



# INDIAN INSTITUTE OF FOREIGN TRADE

---

(A Deemed University under Ministry of Commerce)  
DELHI | KOLKATA



20<sup>15</sup><sub>17</sub>

SUMMER  
PLACEMENT  
REPORT

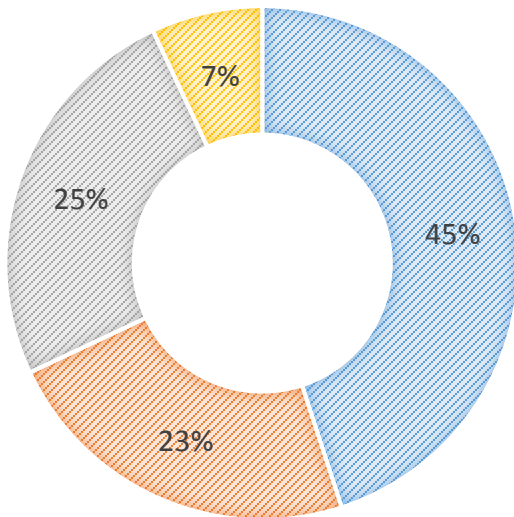
# Overview of batch

The class of 2015-17 saw an increased gender diversity with 25% females and with a diverse mix of Doctors, Engineers, CAs, CFAs, Humanities, Science & Commerce graduates.

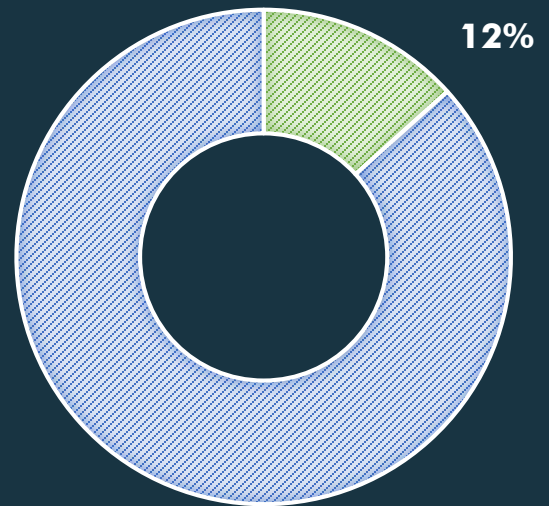
69% of the batch has prior work experience across sectors like Automobile, BFSI, Consulting, Systems, Consumer Durables, IT/Telecom, Manufacturing; with average work experience of 15.6 months

