



Placement Report - 2011

"We are what we repeatedly do. Excellence, then, is not an act, but a habit."

Aristotle

New horizons of Opportunities

Indian Institute of Foreign Trade (IIFT) set the ball rolling for the Placement Season of the premier B-Schools of the country. The Final Placement Season for the Class of 2011 was successfully completed with students bagging coveted offers, getting dream profiles and venturing into newer territories. The faith of the industry in IIFT was re-affirmed with the participation of 95 recruiters which included 37 first-time recruiters. Placements were wrapped up with offers being accepted from 76 recruiters.

New distinguished offers

IIFT played witness to exclusive and coveted offers being made. First time recruiter and energy giant Shell's Graduate Lead program, ADM Agro's Commercial Trainee program and Citibank's Management associate program were some of the sought after offerings. A cherished addition to the IIFT's recruiter list this year was Edelweiss, which offered its enviable I-Banking profile. In the FMCG sector, first time recruiter Procter & Gamble marked its arrival with 6 offers. The diversity of professional experience of class of 2011 was acknowledged by companies offering niche profiles in the domain of consulting & strategy, investment banking, sales & marketing, international business and trading. Across these domains, companies which visited IIFT for the first time and made unique offerings further include RPG, Indus Valley Partners, Murugappa Group, L&T, Cummins, DHL, HSBC (GBM), HP and Ranbaxy .

International Placements

IIFT expanded its global footprint this year with International profiles being offered on campus by some of the biggest names in the corporate world.

Continuing the tradition, the Placement Season at IIFT began with the International Placement Week, which played host to major global players. The upswing of the global economy was visible with offers being made across World's biggest business hubs such as Singapore, Europe, Middle East and Africa.

Olam International, ADM Agro, Aditya Birla Group, Emirates National Bank of Dubai, Valency International, Triton Group and Jumbo Electronics offered appealing profiles. The highest international package was USD 150,000, offered by Olam International.

Pre Placement Offers

Placements of the 2009-11 started with 27 students having Pre-Placement Offers awarded to them for their outstanding performances. Offers were made by leading organizations from a diverse range of sectors. ITC, Colgate Palmolive, Nomura, Cognizant Business Consulting, Johnson & Johnson Medical, Louis Dreyfus Commodities, Perfetti Van Melle, Madura Fashion & Lifestyle, Tata Steel, Genpact, Religare, HT Media and Tata Motors were some of the prominent recruiters who offered PPOs.

Increase in highest domestic salary

Placements this time were not just bigger but better. The highest domestic salary offered this year was Rs.15.51 lpa. The overall average package stands at Rs.11.6 lpa. Financial sector saw the maximum number of offers with 20% of the students getting placed in it.

Finance

The financial acumen of IIFT was acknowledged by the business world with leading international and domestic financial institutions making their presence felt equally. Students bagged offers made by the international banks and institutions such as Edelweiss, Citibank, Deutsche Bank Operations, HSBC-GBM and Nomura Holdings across a diverse set of profiles in investment banking and equity research. The domestic players also invested in students in good numbers, including organizations like ICICI, Axis Bank, Yes Bank and Tata Capital offering profiles in treasury, risk management and commercial banking. Corporate Finance profiles were offered by majors like Bharti Airtel, Vodafone and Ranbaxy.

Sales & Marketing

The Sales and Marketing function was well represented across diverse sectors, establishing IIFT's mettle in the marketing domain once again. The FMCG industry was well represented, with traditional recruiters such as ITC, Colgate Palmolive, Perfetti Van Melle and Godrej Consumer Products Ltd offering appealing profiles, reaffirming their faith in the talent at IIFT. The automobile industry shifted into top gear with offers being made by Tata Motors, Hero Honda, Bajaj Auto and TVS motors. The telecom sector also dialed in with its top players viz. Airtel, Vodafone and Idea Cellular, while the manufacturing sector produced offers from Tata Steel, Goodyear and Cummins Group. Notable recruiters in the lifestyle sector included Titan and Madura F&L.

