



# INDIAN INSTITUTE OF FOREIGN TRADE

(A Deemed University under Ministry of Commerce)



## SUMMER PLACEMENT REPORT

MBA(IB) 2017-2019 BATCH

DELHI

KOLKATA

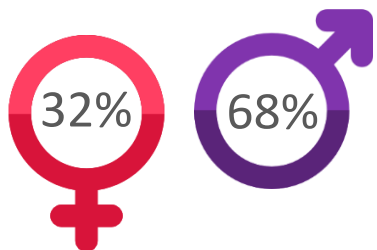
## OVERVIEW

The class of 2017 -19 saw an increase in gender diversity with 32% female students. Almost 72% of the batch have prior work experience across sectors such as BFSI, Automobile, Consulting, Systems, Consumer Durables, IT/Telecom, Manufacturing, Trade etc. Diversity in background is another highlight of the batch with students coming from various fields such as Medicine, Chartered Accountancy, Law, Humanities, Commerce, Pharma to name a few.

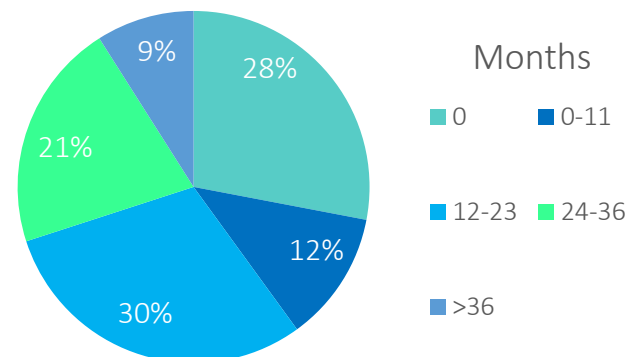
## SUMMER PLACEMENTS

The summer placement for the batch witnessed participation from companies from diverse sectors and industries across all domains. Nearly 69% of the batch was offered a six-figure stipend. Brand leaders like HUL, ITC, Goldman Sachs, JPMorgan Chase & Co, Godrej Industries(GILAC), Marico, Shell, GE, Dabur, Bain Capability Centre, GSK CH, Google, Amazon, Citibank and Axis Bank recruited from the campus. The Tata group made a total of 14 offers.

### Gender Ratio



### Work Experience



### Educational Background



- ✓ 72% batch with Work Ex.
- ✓ 18 Months Average Work Ex.

## DIRECTOR'S MESSAGE



“The Summer Placement Process this year has cemented the position of IIFT amongst the top B-schools in India. The perfect composition of our course structure, meets the industry requirements, and this has resulted in continued rise of offers per company. It is the contribution made by the institute’s faculty which have helped IIFTians reach these heights.”

- Prof. Manoj Pant, Director & Vice Chancellor- IIFT

## FACULTY MESSAGE



“The quality of students IIFT provides to the corporate world has been setting a benchmark. The Summer Internship Program at IIFT has led to the development of long lasting relations of the institute with many organizations. I congratulate the batch of 2016-18 for their outstanding performance in the summer placements .”

