



# FINAL PLACEMENT REPORT

PGPM, PGP-HRM & PGP-IM  
BATCH OF 2016 - 18



**MDI**  
GURGAON

**Management  
Development  
Institute**



# Foreword

## Trends



# 25.91 LPA

**AVERAGE  
COMPENSATION OF  
TOP 20% OFFERS**



# 28

**NEW RECRUITERS  
THIS YEAR**

It is with great pride that MDI Gurgaon announces the successful completion of the Final Placement process for the Batch of 2016-18.

Through the years, recruiters from the world's leading organizations have consistently reposed immense confidence in the exceptional capabilities of students that pass through these red brick walls. This was again evinced in the recent Final Placement process which saw 119 companies offering coveted roles across multiple domains.

In addition to the regular recruiters who continued to show immense faith in our students, the campus also saw 28 first time recruiters, reiterating the ever-increasing confidence that the industry places upon MDI. There was a substantial increase in the number of offers made by the regular recruiters.

This continuous success can be attributed to our illustrious faculty and distinguished alumni whose backing and strong conviction led to one of the most successful Final Placements in the recent past. We are immensely obliged to all the people whose efforts have made this process a new benchmark for success.

New recruiters such as Abbott, BMW, Cisco, Jubilant FoodWorks, MARS, Moody's Analytics, Ola Cabs, OYO Rooms, PUMA and Walmart recruited from MDI this year. Investment Banking roles were offered by Avendus, Goldman Sachs, JPMorgan Chase & Co., Nomura etc. and Corporate Finance roles were offered by Coca-Cola, EY GDS, Wipro etc. International roles were offered by organizations such as Godrej Industries and Tolaram Group.



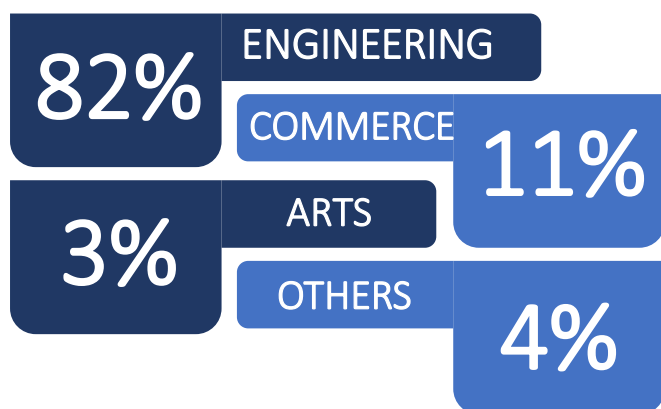
Placement Committee 2017-19

**BATCH OF 2016 - 2018  
FINAL PLACEMENT REPORT**

# Batch Profile

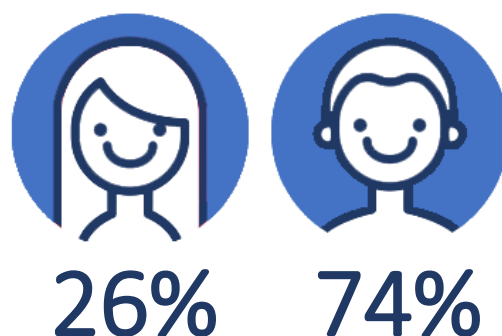
## Education

Each year, MDI lays emphasis on hosting a batch of students from various academic backgrounds. This year saw students enrolling from Arts, Commerce, Law, Medicine, Psychology, Science and other diverse backgrounds.



