

**IMI**  
**INTERNATIONAL MANAGEMENT INSTITUTE**  
NEW DELHI  
*— Shaping global leaders for tomorrow —*



*Celebrating*  
**35**  
YEARS

**PLACEMENT REPORT 2017**

Consistently ranked as one of the best B-Schools in the country, the placement season of the 2016-18 batch at International Management Institute, New Delhi was a true testament to the rich quality and diversity of the students of the institute.

The team would like to convey its heartfelt thanks to the management and every individual who helped IMI New Delhi in reaching new heights.

We would like to thank our regular recruiters who have once again shown faith in the students of IM, New Delhi.

The surge in the first time recruiters shows the quality and caliber of the students of IMI New Delhi.

The Corporate Relations Committee and the students of IMI New Delhi are grateful to the esteemed alumni of the Institute for their unconditional support and guidance in making the final placements successful.

We hope to build a strong and long-lasting relationship with our recruiters and alumni of IMI New Delhi, helping the institute in creating global leaders for tomorrow.





There was a 100% increase in the PPOs offered to students



The highest CTC increased by 32% to 20.75 LPA



The average CTC dropped by 2% to 12.23 LPA due to increase in batch size by almost 47% as compared to last year



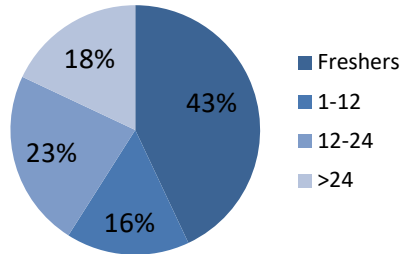
21% of the recruiters were first time participants in final placement process

# BATCH STATISTICS

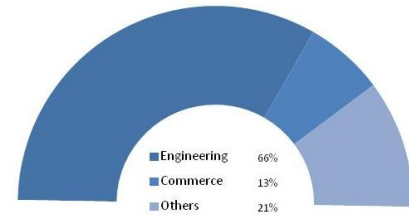
## GENDER RATIO



## WORK EXPERIENCE



## EDUCATIONAL BACKGROUND



## WINNERS OF CORPORATE COMPETITIONS

ABOF – Sprint

PEPSICO - Change The Game

ACCENTURE/LINKEDIN - Hackfest

PHILIPS LIGHTING – Campus Sparks

ASIAN PAINTS – Sketches

RELIANCE FOUNDATION - Let's Play Challenge

AVIVA- The Next Big Idea

RPG - Blizzard

AXIS BANK – Pragatishala

SHOPCLUES - CXO Challenge

FREECHARGE Digital Republic Blog Challenge

SMART CUBES - Resolver

GEP - Game Plan

SONY – The Next Big Thing

HUL – Unplugged

TATA MOTORS - Mindrover

HULT PRIZE - Clinton Global Initiative Finalist

VODAFONE - Voyage

INFOSYS – Ingenious

YES BANK – Transformation Series

# KEY HIGHLIGHTS

No Of Recruiters

88

Highest CTC (LPA)

20.75

No Of PPO's Offered

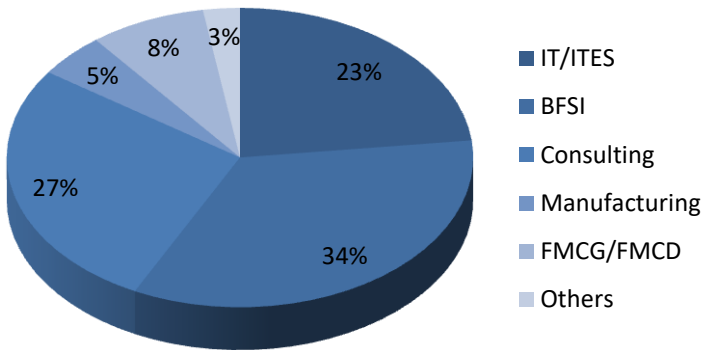
40

Average CTC (LPA)