- Prof Harkirat Singh, Corporate Placement Advisor, IIFT

## SUMMER PLACEMENT 2017-2019 CORE STATISTICS

Total Number of Students: 282

Number of Companies: 84

Percentage rise in Average Stipend: 11%

### Highest Stipend



3

Lakh

### Average Stipend

TOP 25

2.86  
LAKH

TOP 50

2.47  
LAKH

TOP 100

2.08  
LAKH

## HIGHLIGHTS

1.37 LAKH  
AVERAGE  
STIPEND

11%  
INCREASE  
IN  
AVERAGE  
STIPEND

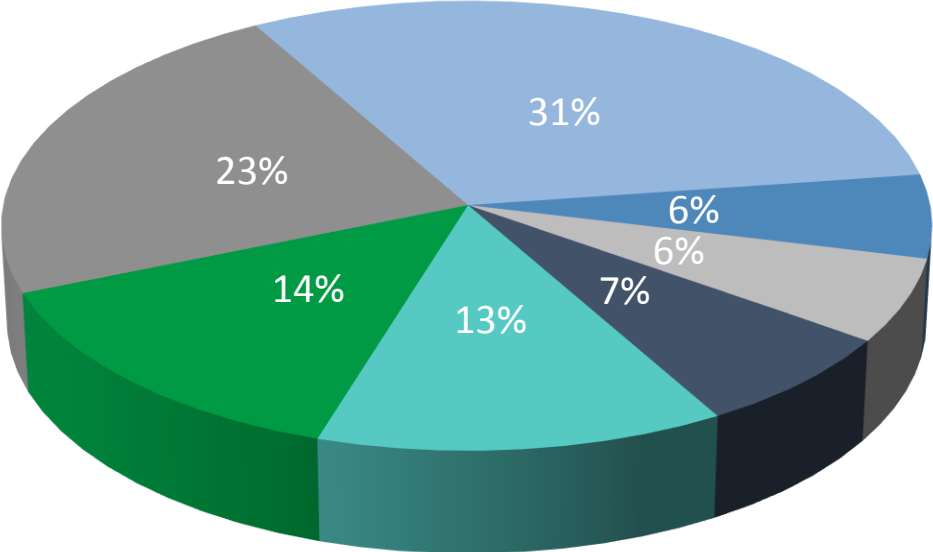
84  
RECRUITERS

INR 3 LAKH  
HIGHEST  
STIPEND

69% BATCH  
WITH 6 FIGURE  
STIPEND

27 NEW  
RECRUITERS

DOMAIN-WISE DISTRIBUTION



- IT/ITES

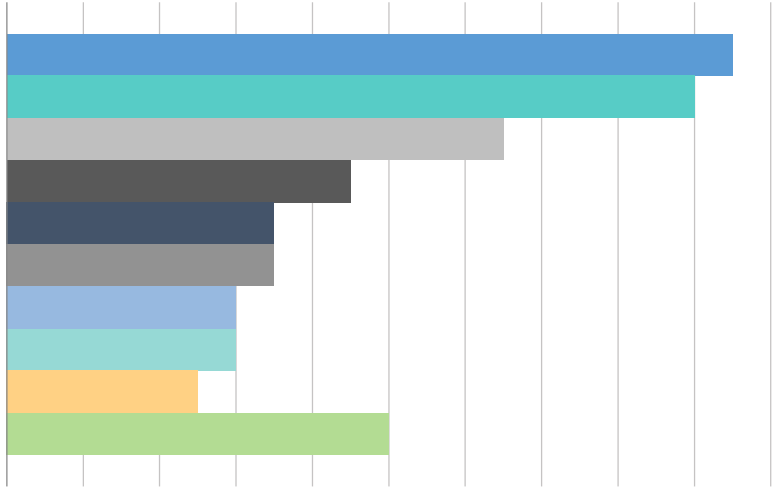
■ Operations

■ Trade
- Gen. Man

■ Consulting

■ Finance
- S&M

SECTOR-WISE DISTRIBUTION



	Percentage
BFSI	19
FMCG	18
Conglomerate	13
Consulting	9
Telecom	7
E-Commerce	7
Pharma	6
IT/ITES	6
Trade	5
Others	10



# RECRUITERS

## SALES AND MARKETING



HUL  
ITC  
GCPL  
Marico  
Shell  
GSK  
Dabur  
Britannia  
Airtel  
Vodafone  
Royal Enfield  
Tafe  
Tata Steel  
Dr. Lal Path Labs  
Medtronic  
Genzyme  
Boston Scientific  
Madura Lifestyle  
AkzoNobel  
HT Media  
Bajaj Auto  
Tata Motors  
L&T  
ShopClues  
Decathlon  
Jain Irrigation  
PPG Asian Paints  
Wipro

## IT/ITeS



Infoedge  
Amazon  
HP  
Interglobe  
TCS  
Wipro IT  
Capgemini  
L&T Tech

## FINANCE



JPMC  
Goldman Sachs  
GE  
Citi Bank  
DBS  
Synergy Consulting  
Axis Bank  
Axis Securities  
ICICI Bank  
Sun Pharma  
Indus Valley Partners  
SIDBI VC  
L&T  
Discover Fin. Services  
Of Business  
Piramal  
RBL  
Yes Bank  
YourNest

