



MDI
GURGAON

Management
Development
Institute



PLACEMENT REPORT BATCH OF 2014 - 16

Final Placement Report

Batch of 2014 – 16



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FOREWORD

MDI Gurgaon reinforced its position as one of the premier business schools in the country as it completed its Final Placements for the batch of 2014 – 2016 in 3.5 days. A total of 333 students participated in the placement process, with 237 students from the flagship PGPM course, 61 students from the PGP-HRM course, and 35 from the PGP-IM course. 106 students received Pre-Placement Offers either from their summer internship organizations or through various B-school competitions, hence, proving their mettle through high quality work. The regular recruiters at MDI reinforced their faith in the quality of talent by hiring in big numbers. This year witnessed a substantial increase of 35% in the number of companies confirming participation for the final placement process. The average CTC across the three courses saw a 13% increase over the previous year with the highest domestic CTC offered increasing by a remarkable 27.5% to INR 32.1 LPA. The placement season saw an overwhelming response from companies spanning across various functions such as Consulting, General Management, Finance, Strategy, Sales and Marketing, Operations, and Information Management. Reputed startups opened a gamut of profiles to leverage the talent pool at MDI Gurgaon. The stellar placements at MDI stands testament to the faith shown in its pedagogy, faculty, alumni and students by the stalwarts of the industry.



Final Placement Report

Batch of 2014 – 16



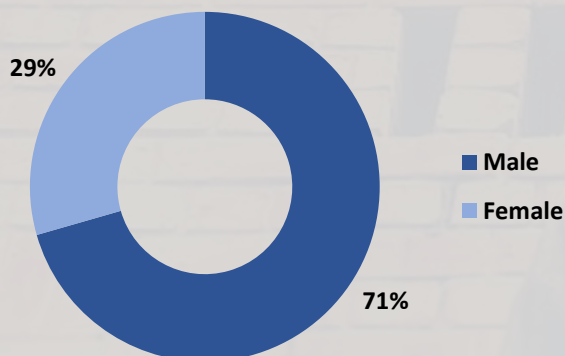
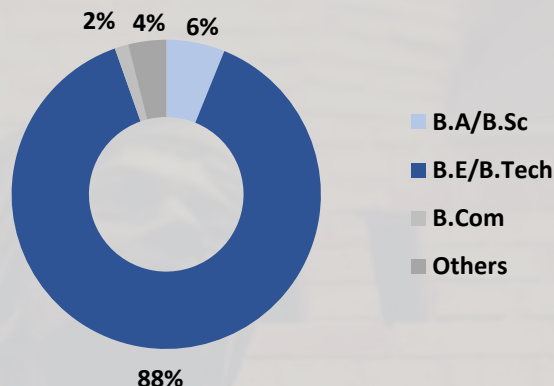
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BATCH PROFILE

EDUCATION

The Class of 2016 comprises of students from diverse academic backgrounds with more than 12% non-engineers. The batch had an eclectic mix of students from various specializations such as arts, commerce, science, psychology, journalism, and medicine.

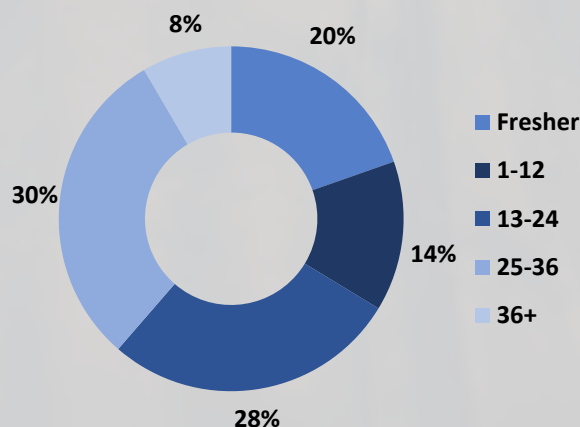


GENDER DIVERSITY

In keeping with industry trends, MDI Gurgaon always tries to maintain a healthy gender diversity in its class of aspiring leaders. This year witnessed a similar trend with 29% of the batch consisting of female students.

WORK EXPERIENCE

The Class of 2016 encompasses a mix of students having extensive industry experience as well as fresh graduates who bring in new perspectives and innovative ideas to the classroom. The students have a prior work experience in various sectors, with Manufacturing, IT/ITES, BFSI, and Consulting being the most prominent ones. This diversity provides for an ideal bed of talent for recruitment.



