



INDIAN INSTITUTE OF FOREIGN TRADE

Under the Ministry of Commerce
and Industry- Established 1963



FINAL PLACEMENT REPORT

2021-23



MESSAGE FROM THE LEADERSHIP

IIFT is consistently ranked as one of the top destinations for premium recruiters in the country owing to its rigorous course curriculum, a competitive batch and an exceptional track record in corporate competitions. The Institute provides transformational learning experience to the students, nurtures them to be a thorough professional, and cultivates in them a leadership acumen.

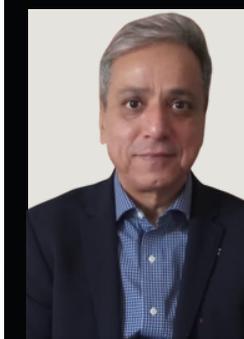
The corporate sector has continued to show faith and confidence in our graduates and make lucrative offers to them. The Institute continues to have a place of pride amongst the leading B-Schools of the country and a front runner in the field of international business. I would like to take this moment in thanking all the recruiters for their unwavering support and continued faith bestowed upon the institute including the students.

The placements of the MBA(IB) 2021-23 batch of our Institute have witnessed remarkable offers being made to our students across various industrial sectors and functional domains and I take this opportunity to thank the recruiters that participated in the process. We are grateful to the business entities that have kept their faith and confidence alive in the post-pandemic world and have continued to partner with us all these years.

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. I would also like to express my gratitude to the alumni of the institute for their unrelenting support and the mentorship offered to our students in these challenging times.



**Dr. (Mrs.)
Satinder Bhatia**
Vice Chancellor



**Dr. Rohit
Mehtani**
*Head, Corporate
Relations and
Placement
Division*

60 YEARS OF EXCELLENCE

Deemed to be University under the Ministry of Commerce:

Only B-School under the Ministry of Commerce, getting exposure to dynamic Live projects, Interactions and 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.

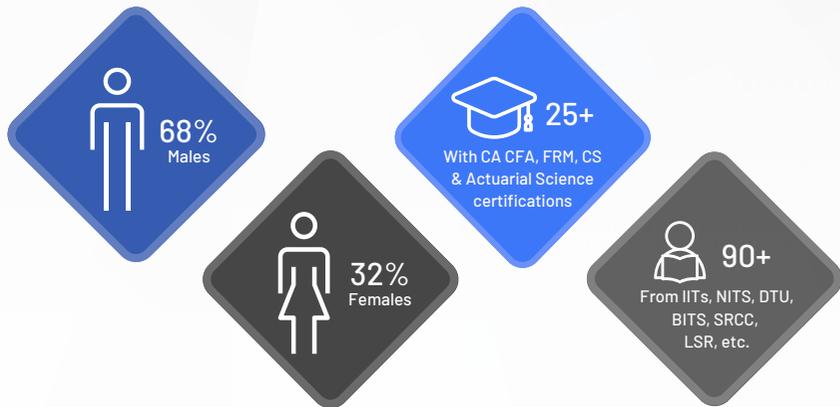
India's Most Competitive B-School:

Competitions are a platform for B-school students to showcase their skills by providing sustainable business solutions to a plethora of business problems. IIFT has cultivated a culture of honing its students as competitive business leaders of tomorrow driven by hard work and zeal, which was evident through the stellar performances delivered in a wide range of corporate competitions, amassing over 30+ national wins in the last year. As a result, IIFT has been Ranked 1st as the Most Competitive B-School in India 2022-23 by Unstop. IIFT maintains in the top-performing colleges over the past three years and it aims to achieve greater heights in the years to come, while striving for excellence.