Trade and Logistics

Trade, IIFT's core competence, was upbeat with bigger offers this year. International profiles were offered across geographies such as Europe, Singapore, the Middle East and Africa. Olam International offered the highest salary package. ADM Agro, Valency International, Triton Group and Aditya Birla Group made international offers. In domestic arena, IIFT's traditional recruiter Louis Dreyfus offered diverse profiles. Apart from this, SARA International provided students with core trading opportunities. The Logistics profiles were offered by Daimler, DHL and GATI.

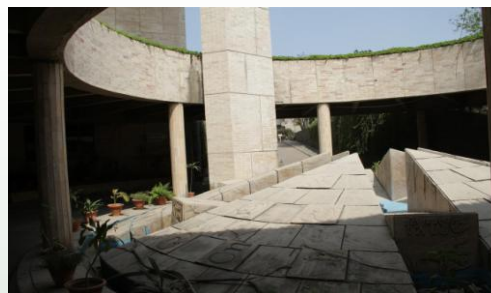
Consulting & General Management

Niche consulting and advisory profiles were offered by Corporate Executive Board, Avalon Consulting, Cognizant Business Consulting and Indus Valley Partners. Students at IIFT proved their strategic mettle, with major group companies making offers in General management and group strategy. Multinational conglomerates such as Mahindra & Mahindra, L&T, Murugappa, RPG, Bilt and Welspun were on campus this year & offered placement in their general management cadre .

IT/ITES

Information Technology found many takers as recruiters offered profiles ranging from Project Management to Business Development. Industry leaders such as HP, TCS, Infosys, Wipro, HCL Comnet & HCL Technologies participated in the recruitment process. More than 30% of the batch had prior professional experience in this sector.

Highlights

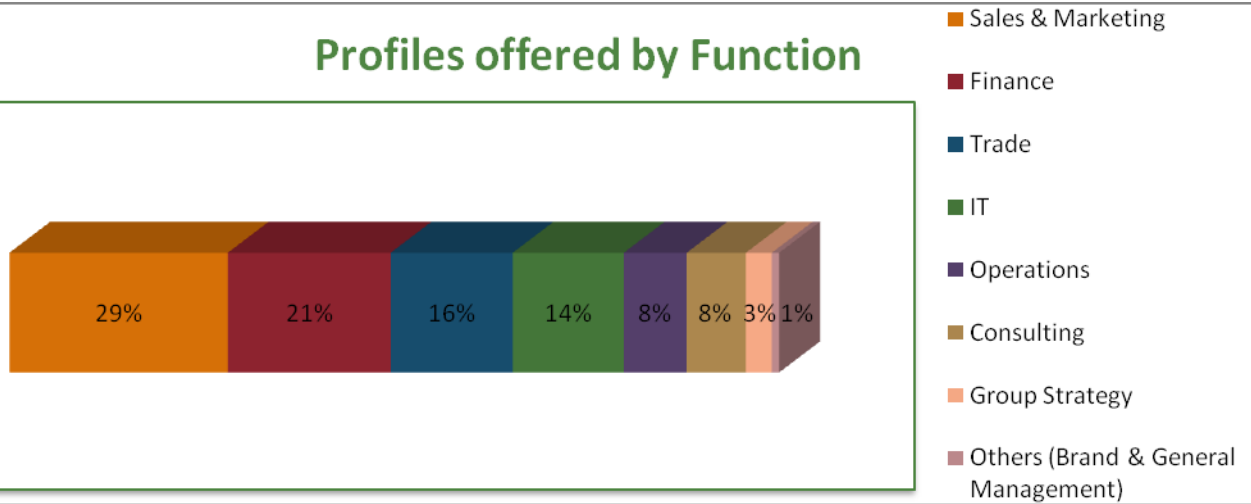


- ❖ Increase in highest domestic salary
- ❖ Increase in number of recruiters, including first time recruiters

