



**INDIAN INSTITUTE  
OF FOREIGN TRADE**

**SUMMER  
PLACEMENT  
REPORT**

***2020 - 2022***

[www.tedu.iift.ac.in](http://www.tedu.iift.ac.in)



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## MESSAGE FROM LEADERSHIP



Since its inception in 1963, the Indian Institute of Foreign Trade (IIFT) has been aiming to groom socially conscious leaders, managers and entrepreneurs—who contribute not just to the society, but to the planet as well. IIFT is committed to excellence in management education, research and training; use of contemporary participant-centric pedagogies and teaching methods, and establishing a presence in the emerging segments of management education. IIFT is also prominent for its excellent faculty members and their outstanding research work published in top journals.

The Institute also ensures building a resilient connect with the industries not just for outstanding placements, but also to modernise the course curriculum for all the courses as per the industry requirements. We also have alliances with foreign universities and institutions—to fortify the student exchange programmes and collaborate for faculty exchanges and researches. We are grateful to our recruiters for their faith in IIFT.



**Dr. Manoj Pant**  
Director



Greetings from the Indian Institute of Foreign Trade. Thank you, for entrusting a continuous faith in the Institute right from its inception in 1963. IIFT, on its part, has remained committed to meet the requirements of the corporate sector through its pool of renowned faculty members and industry experts who remain committed to building up a cadre of academically strong and technically efficient professionals out of the students.

Students, in turn, are encouraged to develop an all-round personality and, therefore, in addition to undergoing the rigor of the intense academic process, they get an opportunity to actively involve in activities like organizing corporate events, participate in live-projects and intercollege and corporate competitions.

It would be an immense pleasure to welcome you for our campus engagement activities



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

# 58 YEARS OF EXCELLENCE

The Indian Institute of Foreign Trade (IIFT) was set up in 1963 by the Government of India as an autonomous organization to help professionalize the country's foreign trade management and increase exports by developing human resources, analyzing and disseminating data and conducting research.

The Institute visualizes its future role as:

- A catalyst for new ideas, concepts and skills for the internationalization of the Indian economy.
- The primary provider of training and research-based consultancy in the areas of international business, both for the corporate sector, Government and the students community.
- An institution with proven capability to continuously upgrade its knowledge base with a view to servicing the requirements of the Government, trade and industry through both sponsored and non-sponsored research and consultancy assignments.

## MOST COMPETITIVE B-SCHOOL

Corporate competitions provide an excellent platform for B-School students to don the thinking hats of business leaders and come up with sustainable business solutions to a plethora of business problems. IIFT strongly believes in the learning and mentorship provided by competitions along with a chance to demonstrate the mettle of the student.



The year gone by saw students deliver stellar performances in a diverse range of corporate competitions that open up regularly for the institution.

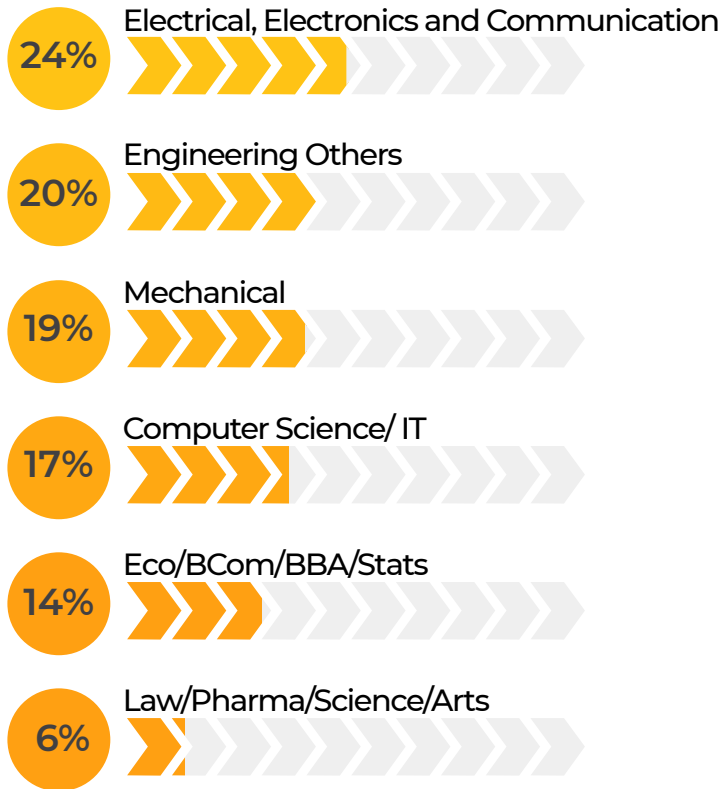
It is noteworthy to mention that 15 new corporate competitions opened up for IIFT where students clinched the top positions in the very first year of the association. As a reward for the efforts put in by its students, IIFT was crowned as the Most Competitive B-school by Dare2Compete across all the thousands of participating B-schools in India. This is not only testament to all the hard work which has gone in, but also shows the competitive culture and zeal that IIFT has been able to cultivate. We strive for this form of excellence and would continue to do so in the coming years.