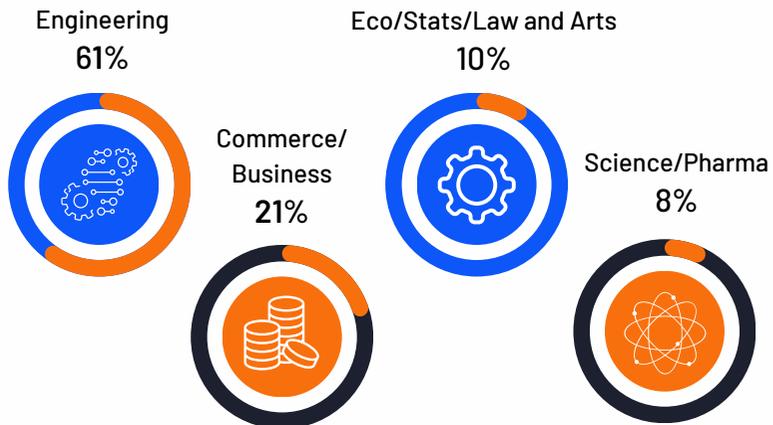
BATCH PROFILE

BATCH DIVERSITY



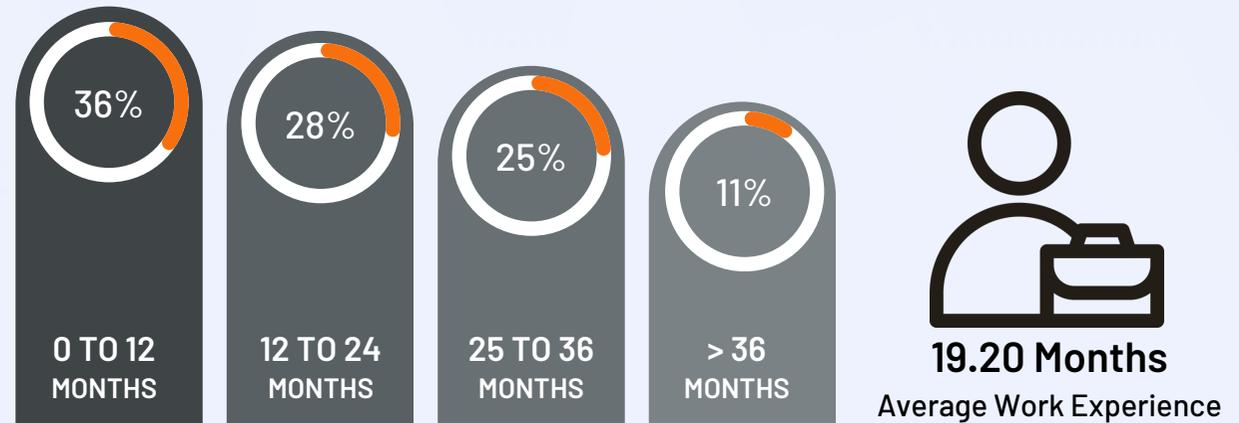
BATCH DEMOGRAPHICS

Educational Background

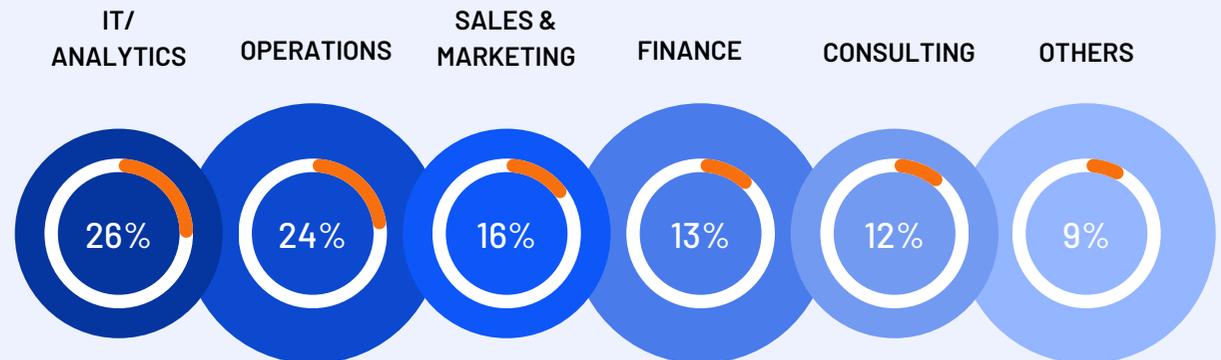


WORK EXPERIENCE

Professional Background

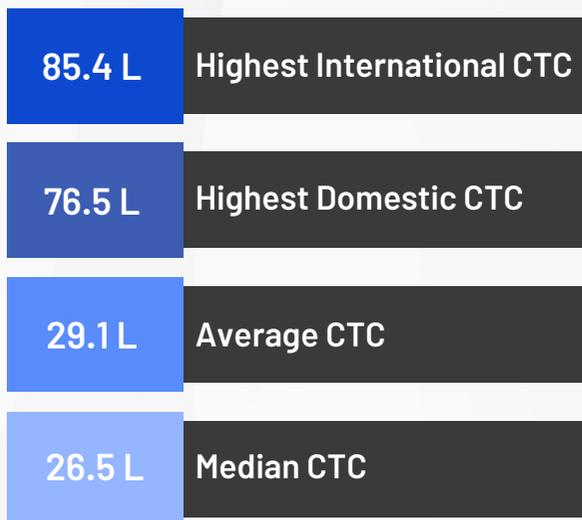


DOMAIN WISE EXPERIENCE



FINAL PLACEMENT HIGHLIGHTS

(All figures in Lakhs INR)