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KEY HIGHLIGHTS

BATCH STRENGTH



333

PGPM – 237
PGP-HRM – 61
PGP-IM – 35

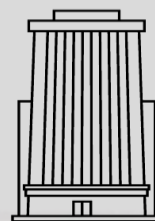
INCREASE IN AVERAGE COMPENSATION



13%

Average CTC
18.53 LPA

NUMBER OF COMPANIES



123

PGPM – 112
PGP-HRM – 40
PGP-IM – 36

PGPM

Highest CTC

32.1 LPA

Average CTC

18.95 LPA

PGP-HRM

Highest CTC

30 LPA

Average CTC

18.70 LPA

PGP-IM

Highest CTC

30 LPA

Average CTC

16.59 LPA



31%

Students
received offers
over **20 LPA**



20%

Increase in average
CTC of **PGP-HRM** over
the batch of 2013 - 15



106

Students received
Pre-Placement Offers

Final Placement Report Batch of 2014 – 16

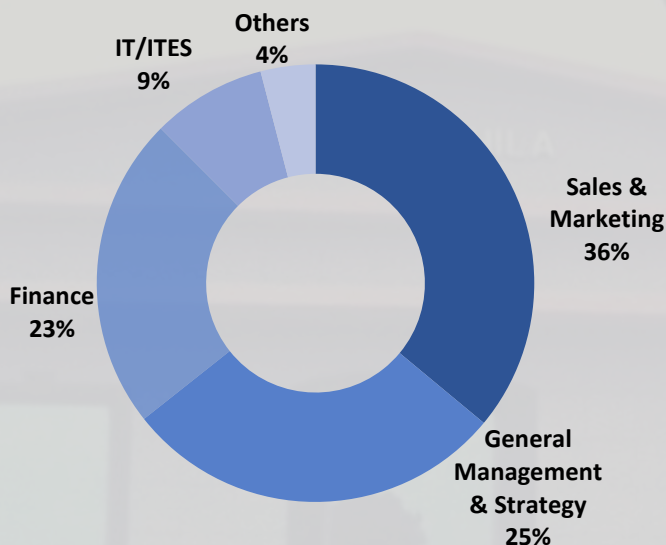


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FUNCTION-WISE SPLIT

PGPM/PGP-IM



MDI Gurgaon further fortified its position towards becoming a preferred destination for the General Management and Strategy function. The consulting domain witnessed a remarkable increase in the number of offers being made with major global consulting firms recruiting for the first time. Apart from Strategy Consulting, niche profiles such as Risk and Financial Advisory, and Operations Consulting were offered to more than 65 students.

GENERAL MANAGEMENT & STRATEGY

The General Management and Strategy domain saw a significant rise in the number of companies making offers. Regular recruiters such as Accenture Strategy and The Boston Consulting Group reaffirmed their faith in the quality of talent at MDI Gurgaon and made multiple offers. PwC's PRTM Management Consulting recruited for the first time for its management consulting profile. Firms such as Gallup that primarily recruit from Global Ivy League business schools participated in the final placement process, thereby reiterating the global stature of MDI Gurgaon. Stellium Inc. recruited for its niche Operations Consulting profile. Deloitte U.S. India and KPMG were major recruiters in strategy consulting domain, making a total of 23 offers. Hinduja Group recruited for the first time for its prestigious Hinduja Leadership Program. Airtel, Reliance Industries Ltd., Tata Communications, Syngenta Business Services, and Welspun were among others who offered business leadership roles.

Accenture Strategy
Airtel
Avalon Consulting
Cognizant
Deloitte U.S. India

EY
Gallup
HCL Infosystems
Hinduja Group
i3 Consulting

KPMG
Paytm
PwC
PwC's PRTM
Reliance Industries Ltd.