# BATCH PROFILE

## Batch Demographics

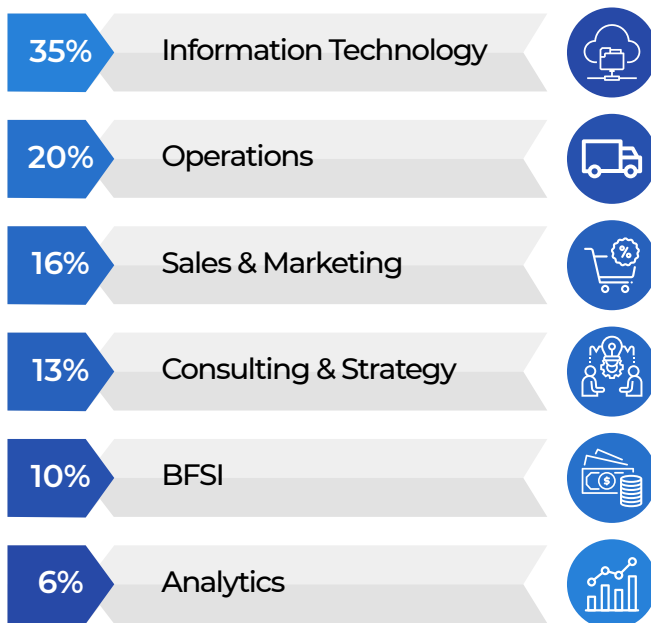
### Education Background



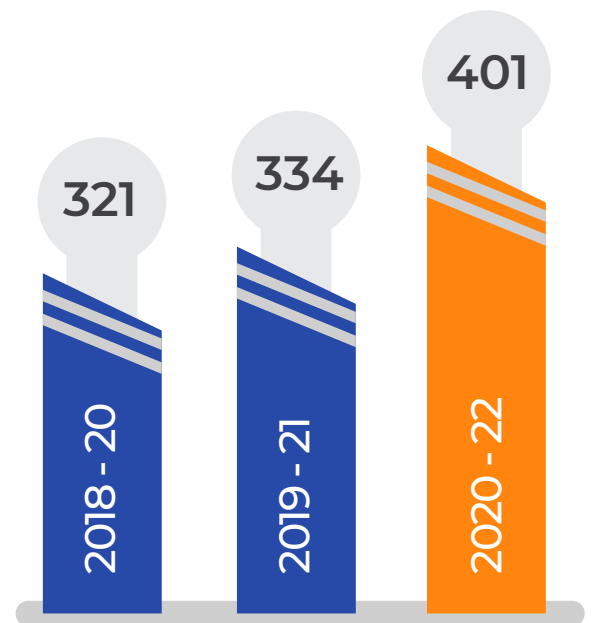
## Work Experience



## Work experience profile (%)



## Increase in batch size



BATCH STRENGTH

# SUMMER PLACEMENT HIGHLIGHTS 2020 - 22



Total No. of Students  
**401**



Highest Stipend  
**Rs. 3.2 Lakh**



No. of Companies  
**123**



New Recruiters  
**46 (37%)**



Average Male Stipend  
**Rs. 1.56 Lakh**



Average Female Stipend  
**Rs. 1.76 Lakh**

## Domain Wise Statistics



Sales And Marketing  
**35%**



Finance  
**24%**



Operations  
**12%**



IT And Analytics  
**9%**



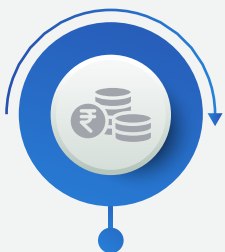
General Management and Strategy  
**9%**