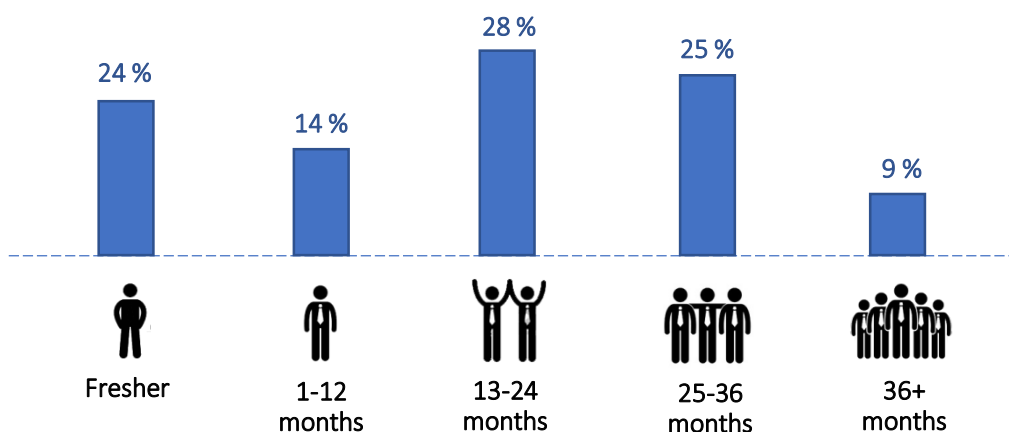
## Gender

In keeping pace with the latest industry trends, MDI Gurgaon strives to maintain a balanced gender ratio. This year the batch saw a similar trend with around 26% women enrolling in the PGPM, PGP-HRM and PGP-IM programs.



## Work Experience

The Class of 2016-18 comes with work experience across various sectors such as Banking and Finance, Chartered Accountancy, Engineering and Manufacturing, IT, Medicine etc. which provides an ideal pool of talent to the industry for recruitment under various functions. There has been a miscellany of freshers and experienced professionals with an average work experience of 20 months.



# Highlights

NUMBER OF  
PRE-PLACEMENT  
OFFERS

**108**

BATCH  
STRENGTH

**331**

PGPM : 240  
PGP-HRM : 59  
PGP-IM : 32

HIGHEST  
SALARY  
(International)

**55**

LPA

AVERAGE  
SALARY

**19.17**

LPA

HIGHEST  
SALARY  
(Domestic)

**35**

LPA

MEDIAN  
SALARY

**18.30**

LPA

NUMBER  
OF COMPANIES

**119**

PGPM : 95  
PGP-HRM : 43  
PGP-IM : 23

Note:

All figures mentioned  
are in INR.

# Function-wise Split

Sales and Marketing continued to remain the preferred option on campus and offered the highest number of job profiles to the students. Industry leaders such as AB InBev, Abbott, Godrej Industries, ITC, L'Oréal, Pidilite Industries and Vodafone participated in the process with international roles being offered by Godrej Industries and Tolaram Group. New associations were established with reputed brands like Abbott, IOCL, Jubilant FoodWorks, MARS and PUMA.

## Sales & Marketing

|                            |                    |                        |                    |
|----------------------------|--------------------|------------------------|--------------------|
| AB InBev                   | Abbott             | ABFRL                  | Airtel             |
| AkzoNobel                  | Arvind Lifestyle   | Asian Paints           | Bajaj Auto         |
| Bennett Coleman & Co. Ltd. | BMW                | Cipla                  | Coca-Cola          |
| Crompton Greaves           | Dabur              | GlaxoSmithKline Pharma | Godrej Industries  |
| Google                     | IOCL               | ITC Limited            | Jubilant FoodWorks |
| Kohler                     | Lava International | L'Oréal                | MARS               |
| Maruti Suzuki              | Metro Cash & Carry | Nivea                  | Novartis           |
| OYO Rooms                  | Philips India      | Pidilite Industries    | PUMA               |
| Tata Motors                | Tata Steel         | Tolaram Group          | Vodafone           |

## Finance

The BFSI sector witnessed prestigious companies offering coveted profiles such as Corporate Banking, Corporate Finance, Equity Research, Investment Banking and Wealth Management to students. Industry leaders such as Goldman Sachs, HSBC, JPMorgan Chase & Co. and Nomura reiterated their faith in MDI Gurgaon by offering multiple profiles.

|                    |                          |                      |                    |
|--------------------|--------------------------|----------------------|--------------------|
| American Express   | Aventus                  | Axis Bank            | Axis Securities    |
| BMW                | Citibank                 | Coca-Cola            | CRISIL             |
| Cube Highways      | DHFL Pramerica           | Diversey             | Federal Bank       |
| Goldman Sachs      | HSBC Bank                | HSBC STG             | ICRA               |
| IDFC Bank          | India Ratings & Research | JPMorgan Chase & Co. | Metro Cash & Carry |
| Moody's Analytics  | Nomura                   | Spandana Sphoorty    | Standard Chartered |
| Synergy Consulting | Syngenta                 | Wipro                | Yes Bank           |

## Function-wise Split

### Operations, IT/ITES & Others

Manufacturing giants such as Ashok Leyland and Tata Steel offered roles in the Operations domain. Leading start-ups directly recruited for their CXO roles. A host of IT companies offered roles in Product Management and Analytics.