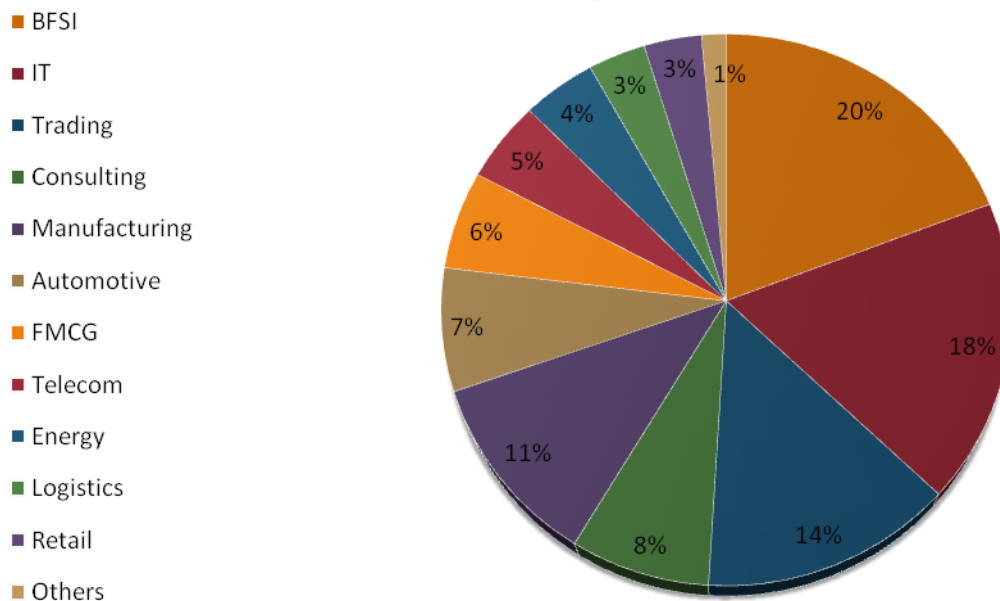
	2010	2011
Number of students	164	209
Number of recruiters	62	76
Highest Domestic Salary	Rs.13.08 lpa	Rs.15.51 lpa
Highest International Salary	USD 150,000	USD 150,000

Profile Analysis

Profiles offered by Function



Sector Wise Breakup



Recruiters at a Glance

ADM Agro	ECGC	Idea	Procter and Gamble	Trident Group
Avalon Consulting	Edelweiss Capital	IMRB	Perfetti Van Melle	Triton Group
Axis Bank	Emirates NBD, Dubai	Indus Valley Partner	Ranbaxy	Valency International
Bajaj Allianz General Insurance	GAIL	Infosys	Religare	Vodafone
Bajaj Auto	GATI Ltd	ITC Limited	RPG Group	Welspun Group of Companies
Ballarpur Industries	Genpact	Johnson & Johnson Medical	Rudra Energy	Wipro Eco Energy
Bharti Airtel Ltd.	Godrej Industries Ltd.	Jumbo Electronics	Samsara Shipping	Wipro Technologies
BHEL	Goodyear	Larsen & Toubro	SARA International	Yes Bank
Central Bank of India	H.T. Media	Louis Dreyfus	Shell	
CITI Bank	HCL Comnet	Madura Fashion & Lifestyle	State Bank of India	
Cognizant	HCL Technologies	Mahindra & Mahindra	Swiss Singapore (Aditya Birla Group)	
Colgate Palmolive	Hero Honda	Metro Cash and Carry	Tata Capital	
Corporate Executive Board	HP Global Soft	MMTC	Tata Consultancy Services	
Cummins Group	HP India Sales Pvt. Ltd.	Murugappa Group	Tata Motors	
Daimler India	HPCL	Nomura Holdings	Tata Steel	
Deutsche Bank	HSBC	Olam International	State Trading Corporation	
DHL	ICICI Bank	PEC	Titan Industries Ltd.	

Road Ahead – Batch of 2010-12

The class of 2010-12, having strength of 205 students, is a diverse set with a healthy mix of freshers and experienced candidates. Over 53% of students have prior experience across industries like BFSI, FMCG, Infrastructure, Auto, Operations, IT/IT ES, Supply chain and Healthcare. Many of the students have international experience and have displayed their leadership capabilities across Financial Services, Telecom, Engineering/Manufacturing, Semiconductor and IT/ITes sectors in their international stints.

The Summer Placements for the batch saw participation from companies in the following domains.