## Work experience

- 0-11 months
- 12-23 months
- 24-35 months
- 36+ months



## Students having Pre-MBA professional qualifications such as CA, CS, CFA, FRM etc



**25% girls**

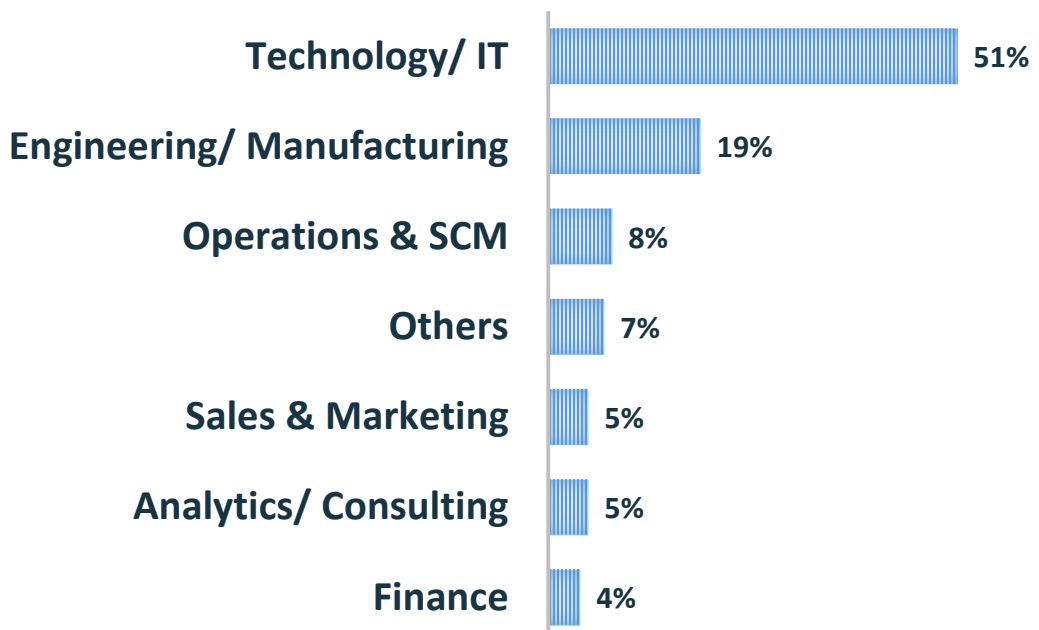


**69% with prior work experience**



**Avg work ex 15.6 months**

## Domain experience of the batch



# New recruiters

- General Electric
- Boeing
- Shell
- Marico
- J&J Consumer
- Synergy Consulting Inc.
- Texas Instruments
- Dabur
- GSK CH
- Boston Scientific
- Microsoft
- HSBC
- Development Bank of Singapore
- Cargill
- Aviva
- MSD
- Ebay
- Pidilite



## Recruiters at a glance



ITC	Google	SAB Miller	Mahindra & Mahindra	ITC - ABD
Shell	Dabur International	Aviva	Godrej Properties Ltd.	Archer Daniels Midland
Marico	HT Media	Hector Beverages	Boeing	Bunge
Godrej Consumer Products	Pidilite	Amazon	Larsen & Toubro Ltd.	Cargill
Godrej & Boyce	Britannia	eBay	General Electric	Louis Dreyfus
J&J Consumer	Airtel	Flipkart	Goldman Sachs	OECD, Paris
GSK Consumer Health	Vodafone	GirnarSoft	JP Morgan	WTO
Dabur	Akzo Nobel	Titan	Nomura	US Embassy
L'Oréal	Lenovo	Raymond	HSBC Bank	European Union
Tolaram Group, Nigeria	Sony (MSM)		Axis Bank	Merck Sharp & Dohme
Synergy Consulting	Capgemini	Microsoft	ICICI Bank	Becton Dickinson
Corporate Executive Board	Deloitte	TCS	Development Bank of Singapore	Boston Scientific
Global eProcure	Accenture	Hewlett Packard	Citibank	Boehringer Ingelheim
Russell Reynolds	Wipro	HCL	Edelweiss	Texas Instruments
Actuate Business Consulting	Stellium		Oxane Partners	Amazon
Cognizant Business Consulting			SAB Miller	Flipkart
			BusinessWolf	Maersk Line
				TATA Motors
				TATA Steel

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

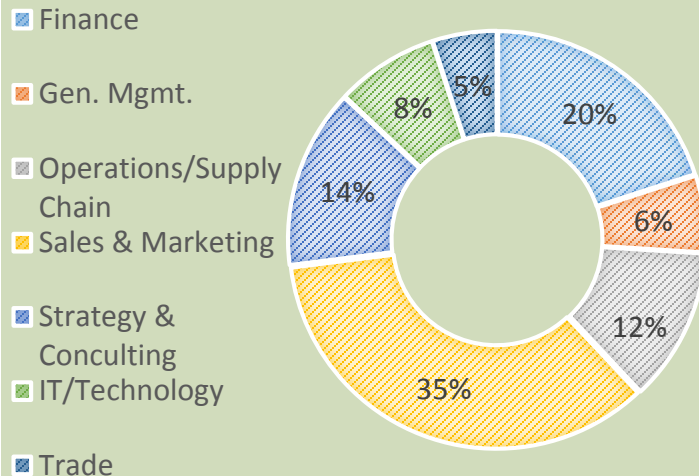
# A brief snapshot

- The summers of 2015 witnessed the largest batch ever at IIFT get placed in a time span of 3 days
- Average stipend saw a rise of 30% with highest stipend on offer being 4,00,000 INR for the 2 months internship period
- This year's summers saw 12 international offers across locations such as Latin America, Indonesia, Geneva, Singapore, Dubai, Africa and Paris

## Placement Statistics

	2014-16	2015-17
Batch Strength	258	262
No. of Companies	94	96
First time recruiters	35	46
		 <b>10%</b>
Average Stipend	Rs. 87,000/-	Rs. 1,10,000/-
		 <b>30%</b>