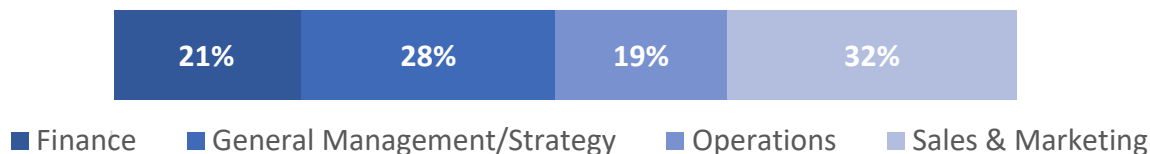
|                       |                    |                    |                |
|-----------------------|--------------------|--------------------|----------------|
| Ashok Leyland         | Cognizant          | Digital McKinsey   | Ecom Express   |
| HCL Technologies      | IBM IT Consulting  | Jubilant FoodWorks | L&T            |
| MAQ Software          | Maruti Suzuki      | Microland          | Moglix         |
| Newgen Software       | Polestar Solutions | SapientRazorfish   | Sterlite Power |
| Sterlite Technologies | Tata Motors        | Tata Sky           | Tata Steel     |
| Tredence Analytics    | UpGrad             | ValueLabs          | Vedanta        |

The General Management function saw major conglomerates like Godrej Industries, Hinduja Group, Reliance Industries Limited and RPG Group hire aggressively. Niche profiles were offered by consulting companies such as Accenture Strategy, Deloitte, KPMG and PwC while Boeing offered its coveted strategy role.

### General Management & Strategy

|                               |                           |                        |                    |
|-------------------------------|---------------------------|------------------------|--------------------|
| Accenture Strategy            | Airtel                    | Bain Capability Center | Boeing             |
| Cognizant Business Consulting | CP Wholesale              | Deloitte India         | Deloitte USI       |
| Digital McKinsey              | Eli Lilly                 | EY GDS                 | Gartner            |
| Godrej Properties Limited     | Hinduja Group             | i3 Consulting          | IBM Consulting     |
| Infosys Consulting            | Jardine Lloyd Thompson    | KPMG                   | Lenskart           |
| Max Life Insurance            | McKinsey Knowledge Centre | PwC India              | PwC SDC            |
| Reliance Industries Limited   | ReNew Power               | RPG Group              | Synergy Consulting |
| Tata Communications           |                           |                        |                    |

### Function distribution for PGPM/PGP-IM



# Function-wise Split

## Human Resources

The HR program at MDI Gurgaon has seen an exponential growth and the current placement season stands true to this testament. Prominent recruiters this year were Aditya Birla Group, Deloitte, ITC Limited, Reliance Industries Limited, RPG Group and PwC SDC. Recruiters such as Max Life Insurance reinforced their belief in Brand MDI and opened roles in HR as well while new associations were established with companies such as Bajaj Auto and HPCL.

|                             |                      |                       |                               |
|-----------------------------|----------------------|-----------------------|-------------------------------|
| Aditya Birla Group          | Airtel               | Axis Bank             | Bajaj Auto                    |
| Bennett Coleman & Co. Ltd.  | Capgemini            | Cipla                 | Cognizant Business Consulting |
| D.E. Shaw & Co.             | Deloitte USI         | Dr. Lal PathLabs      | Edelweiss                     |
| ePayLater                   | EY                   | Godrej Industries     | HPCL                          |
| IBM IT Consulting           | IDFC Bank            | ITC Limited           | KPMG                          |
| KRIBHCO                     | Maruti Suzuki        | Max Life Insurance    | Mercer                        |
| Michael Page                | Novartis             | Ola Cabs              | OYO Rooms                     |
| PepsiCo                     | Pernod Ricard        | Philips India         | PwC SDC                       |
| Reliance Industries Limited | RPG Group            | Sterlite Technologies | Tata Motors                   |
| Tata Sky                    | Tata Steel           | TCS                   | Tolaram Group                 |
| Walmart                     | Willis Towers Watson | Wipro                 |                               |

