consulting, Telecom, Consumer Goods, Trade etc.



0 - 11 Months 12 - 23 Months 24 - 35 Months
36 - 48 Months >48 Months



Freshers

Top Recruiters

- Flipkart
- Amazon
- Cognizant Business Consulting
- HDFC
- Wipro
- HCL
- ICICI Bank
- Vodafone
- Citibank
- HSBC
- JP Morgan
- RBS
- Snapdeal
- TATA Steel



Highlights of the Final Placements 2013 -15 Batch



Pre - Placement Offers : 47

219

Batch Strength

79

No. of recruiters

24

Highest Domestic CTC (in Lacs P.A.)

14.54

Average Overall CTC (in Lacs P.A.)

13

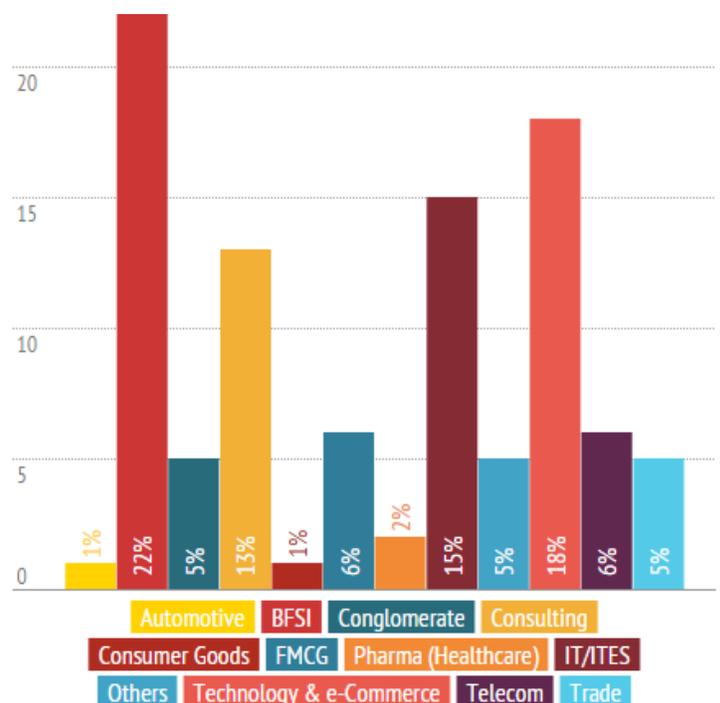
The number of International offers bagged by the students of IIFT. Foreign companies based out of US, Singapore, Middle-East, Nigeria & Australia have opted for IIFTians. The highest salary has gone up to **US\$ 110000** by a US based company

18

Percentage share of the e-commerce sector as it hired aggressively across profiles, with names like Amazon, Flipkart, Snapdeal, PayTm, mJunction, Shopclues, Zopper all vying to recruit from IIFT



DOMAIN WISE BREAK-UP



SECTOR WISE BREAK-UP



Finance

IIFT's innate strength in Finance domain was reflected in this placement season with 25% of the batch bagging offers in this domain. Leading Global Banks like Goldman Sachs, JP Morgan IB, HSBC and Nomura continued to recruit students for their Investment Banking profiles. RBS and ICICI offered roles including Risk Management, Treasury and Banking. Bank of America made offers to students at IIFT for the first time. Axis Bank offered its coveted Axis Ahead Management Trainee program. Also, IIFT had a strong participation from organizations like Flipkart, Amazon, Wipro, Vodafone, Airtel, IVP and Singhi Advisors offering their Finance roles. HDFC led the domain with 8 offers across multiple profiles and organizations like Citibank, Edelweiss, Tata Capital continued their association.

Consulting

The Consulting Domain took giant strides with new recruiters making coveted offers along the continued association with the past recruiters. Russell Reynolds Associates, one among the World's Top 5 Executive Search Firms, offered its coveted research profile exclusively to the students of IIFT. Deloitte Consulting visited IIFT for the first time while Infosys offered the profile of Management Consulting thus cementing their trust in the students at IIFT. Cognizant Business Consulting was among the largest recruiters on campus with 20 offers. Stellium, VMock made their presence felt along with other regular recruiters like Actuate Business Consulting, Axtria and Interglobe.