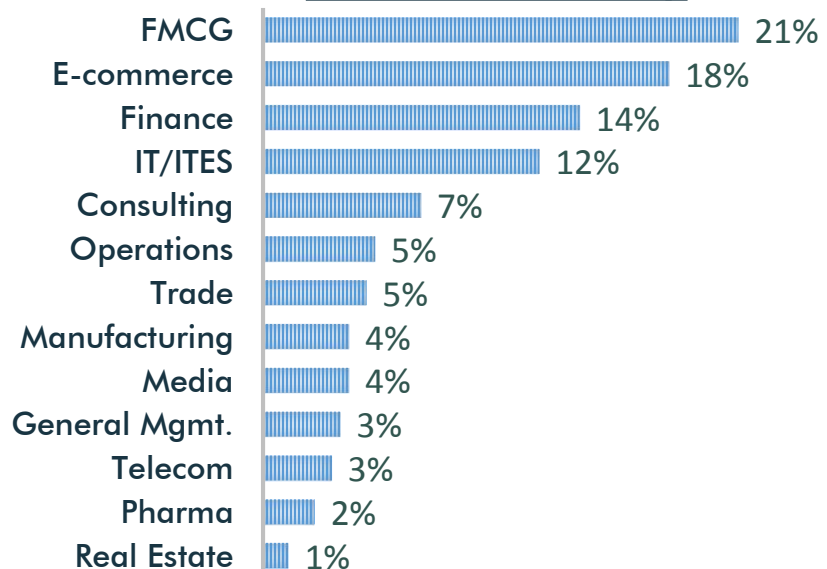
## Domain wise breakup



**No. of interns hired by  
TATA Group from IIFT**

 **25**

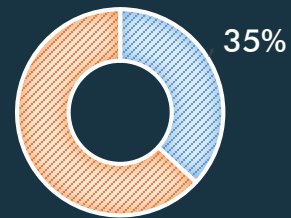
## Sector wise breakup



# Sector wise details

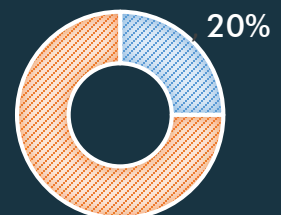
## Sales and Marketing

- ❑ With first time associations like **Marico, GSK CH, J&J Consumer, Dabur, Pidilite, Aviva, Godrej & Boyce S&M** was the most preferred domain this year with 40% students opting for this
- ❑ **ITC, Godrej Consumer Products Ltd, L'Oréal, Britannia, Hector Beverages, Akzo Nobel** and **SAB Miller** continued their associations with IIFT
- ❑ **Shell** re-strengthened its relationship with IIFT by offering multiple roles in S&M
- ❑ Telecom majors **Airtel** and **Vodafone** also recruited in large numbers
- ❑ **MSD, Becton Dickinson & Boston Scientific** offered Marketing roles in Pharma Sector and **Raymond, DCM Shriram** in Fashion and Lifestyle sector
- ❑ E-commerce was another favourite sector with close to 18% students placed across **Amazon, Flipkart, Ebay, Shopclues, GirnarSoft, Zopper, Zovi, Peppertap, Channel Play. Multi-Screen Media(Sony)** and **HT Media** recruited in Media and Advertising sector
- ❑ Other notable recruiters were **Tupperware, Titan, Tata Steel, Tata International & Tata Motors**



## Finance

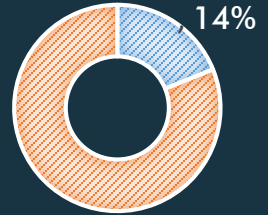
- ❑ **General Electric** offered its prestigious FMP at IIFT
- ❑ **Goldman Sachs, JPMC & Nomura** recruited students for niche roles like Investment Banking, Global Investment Research, Market Risk and Credit Analysis
- ❑ **HSBC Bank, DBS, Axis Bank and ICICI Bank** extended Retail Banking profiles whereas **Citibank** offered its Consumer Banking role
- ❑ **The Chesapeake Group, Langham Capital** also participated in the placement process
- ❑ Corporate finance roles were offered by **Vodafone** and **Tata Motors**
- ❑ Other prominent organizations like **Edelweiss, Tupperware** and **Oxane Partners** were among the many recruiters offering Finance roles