Consulting  
**8%**

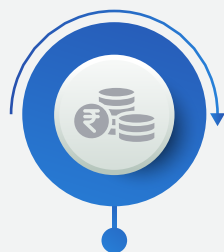


Trade  
**3%**



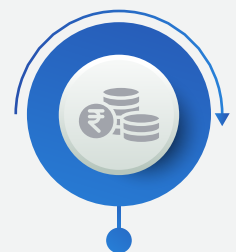
**Rs. 1.50 LAKH**

Median Stipend



**Rs. 1.93 LAKH**

Average Stipend of top 200 Students



**Rs. 1.61 LAKH**

Average Stipend of the batch



**Rs. 2.37 LAKH**

Average Stipend of top 100 Students



**70%**

6 Figure offers made

# FINANCE AND TRADE

## (Highlights)

IIFT continued to be the preferred campus for recruiters in Finance domain, with roles being offered in Investment Banking, Risk Management, Wealth Management, Equity Research, Corporate Finance and FinTech, making up 24% of the total offers.

Legacy recruiters like Citibank, D.E. Shaw, Goldman Sachs, HSBC STG, ICICI Bank, Indus Valley Partners, JP Morgan Chase & Co, Silverdale and Synergy Consulting continued to make multiple offers.

Future Generali opened its prestigious summer internship programme for the first time in IIFT, while GE continued to associate with IIFT through its coveted Financial Management Programme.

The niche trade domain saw IIFT add International Materials Inc, Olam Agro and COFCO to its ranks of existing legacy recruiters which includes LDC and Maersk.



# SALES AND MARKETING

## (Highlights)

Sales & Marketing continued to be among the top domains with around 35% of the offers.

Top brands like AkzoNobel, Bajaj Auto, Bridgestone, BMW, Dabur, Field Fresh Foods, Godrej, GSK, HP, HT Media, ITC, L'Oréal, Medtronic, Signify, Tata Consumer Products, Tata International, Tata Sky and Titan continued to recruit in large numbers.

New ties were established with coveted brands like Bridgestone, Mars and United Breweries. General Electric opened its Commercial Leadership Program for the first time in IIFT.

Premier organizations in the healthcare sector such as Amway, Boston Scientific, BD, Cipla, GSK CH, Medtronic, OmniActive Health Technologies, Sanofi and Terumo dominated recruitments in the domain.



Amway



Boston Scientific



Cipla



fieldfresh



HT Media



L'ORÉAL PARIS

MARS

Medtronic

of business



SANOFI

signify

TATA CONSUMER PRODUCTS



TATA INTERNATIONAL

TATA | sky

TERUMO



# IT/ITES AND E-COMMERCE

(Highlights)

More than 35 offers were made from prestigious tech firms such as Conduent, Genpact, Google, Hexaware, TCS and Voxco. IT & Analytics remained a preferred domain attracting 9% of the total offers.

The boom in the internet services and e-commerce industry brought various offers for the batch, with industry leaders like Flipkart, Grofers, Udaan, Unacademy and Voxco choosing to associate with IIFT for the first time.

Microsoft continued its association with IIFT recruiting for its prestigious Program Manager Role. BMW opened its analytics role for the first time at IIFT.



# CONSULTING

(Highlights)

IIFT strengthened its position in the consulting domain with 9% of all offers being made in this domain.

New associations were established with top recruiters like McKinsey & Company and EY.

Traditional recruiters like Capgemini, Cognizant Business Consulting, BOD, TCS, and Wipro consulting continued to hire in numbers in coveted roles like Brand Consulting, Business Consulting and Performance Improvement Consulting.



# OPERATIONS

Premier recruiters like BD, Cipla, DCM Shriram, Gemini Corporation, L&T, Maersk Line, Tata Steel and United Phosphorus Limited and RPG continued to offer their coveted Operations roles

IIFT established new ties with esteemed recruiters like Credable, Jain Irrigation Systems, Kale Logistics, PDS International, Suja Shoei, and Suta.