General Management

The expertise from rigorous academic curriculum coupled with the flexibility of the flagship program catered to the demands of the Corporates for their coveted roles. Conglomerates like RPG, Mahindra & Mahindra and Trident Group offered their prestigious General Management profile. L&T, Raymond, Wipro and DCM Shriram maintained their association by offering Leadership and General Management roles among other profiles. Airtel, Cipla, JSPL, Robert Bosch, TASL and Godrej Properties Ltd. continued to hire for their prestigious General Management roles. SBI offered the exclusive MT Program for the first time.

Operations

The Operations and Supply Chain domain witnessed a surge this year with an array of new recruiters expressing interest. E-commerce led the pack with Amazon, Flipkart and Snapdeal hiring a number of students for Operations and Supply Chain roles. The Sharaf Group hired for its niche shipping profile, while Tata Steel, JSPL offered their prestigious Operations role. Regular recruiters including DCM Shriram, Mahindra Comviva made a mark in this sector. TMIL hired for its prestigious Dubai-based role.



Sales & Marketing

Sales & Marketing continued to be the most sought after domain among the students at IIFT with around 30% of the offers made in this sector. Major recruiters in the FMCG space included ITC, Godrej Consumer Products Ltd., L'Oreal, Britannia, Hindustan Coca Cola Beverages, and Wipro CCLG extended offers in large numbers. Tolaram Group offered international roles in this domain.

Telecom majors Airtel, Vodafone and Idea rolled out 12 offers collectively whereas Technology giants like Google, IBM, Dell continued their long-lasting association with IIFT. Tata Motors and Bajaj recruited in the Automotive sector while Madura F&L and Titan represented the Fashion & Lifestyle sector. Lenovo started its association with IIFT this year through its Sales & Marketing profile. Eli Lilly, Zimmer and Indegene were some of the prominent recruiters in the Pharmaceutical and Healthcare sector. Other notable recruiters in this space were Aviva Life Insurance, Tata Steel and HT Media.

IT/ Technology

Students' strong background in IT/Technology continued to attract Technology & IT companies offering a gamut of profiles on campus. Amazon, Flipkart, Google, Paytm and Snapdeal made a total of 38 offers on campus spread across roles such as Sales, Finance, Business Analytics, and Business Development. IIFT made new relationships in this sector with VMock, People Group and Zopper. Infosys Management Consulting offered its coveted Senior Consultant role at IIFT, alongside similar offers made by Infosys BPO and Wipro. SAP recruited for its coveted Sales Academy Program. Other esteemed recruiters in this domain featured the likes of HCL, TCS and IBM. A leader in Social gaming space offered its marketing analytics and product management roles.

A New York based Tech firm offered multiple leadership roles - Vice President, Sales & Marketing, Marketing Manager and Campaign Manager for locations based out of San Francisco, Delaware and New York.

Trade & International Business

Indian Institute of Foreign Trade confirmed its preeminence when it came to offers from Trading Firms and International Business profiles. Coveted trading profiles were offered by global giants like Glencore, Louis Dreyfus, Cargill and Trafigura exclusively at IIFT. International offers were made by prestigious firms like Aluzinc Asia, Agrocorp International, Vital Solutions, Sharaf Group and Tolaram Group based out locations like San Francisco, Africa, Middle East, Indonesia, Malaysia, Ukraine and Singapore. Glencore, one of the global top-3 commodity trading firms, offered roles in its agri-commodity trading division. Sharaf Group and Sharaf Shipping offered multiple trade and logistics roles based out of Dubai while Phoenix Commodities, Aluzinc Asia and Vital Solutions proved to be marquee recruiters offering International Business profiles based out of Africa.





Alumni Support

IIFT has always been renowned for its strong alumni base. This year again our eminent alumni extended their valuable support and guidance and worked dedicatedly to ensure that a plethora of prestigious brands visited campus for placements. Their constant end to end presence during the processes was instrumental in providing encouragement to students and streamlining the engagements in the best possible manner. The fact that our alumni have always been there for IIFT, has been instrumental in taking us to position we enjoy today. We take this opportunity to express our heartfelt gratitude to them and also hope that we will be beneficiaries of their support in future as well.

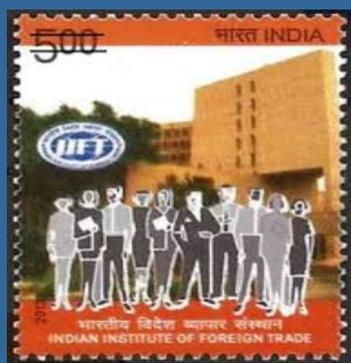
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