Renew Power
Spencers Retail
Stellium Inc.
Syngenta Business Services

Tata Communications
The Bain Capability Center
The Boston Consulting Group
Welspun

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FUNCTION-WISE SPLIT

FINANCE

This year saw a substantial increase in the number of companies offering profiles to the students in Banking and Finance domain. Goldman Sachs, JP Morgan Chase, Langham Capital, and Nomura were the prominent recruiters that offered investment banking profiles with majority students securing Pre-Placement Offers. Bharti Axa and General Motors recruited for the first time for their finance divisions. Niche roles were offered by Private Equity firms such as India Alternatives. Regular recruiters such as American Express, Axis Bank, Citibank, Bank of America, HSBC, ICICI Bank, Standard Chartered, Synergy Consulting, and Yes Bank offered roles in Treasury, Corporate Banking, Project Finance, and Retail Banking and Wealth Management.

American Express	Concentrix	India Alternatives	Royal Bank of Scotland	TresVista
Axis Bank	General Motors	J.P. Morgan Chase	SBI Capital Markets	Vaibhav Global
Bajaj Finserv	Goldman Sachs	Langham Capital	Standard Chartered	Wipro
Bank of America	HSBC STG	Nomura	Synergy Consulting	Yes Bank
Citibank	ICICI Bank	Religare	The Chesapeake Group	

SALES & MARKETING

This season saw a healthy mix of companies from different sectors such as FMCG/CD, E-commerce, Manufacturing, Pharmaceuticals, and BFSI, recruiting for their sales and marketing function. Major marketing firms such as Asian Paints, Colgate-Palmolive, Coca-Cola, Dabur, Hector Beverages, PepsiCo, and Reckitt Benckiser among others, offered Pre-Placement Offers to the students, with Dabur offering an international role. Companies such as L'Oréal and Reckitt Benckiser offered Pre-Placement Interviews to the students based on their outstanding performance in B-school competitions. This season also witnessed a number of new recruiters such as Paytm, Oxigen, Tata Sky, Shopclues, and Welspun.

Akzonobel	Dell	IBM	Oxigen	Tata Motors
Arvind Lifestyle Brands	Dr. Reddy's Laboratories	ICICI Prudential	PepsiCo	Tata Sky
Asian Paints	Flipkart	Idea Cellular	Pernod Ricard	Tata Steel
Aviva	GE-SBI	Infineon	Pidilite	Times OOH
Becton Dickinson	General Motors	Kadence International	Raymond	Trident Group
Bennett Coleman & Co.	Godrej	Kohler	Reckitt Benckiser	Vodafone
Bharti AXA	Google	Kraft Heinz Company	SAP India	Welspun
Coca-Cola	Hector Beverages	Mahindra Comviva	Shopclues	Whirlpool
Colgate Palmolive	HP Enterprise	Maruti Suzuki India Ltd.	Siesta Hospitality	Wrig Nanosystems
Dabur	HP Inc	Max Life Insurance	Snapdeal	

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OPERATIONS/ IT/ OTHERS

Hexaware Technologies and Ramco Systems recruited for the first time offering their much sought after IT leadership roles. Mondelēz International recruited after a brief hiatus. Adobe, Google, Sprinklr, McKinsey Digital Labs, and The Bain Capability Center offered their Product Management profile. E-commerce giants such as eBay, Snapdeal, and Shopclues among others, offered analytics roles to the students. Regular recruiters such as Maruti Suzuki India Limited and Tata Steel offered roles in Supply Chain Management.

Accenture
Adobe
Aviva
Cognizant
Citibank

eBay
Google
Hexaware Technologies
IBM
LogiNext Solutions

Maruti Suzuki India Ltd.
Mahindra Comviva
MAQ Software
Mckinsey Digital Labs
Mondelēz International

Oxigen
Piramal Enterprises Ltd.
Ramco Systems
Shopclues
Snapdeal

Sprinklr
Tata Steel
Vaibhav Global
Wipro
Zovi

HUMAN RESOURCES

The rapidly emerging reputation of MDI Gurgaon for its Human Resources Management program was strikingly evident with companies across a multitude of sectors viz. Conglomerate, Consulting, FMCG, BFSI, and IT/ITES making offers to the students. More than 35% of the students in Human Resources Management received Pre-Placement Offers, thereby accentuating the quality of talent pool in this domain. Aditya Birla Group, Cipla, and Reliance Industries Limited recruited more than 15 students for their coveted HR leadership programs. Aon Hewitt, EY, and Mercer recruited for HR consulting roles. 35% of the students secured offers of more than 20 LPA with the highest CTC offered being 30 LPA.