108
Total Recruiters

36
New Association

17+
International Positions

16%
Increase in Average CTC

8.5%
Increase in Median CTC

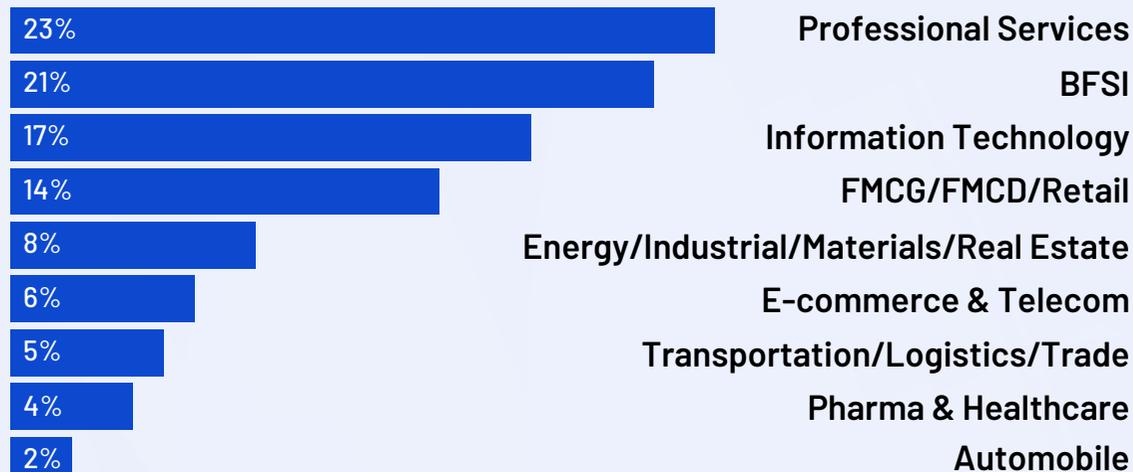
62%
Increase in Domestic CTC



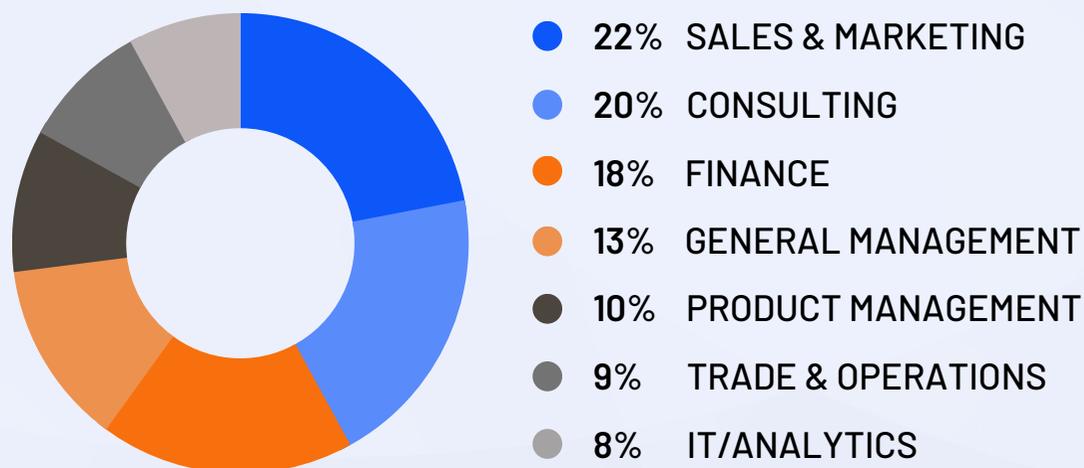
Percentage of PPOs



SECTOR WISE DISTRIBUTION



DOMAIN WISE DISTRIBUTION



SALES AND MARKETING

Sales & Marketing occupied the top spot with 22% offers, acting as a testimony to the pedagogy and talent pool for this domain at IIFT. The roles on offer included diverse opportunities across digital marketing, business development, market research, international marketing and sales leadership programmes.

Notable associations included Amul, Bajaj Auto, Becton Dickinson, Cipla, Dabur, Emami, Games24x7, Godrej, ITC, Landmark Group, Merino, Nucleus Software, OfBusiness, Oxane Partners, Pidilite, RPG, Signify, Tata Steel, Titan among many others.

New associations were also forged in the domain with recruiters like AMNS, Asian Paints, Cargill, Diageo, Grasim, Relaxo, Samsung, TVS Motor, United Breweries and Vedanta Group.



CONSULTING

As a testimony to IIFT's growing expertise in various niches of consulting, both the number of recruiters from the domain and the students placed in them saw a healthy growth. The institute's current cohort of students were extended offers for roles varying from Management Consulting to Technology Consulting from top firms in the respective sectors.