# Sector wise details

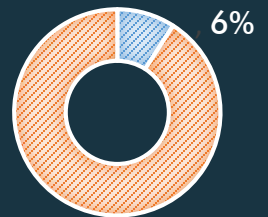
## Strategy and Consulting

- ❑ Global executive search firm **Russell Reynolds Associates** hired exclusively from IIFT
- ❑ **Corporate Executive Board** offered multiple roles for its niche member-based advisory services role
- ❑ **Global e-Procure(GeP)** offered its coveted Procurement and Supply chain Consulting role
- ❑ **Cappemini & Cognizant Business Consulting, Hewlett Packard & Comviva, Stellium Consulting & Actuate Business Consulting** participated in the placement process



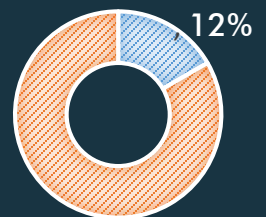
## General management

- ❑ General Management was a significant focus with some of the biggest names in the industry offering their exclusive profiles
- ❑ **Shell, Boeing, Mahindra & Mahindra and Godrej Properties Ltd.** were the prominent recruiters offering key leadership and general management positions
- ❑ **TVS Motors, TATA International, Airtel, Raymond & L&T** were some of the other key recruiters offering their leadership positions



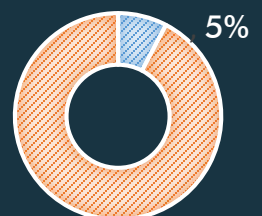
## Operations

- ❑ Operations & SCM saw great participation with some of the biggest names in the industry offering their prestigious profiles
- ❑ **Texas Instruments** recruited from IIFT for the first time
- ❑ E-Commerce giants like **Amazon & Flipkart** selected 10 students for their operations role



## Trade

- ❑ IIFT hosted **Microsoft** and **Dabur International** into its campus for the first time
- ❑ **Archer Daniels Midland, Bunge, Cargill and Louis Dreyfus** recruited from IIFT
- ❑ Recruiters also included **TAFE, US Embassy, Tata International, EU and UB Global. WTO** offered roles for its Geneva office and **OECD Paris** hired for its Paris office
- ❑ FMCG major **ITC** offered its niche Agri-trade profile



## Alumni's message

*"IIFT has come a long way from being an institute for promoting research and education for developing India's foreign trade to become a premier management institute. IIFT exemplifies what an institute can become if it evolves its curriculum and profile in step with changing economic environment and industry requirements."*

- Mr. Siraj A Chaudhry, Chariman,
- Cargill India Pvt. Ltd.

## Faculty's message

*"IIFT has always been setting benchmark in providing quality students to the corporate world. This year, we have developed long lasting relations with many organizations through the Summer Internship Program. I congratulate the batch of 2015-17 for their outstanding performance in the summer placements ."*

- Dr. Harkirat Singh,
- Corporate Placement Advisor, IIFT

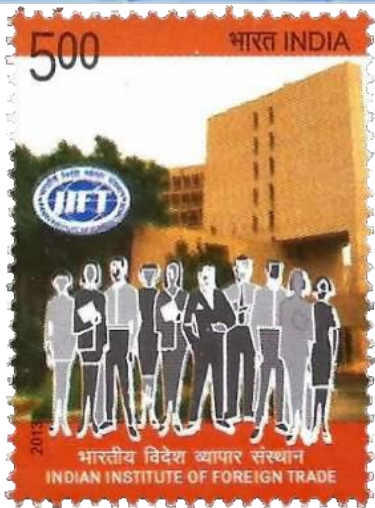
## Director's message



*"This year IIFT has more emphatically indicated its primacy amongst the top B-schools of India through the Summer Placement Process.*

*The continued rise in offers per company, highlights the perfect alignment of our course structure with industry requirements. Thanks to the contributions made by our faculty, which have helped IIFTians reach these heights."*

- **Dr Surajit Mitra, Director & Vice Chancellor- IIFT**



### **Contact :**

[www.iift.edu](http://www.iift.edu)

[placements@iift.edu](mailto:placements@iift.edu)

[placements.iift@gmail.com](mailto:placements.iift@gmail.com)

Also Visit us at : [edu.iift.ac.in/iift/placements.php](http://edu.iift.ac.in/iift/placements.php)

### **Delhi Campus**

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

### **Kolkata Campus**

1583, Madurdaha,  
Ward 108, Borough XII,  
Kolkata 700107