Consulting & Strategy

The consulting domain witnessed many niche and sought after profiles being offered by global and domestic players alike. The major recruiters included Deloitte S & O, Global eProcure, Accenture Business Consulting, Cognizant Business Consulting, Corporate Executive Board, QAI Global and Winnow Analytics, amongst many others. Amongst all, Global eProcure offered the highest stipend at `1.5 lakhs for the internship program. Strategy roles in business conglomerates were offered by companies such as Mahindra & Mahindra and Murugappa Group.

Marketing/Operations

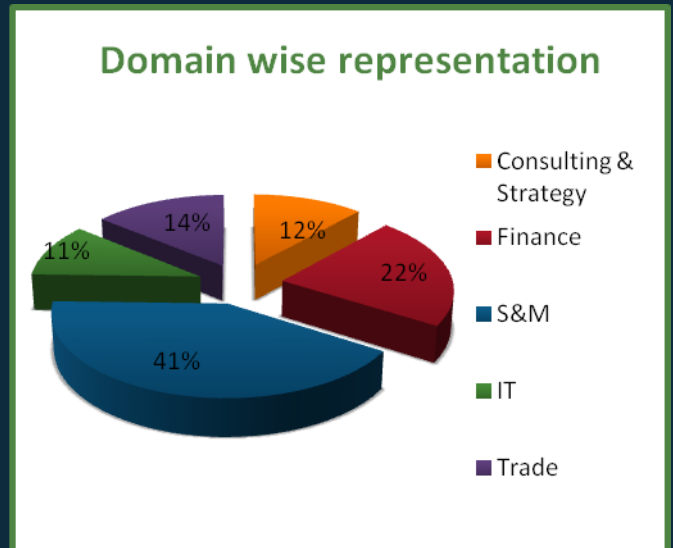
Recruitments in the marketing domain included offers in many coveted profiles including Brand management role offered by General Motors and Vertebbrand and Creative /Advertising role at Leo Burnett. There was representation of all major sectors with the FMCG sector drawing major brands like P&G, ITC, Reckitt Benckiser, Johnson and Johnson, Heinz, Hindustan Coca Cola Beverages, ConAgra, Yum Foods and Perfetti Van Melle. While the telecom sector was dominated by Vodafone, Idea Cellular and Tata Teleservices, the pharmaceuticals sector saw participation from Eli Lilly and Dr Reddys. Auto giants General Motors, Tata Motors, JCB, Maruti, TVS Motors and Mahindra & Mahindra marked a consummation of a rich and diversified portfolio in the Marketing domain. Lifestyle sector saw participation from Madura F&L, & Raymonds. Other notable names include Metro Cash & Carry, Whirlpool, SAB Miller, DCM Shriram Consolidated Ltd. HT Media.

Finance

Challenging roles in the financial domain spanning across investment banking, risk management, corporate finance, , treasury and equity research were on offer. There was participation from multinational giants with likes of Nomura and HSBC-STG. The domestic arena was represented by GE India, Tata Capital, Religare, Darashaw, ICICI bank, IDBI Federal, Trident Group, Murugappa, ICEX, IIFL.

Trade and Shipping

Loyal recruiters reaffirmed their faith in this domain with Louis Dreyfus making the highest number of offers. Other companies like ADM Agro, NCDEX, ICEX, SARA International, EKA Software, Tata NYK, Industrial Motion International, Inside India, and STC offered sought after roles in the trade and shipping domain.



The IIFT Edge

At IIFT, the business acumen acquired stems from a blend of diverse professional experiences and varied educational backgrounds. Students bring in diverse perspectives and knowledge that broadens every IIFTian's outlook. The placements at IIFT are a stepping stone towards careers that culminate in devising business strategies with focus on diversity, multicultural concerns and social fabric. Enabling the students with opportunities and knowledge in order to reach the pinnacle of leadership and success is the true hallmark of IIFT.

Alumni Support

The illustrious alumni of the institute extended earnest support and played a special role in bringing to campus some of the esteemed brands. Presence of Alumni during the placement processes helped in ensuring that all aspects of the corporate engagement were streamlined in the best possible manner.

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