Aditya Birla Group
Airtel
Aon Hewitt
Arvind Lifestyle Brands
Asian Paints
Axis Bank
Cipla

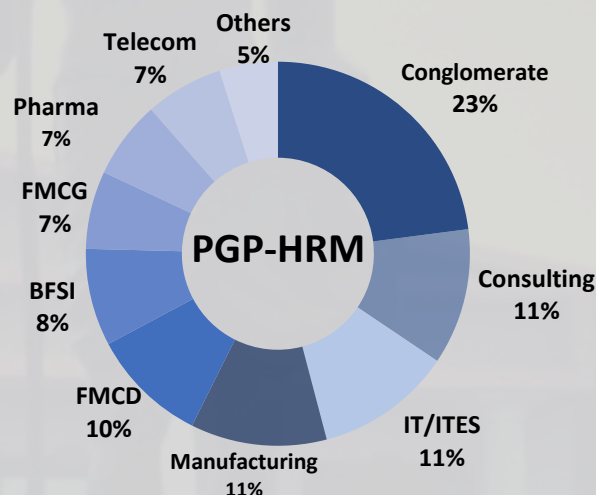
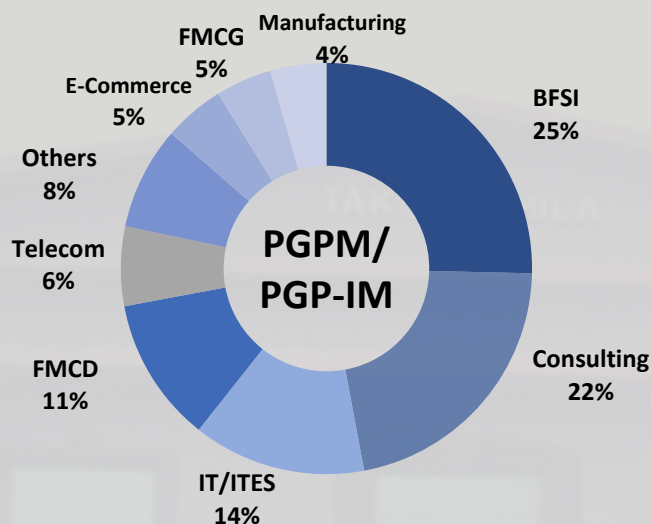
Concentrix
Deloitte U.S. India
EY
Gallup
General Motors
HCL Infosystems
Hinduja Group

IBM
ICICI Bank
Idea Cellular
Infosys
KPMG
Mercer
Nestlé

PepsiCo.
Reliance Industries Ltd.
RPG
Saint Gobain
TASL
Tata Sky
Tata Steel

Raymond
Times OOH
Trident Group
Vodafone
Whirlpool
Wipro

SECTOR-WISE SPLIT



RECRUITERS SPEAK

"We visited MDI after a couple of years for our retail banking international graduate program and we were very impressed with the quality of students. They were able to display theoretical concepts coupled with a practical know-how of the industry. The process was seamless. We are looking forward to our IGs joining us soon. Basis this experience we intend to be a regular recruiter at MDI! Kudos to all of you!"

Balbir Singh Lamba, Executive Director, Head, Client Relationships (North India)
Standard Chartered

"The process was very smooth and the quality of students made our task very difficult. The students have their fundamentals in place with a well crafted career outlook. Really speaks highly of the institution and of the students."

Saurav Mukherjee, Director; Ritu Bana, Manager
Bennett, Coleman and Company Limited

"We visited MDI and were quite pleased with the entire process. The process was flawless with great support from Placement Committee. Thank you for hosting us and looking forward for great talent!"

Shruti Mithani, Human Resources
Mondelēz India Foods Pvt. Ltd.

EXPRESSING GRATITUDE

We would like to express our gratitude to the Director, Dean as well as the entire faculty at MDI Gurgaon for their continued support and motivation. We are also indebted to our alumni for their guidance through interactive sessions and Alumni Talks that have helped the students gain an overview and practical perspective of the industry. We thank the industry for their continued interest in recruitment at MDI and we look forward to their support in the future as well. We are also grateful to the Prep Team for their efforts in guiding and motivating the students.

PLACEMENT COMMITTEE



Prof. Kanwal Kapil
Chairperson, Placements
MDI, Gurgaon



Prof. Vibhava Srivastava
Coordinator, Placements
MDI, Gurgaon