This placement season also saw a significant number of offers rolled out in the coveted Consulting domain. Major consulting firms included Accenture Strategy, Acuvon Consulting, Capgemini, Deloitte, EY, McKinsey & Co, Incedo, Infosys Consulting, Praxis GA, Wipro, attracting 20% of the total offers made.



FINANCE

The Finance domain continued to form an important contributor to the overall offers for roles like Corporate Treasury, Investment Banking, Risk Management, Wealth Management, Equity Research and FinTech, contributing 18% of the offers to the batch.

Eminent recruiters in this domain included Affinity Global, Barclays, Citi Bank, Client Associates, Crisil, DE Shaw, Edelweiss, Goldman Sachs, HDFC Bank, HSBC Bank, ICICI Bank, IndigoEdge, Indus Valley Partners, JP Morgan & Chase, Kotak, L'oreal, Synergy Consulting, Tata AIA, Tesco, Tresvista, Yes Bank to name a few.



GENERAL MANAGEMENT

The reputed General Management & Strategy domain witnessed a notable increase with 13% offers, from companies like Adani, Axis Bank, Fast Retailing, Flipkart, Haleon, JSW, Landmark Group, Mahindra Group, Shell, State Street, Trident Group among others.

The placement season witnessed companies recruiting for their coveted leadership roles such as Mahindra GMC and Aditya Birla YLP.



TRADE AND OPERATIONS

Trade and Operations witnessed an increase to 9%, with offers made for Management Trainees. Prestigious recruiters such as Amazon, Cargill, ETG, Flipkart, GAIL, Louis Dreyfus Company, Maersk, Mjunction, OfBusiness, Tata Steel, Tolaram and Vikram Solar visited for a multitude of roles in these domains.

