

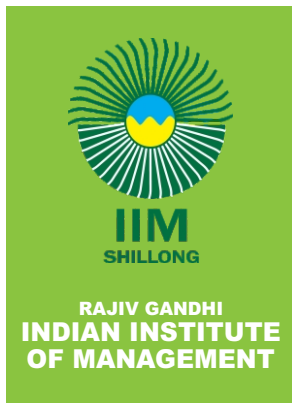


IIM
SHILLONG

**RAJIV GANDHI
INDIAN INSTITUTE
OF MANAGEMENT**

Placement Report 2010





Placement Report 2010

Internship Report 2010

Located at an altitude of 1,496 meters above sea level and with a population of approximately 2,60,000 people, Shillong is the capital of the state of Meghalaya. Surrounded by verdant hills, Shillong offers a panoramic view of the scenic North-East India.

IIM Shillong has been set up with a vision of expansion and mobilization of facilities for offering good quality management education and research. Inaugurated on July 4th, 2008 the Institute has since developed itself into a technologically strong setup, and providing quality management education, and thereon opportunities to the youth of the country.

Escorts and Indofil Chemicals also participated in the process offering roles in Human Resources and Marketing Strategy. Students showed equally keen interest towards e-commerce companies like naukri.com, MakeMyTrip and start-up companies which included Brands of Desire and Quetzal. These companies offered profiles in brand management, customer relationship management and operations management. Technology consulting drew keen interest as well with Siemens and GE Capital participating.

Students looking to make a career in marketing were made offers by Eveready, GATI, Nielson and Adobe. The banking & financial services sector has always been the most sought after sector at IIM Shillong. Profiles offered included Investment Banking, Retail Banking, Private Equity, Asset Management, Financial Marketing, Debt Capital, Project Financing. The major recruiters in banking and financial sector included Deutsche Bank, HSBC Bank, Axis Bank, UTI Asset Management, IL&FS, ING Vysya and Milagrow. A number of students also opted for media & advertising firms which included the likes of Starcom, Zee Learn, Kairali TV & Euro RSCG.

The PGP batch of 2009-11 has an appropriate mix of experienced professionals and fresher graduates. Students are from premier institutes like IITs, NITs, Delhi University and other esteemed private deemed universities. Students belong to varied educational backgrounds like engineering, commerce, pharmaceutical, psychology and economics. Students have work experience in different sectors like IT, electronics, telecommunications, marketing, production and operations which led to an appropriate mix for the batch to learn and grow professionally.

Roles Offered



Within a short span of two years since its inception, IIM Shillong's interns have drawn great appreciation from the corporate world. Success of summer internships reflects the quality of the management education and values transmitted to the institute's participants in line with the corporate requirements.



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The first batch of the Indian Institute of Management Shillong went for placements in the month of February & March. The batch of 63 students was placed in 32 companies with a total of 68 offers. More than 54 companies showed their interest in the placement process. In the first year of its operation, 5 international offers were made to the students.

Selection process was greatly aided by technology with 42% of the offers happening through Video Conferencing Technology that the employers seemed to prefer. This has been instrumental in enabling international placements. The highest international offer was 34 Lakhs with the domestic highest being 18 lakhs. The average salary (CTC) offered on campus was around 10 Lakhs.

International recruiters included Tolaram Group, 3i Infotech, Adani Group and Jumbo Electronics. In Finance, private banks and investment banks made the bulk of the offers. The range of profiles varied from Investment Banking, Asset Management, Equity Research, Project Advisory, Wealth Management and the likes. HSBC and DE Shaw also offered interesting profiles to the students in these areas. Other recruiters in this sector were public sector banks and the Navaratna PSUs.

Operations and strategy profiles were in demand this year from the students with a total of 17 offers made. The major recruiters in this domain were Suzlon Energy in ERP consulting, Hindustan Petroleum Corporation Limited in Operations, Essar Group in Global Leadership, Adani Group in Business Development, GATI in Logistics and Supply Chain Management. NTPC and Power Grid too made interesting profiles for the students in strategy. ONGC, Tata Motors, Lafarge, Voltas, UB Group also showed keen interest in recruiting.

Consulting firms like Deloitte, PwC and Frost & Sullivan made offers to the students for financial and business consulting. New profiles like innovation consulting were also on offer. The marketing profiles were oriented more towards the strategy and business research front with Zee Interactive, Biocon, Godfrey Philips India, Pfizer, IMRB and IOCL taking active interest.



The students interested in IT were offered profiles by Cognizant, HP, MakeMyTrip, MuSigma, 3i Infotech, Infosys, IBM Daksh and HCL among others. HR and General Management profiles were offered by the Escorts group, the Apeejay group and the Oberoi group.

The range of profiles offered by the corporate is a testimony to the trust reposed in IIM Shillong by them. Even after the entire batch had been placed, many companies across many sectors were willing to offer interesting profiles to the participants.