# GENERAL MANAGEMENT AND STRATEGY

IIFT established relationships with several prestigious organizations for their coveted General Management roles including Flipkart, \_VOIS and Xiaomi, while regular recruiters including Axis Bank, Godrej Properties Ltd, ICICI Bank and JSW continued to show their faith and support in IIFT.





# CORPORATE WALL OF FAME 2020

<b>VOIS</b> NATIONAL WINNER Vantage	<b>Johnson &amp; Johnson</b> NATIONAL WINNERS Digital Marketing	<b>EXL</b> ASIA PACIFIC WINNERS Acumen	<b>ONEPLUS</b> NATIONAL WINNERS Prime Intellect 1.0
<b>testbook</b> NATIONAL WINNER Decipher	<b>COLGATE-PALMOLIVE</b> NATIONAL RUNNERS-UP Transcend 2.0	<b>KPMG</b> NATIONAL RUNNERS-UP Ideation Challenge	<b>FUTURE GENERALI</b> NATIONAL RUNNERS-UP Get Set Go
<b>TVSCREDIT</b> NATIONAL II RUNNER - UP Epic Challenge	<b>amazon</b> NATIONAL FINALIST ACE Challenge	<b>ADITYA BIRLA GROUP</b> NATIONAL FINALIST Avant Garde 6.0	<b>airtel</b> NATIONAL FINALIST iCreate
<b>CFA Institute</b> NATIONAL FINALIST CFA Research Challenge	<b>L'ORÉAL</b> NATIONAL FINALIST Brandstorm	<b>PEPSICO</b> NATIONAL FINALIST Dare to Do More	<b>Microsoft</b> NATIONAL FINALIST PM Challenge
<b>TATA</b> NATIONAL FINALIST Imagination Challenge	<b>Shell</b> NATIONAL FINALIST Energy Day 3.0	<b>GEP</b> NATIONAL FINALIST Gameplan	<b>PHILIPS</b> NATIONAL SEMI-FINALIST ThinkUp Challenge
<b>Godrej</b> NATIONAL FINALIST LOUD	<b>mi</b> NATIONAL FINALIST Summit 2.0	<b>HSBC</b> NATIONAL FINALIST IB League	<b>Pidilite</b> NATIONAL FINALIST Bond with Pidilite
<b>V</b> NATIONAL FINALIST FinValley 4.0	<b>hero</b> NATIONAL FINALIST Campus Challenge	<b>meero</b> NATIONAL FINALIST Campus Challenge	<b>ReNew POWER</b> NATIONAL FINALIST Re-Lead 3.0
<b>Reliance Industries Limited</b> NATIONAL SEMI-FINALIST TUP 6.0	<b>TATA STEEL</b> NATIONAL SEMI-FINALIST Steel-A-Thon	<b>Unilever</b> NATIONAL SEMI-FINALIST Tectonic Season 2	<b>Wired 4.0</b> NATIONAL SEMI-FINALIST Wired 4.0
<b>Unilever</b> NATIONAL SEMI-FINALIST L.I.M.E Season 12	<b>TITAN COMPANY</b> NATIONAL SEMI-FINALIST Elevate 7.0	<b>M</b> NATIONAL SEMI-FINALIST Stylbiz	<b>BAJAJ FINSERV</b> REGIONAL FINALIST Atom

## NOTABLE MENTIONS

<b>BAJAJ</b> OFFROAD	<b>gsk</b> EA3	<b>ITC Limited</b> INTERROBANG	<b>rb</b> GLOBAL CHALLENGE	<b>Mahindra Rise.</b> RISE	<b>signify</b> LUMINAIRE	<b>Google</b> CASE CHALLENGE
<b>Nestlé</b> AGRI CHALLENGE	<b>RPG</b> BLIZZARD	<b>unacademy</b> CASE CHALLENGE	<b>FCB</b> COMSTRAT	<b>OPTUM</b> STRATETHON	<b>Accuracy</b> BUSINESS CUP	

# LIST OF RECRUITERS



UNITED BREWERIES LIMITED



# CONTACT DETAILS



## Delhi Campus

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

## Kolkata Campus

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## Contact:



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