Notable recruiters like ETG, SSOE and Tolaram extended lucrative international opportunities for the students, increasing such exposure for IIFT.



IT ANALYTICS AND PRODUCT MANAGEMENT

The IT/Analytics and Product Management domains have become increasingly attractive with 8% and 10% offers each. They saw participation from a mix of legacy recruiters and first-time associations. IIFT had the privilege of hosting companies like Amazon, Boston Scientific, Capgemini, CarDekho, EXL, Games 24x7, Hexaware, IGT Solutions, Jio Platforms, Justdial, Lowes, Merilytics, Microsoft, Nucleus Software, Optum, Paytm, Wipro and many others.



LIST OF RECRUITERS



CORPORATE WALL OF FAME

MOST COMPETITIVE B-SCHOOL OF THE COUNTRY 2022-23

 Showstopper National Winner	 CFA RC National Winners	 WITDA Case Study National Winners	 Interobang National Winners	 The JSW Challenge National Winner	 Innovation Launchpad National Winner	 Bond with Pidilite National Winner
 FNB Challenge National Winners	 Rise National Winner	 LTGT National Winners	 I.Envest National Winner	 Quest Runners Up	 Sustainable Challenge Runners Up	 Transcend Runners Up
 The Governance Challenge National Finalist	 Icreate National Finalist	 Stylbiz National Finalist	 Ace National Finalist	 GSK E^3 National Finalists	 PM Challenge National Finalist	 FinValley 4.0 National Finalist
 Canvas National Finalist	 Ascend National Finalist	 Verve National Finalist	 Gameplan National Finalist	 Welspun Disruptor National Finalists	 Loud National Finalist	 IB League National Finalist
 Reimagine National Finalist	 Steel-A-Thon National Finalist	 T.U.P National Finalist	 IDFC Fame National Finalist	 Imagination Challenge National Finalists	 Acumen National Finalist	 Thinkaloud National Finalist

NOTABLE MENTIONS

 Wired National Semi Finalist	 Vantage National Semi Finalist	 Elevate National Semi Finalist	 B-PRO 2.0 National Semi Finalist	 Atom CEO Challenge National Semi Finalists	 Ingenious National Semi Finalist	 Sun Tzu Challenge National Semi Finalist
 Trendsetter National Semi Finalist	 Bespirited National Semi Finalist	 Disrupt National Semi Finalist	 E.P.I.C Strategy Challenge National Semi Finalist	 Product Spotlight National Semi Finalists	 Stratos Second Runner Up	 Young Leadership Program Second Runner Up

CORPORATE RELATIONS & PLACEMENT DIVISION



Dr. Rohit Mehtani
Head, Corporate Relations and Placement Division



Dr. Preeti Tak
Faculty Coordinator Placements (Delhi Campus)



Dr. R.P. Sharma
Faculty Coordinator Placements (Kolkata Campus)



Shreya Bansal
Convener



Abhilash Pani



Akash Pattanayak



B Ateeth



Chitra Gandhi



Gauri Diwan



Manisha Mazumdar



Nishith Bhat



Rahul Gandhi



Rashika Raina



Riya Chaudhary



Rithvik Saxena



Sanyam Garg



Shweta Iyer



Siddhi Kansal



Tanvir Zaman



Yogesh Yadav

GRATITUDE TO THE ALUMNI

The support extended by IIFT's alumni has been imperative for the institute to maintain its position as one of India's premier B-School. Their stellar achievements in various domains serve as an inspiration for generations to come. We take this opportunity to thank our alumni for the guidance, mentorship and assistance in making the placements cycle a grand success.



Delhi Campus

IIFT Bhawan,
B21, Qutab Institutional Area,
New Delhi - 110016

Kolkata Campus

IIFT Kolkata
1583 Madurdaha, Chowbagha Road,
Ward No. 108, Borough XII,
Kolkata - 700107



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