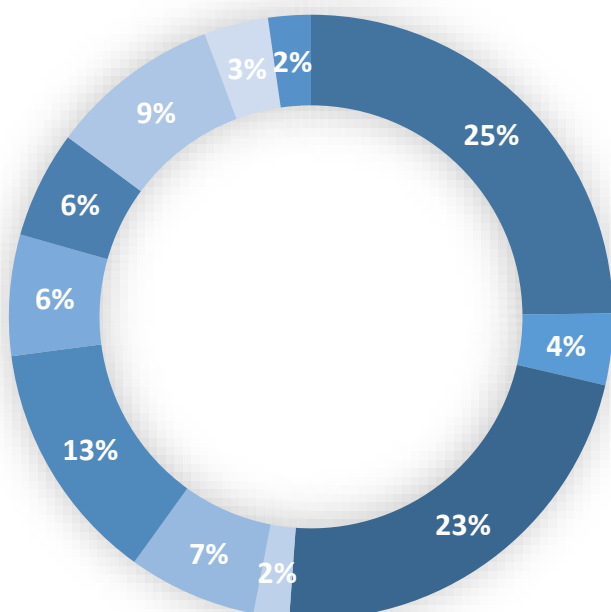
## Placement Statistics

|             | PGPM                | PGP-IM              | PGP-HRM             |
|-------------|---------------------|---------------------|---------------------|
| HIGHEST CTC | <b>35.00</b><br>LPA | <b>24.45</b><br>LPA | <b>24.00</b><br>LPA |
| AVERAGE CTC | <b>19.35</b><br>LPA | <b>18.54</b><br>LPA | <b>19.15</b><br>LPA |
| MEDIAN CTC  | <b>18.39</b><br>LPA | <b>17.89</b><br>LPA | <b>18.15</b><br>LPA |



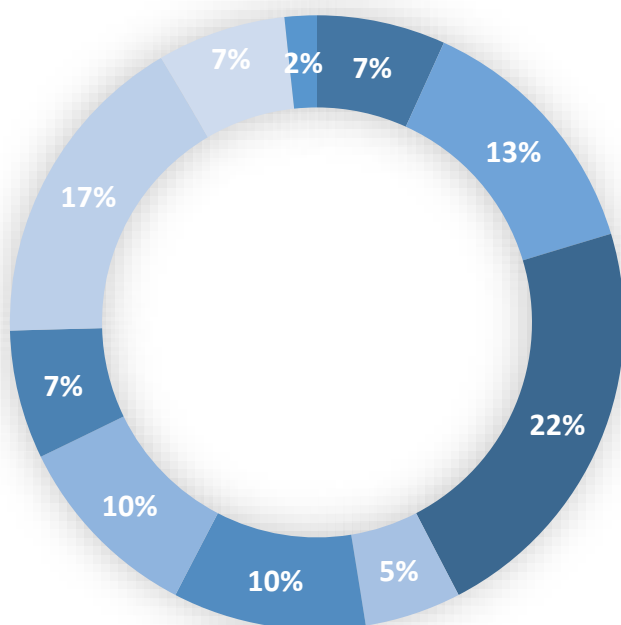
# Sector-wise Split

## PGPM & PGP-IM



- BFSI
- Consulting
- FMCD
- IT/ITES
- Others
- Telecom
- Conglomerate
- E-Commerce
- FMCG
- Manufacturing
- Pharmaceuticals

## PGP-HRM



- BFSI
- Consulting
- FMCG
- Manufacturing
- Pharmaceuticals
- Conglomerate
- FMCD
- IT/ITES
- Others
- Telecom



Thank You

## Expressing Gratitude

We would like to express our gratitude to the Director, the Dean and the entire faculty at MDI Gurgaon for extending their continuous support and motivation. We are grateful to our distinguished alumni who have helped us in building great relationships with esteemed brands and hosting them on campus. They have been instrumental in providing guidance through interactive sessions and alumni talks which have helped students gain practical perspectives of the industry. We are thankful to the recruiters for their continued interest in recruitment at MDI and look forward to strengthening our ties with them in the future. We are also grateful to the Prep Team for their efforts in guiding and motivating the students.

## Placement Committee



**Prof. Kanwal Kapil**  
Chairperson, Placements



**Prof. Vibhava Srivastava**  
Co-ordinator, Placements



Placement Committee 2016-18

## Management Development Institute

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0124-4560012

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