## CONSULTING



GEP  
Bain  
Synergy  
CEB  
Gartner  
Capgemini  
CBC  
Wipro  
IBM

## TRADE



ITC  
Louis Dreyfus  
RPG  
WTO  
OECD  
Tata International  
Bahari Papers  
Lazerken  
Terumo

## OPERATIONS



Amazon  
RPG  
BCCL  
Maersk Line  
Tata Steel  
Raymond

## GENERAL MANAGEMENT



Mahindra  
Airtel  
GPL  
RPG  
Tata Motors

## DOMAIN-WISE DETAILS

### SALES AND MARKETING

- First time association with organizations like **Royal Enfield, Mattel, Dr. Lal Path Labs** further strengthened IIFT's position in the this domain
- **ITC, Godrej Consumer Products Ltd, Bajaj Auto, Shell, Britannia, Dabur, Marico and Akzo Nobel** made a whopping **33** offers
- **Airtel and Vodafone** made a total of **12** offers. **HT Media** recruited in the Media and Advertising Sector
- Big names in the Pharma sector such as **Terumo, Merck Sharp Dohme, Medtronic, Genzyme, GSK CH, Boston Scientific, Dr. Lal Path Labs** and others recruited **19** students

### IT/ITeS

- About 6% of the students were placed in the IT/ITES sector in companies such as **Amazon, Shopclues, Infoedge, TCS, Wipro and Gartner.**

### FINANCE

- **GE** continued to show faith in IIFT and hired for its prestigious FMP Program
- There were several new associations such as **Piramal, Yes Bank, RBL Bank** and **OfBusiness** to name a few
- **Goldman Sachs** and **JPMC** offered roles for investment banking, credit analysis and corporate banking
- **DBS, Axis Bank, ICICI Bank, Yes Bank and RBL Bank** made 39 offers in retail banking, general management, commercial banking and strategic transactions roles
- Niche Roles in financial advisory and front end investment banking were offered by companies like **OfBusiness** and **IVP** while **RPG** and **Sun Pharma** offered corporate finance and trade finance roles respectively

## DOMAIN-WISE DETAILS

### STRATEGY AND CONSULTING

- **Bain** continued to hire students from IIFT for its consulting role
- **GeP** offered its prestigious niche operations consulting role
- **Synergy consulting** continued to offer its financial advisory role
- **Capgemini, CBC, Wipro** and **TCS** too continued their association with IIFT

14%

### OPERATIONS

- **Citibank** offered its Operations and Technology role
- Companies like **Amazon, Raymond** and **Tata Steel** continued to hire in big numbers

6%

### TRADE

- **Louis Dreyfus** recruited in large numbers for its niche trade division
- Other companies in this domain included **Tata international, Bahri Papers etc**

7%

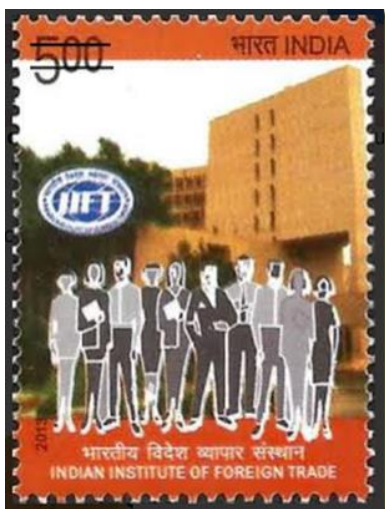
### GENERAL MANAGEMENT

- **Mahindra and Mahindra, Airtel, Godrej Properties Ltd.** continued to hire for their general Management roles
- **RPG, L&T** too continued to show their faith in IIFT and recruited in large numbers for their general Management roles

13%



## CONTACT DETAILS



### Delhi Campus

IIFT Bhawan,  
B21 Qutab Institutional Area  
New Delhi- 110016

### Kolkata Campus

1583, Madurdaha  
Ward 108, Borough XII  
Kolkata 700107



### 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:

<http://tedu.iift.ac.in/iift/placements.php>