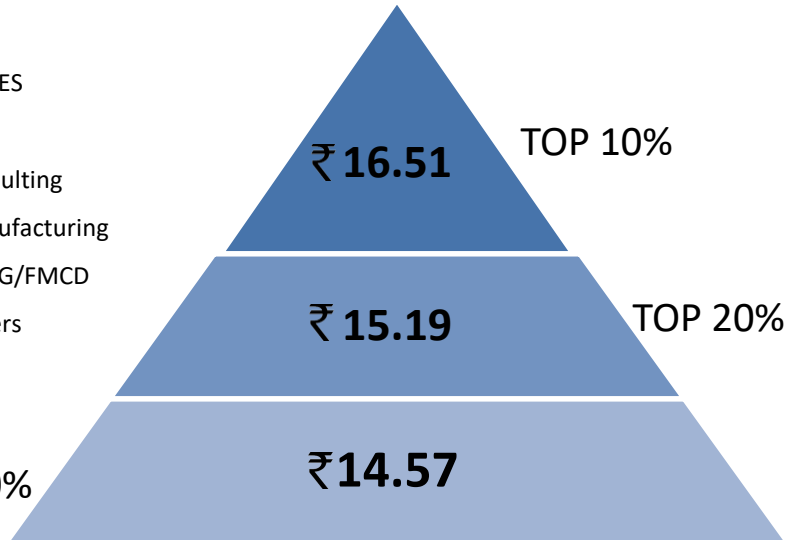
12.23

## SECTOR WISE OFFERS

## AVERAGE SALARIES (LPA)



TOP 30%



## SUMMER INTERNSHIP

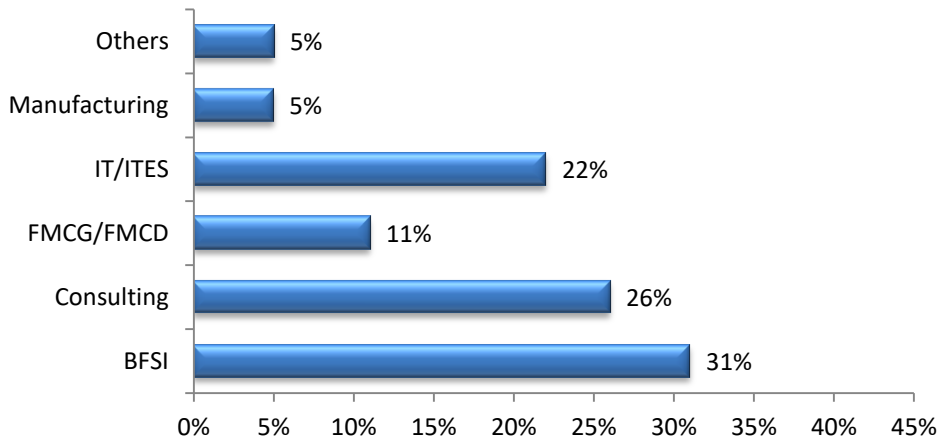
Highest Stipend ₹ 2,00,000

Average Stipend ₹ 72,000

Median Stipend ₹ 66,500

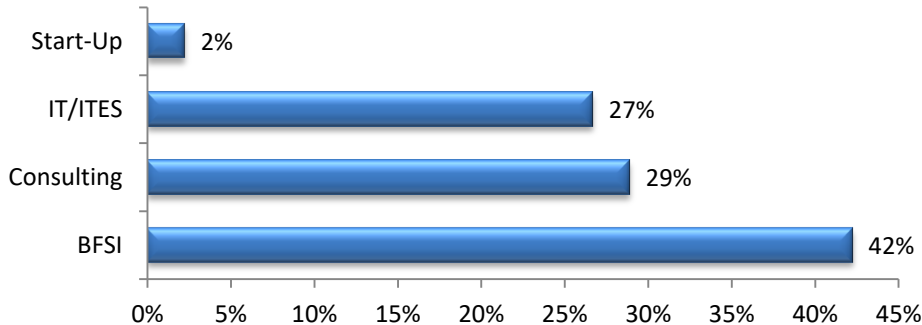
## PGDM

**HIGHEST (LPA)** ₹ 20.75  
**AVERAGE (LPA)** ₹ 12.81  
**MEDIAN (LPA)** ₹ 11.60



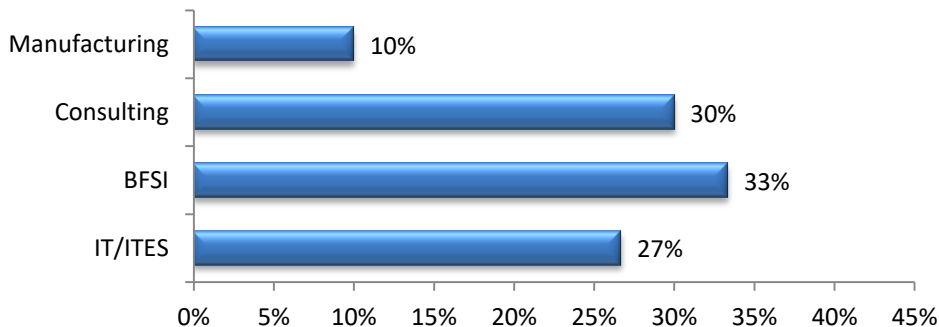
## PGDM-BFS

**HIGHEST (LPA)** ₹ 13.94  
**AVERAGE (LPA)** ₹ 11.50  
**MEDIAN (LPA)** ₹ 10.12



## PGDM-HRM

**HIGHEST (LPA)** ₹ 20.75  
**AVERAGE (LPA)** ₹ 10.48  
**MEDIAN (LPA)** ₹ 9.61



## PGDM

### **BFSI**

IMI New Delhi saw a surge in the number of opportunities offered by RBS, CitiBank, Darashaw, CRISIL, ANZ Bank, Yes Bank, ICICI Bank, Tata Capital, L&T Financial Services, Axis Bank, Envestnet Yodlee, TresVista Financial Services, Future Generali, HDFC Bank, HDFC Life, ICICI Securities, DHFL Pramerica, Verity and more. A total of 31% of the batch opted to pursue a career in this sector.

### **Consulting, Analytics & Market Research**

IMI New Delhi had the privilege of hosting various companies in the Consulting and Market Research business. The batch had 26% students opting for a career in this sector with major recruiters being Bain Capability Centre, Deloitte, EY GDS, EY India, GEP, KPMG, Kantar Millward Brown, Cians, ADP, Euromonitor, Nielsen and many more.

### **IT/ITES**

With 22% of the batch opting for a career in IT/ITES sector, IMI New Delhi witnessed a plethora of companies offering upgraded profiles in this sector. The major recruiters from this sector were Accenture, Capgemini, Infosys, GENPACT, Wipro, HCL, MAQ Software, eClerx and many more.

### **FMCG/FMCD/Retail/Healthcare**

The presence of some of the biggest brands in this sector is a testimony to the industry response this year. Exemplary profiles were offered by companies such as Asian Paints, Nestle, Reckitt Benckiser, Emami, HUL, Havmor, Piramal Group, Fairtrade LLC, Moolchand, Perfetti Van Melle, Coffee Day Beverages and many other premium recruiters in this sector. 11% of the batch was offered an opportunity to pursue a career in the sector.

## Others

Numerous companies visited the campus for various other sectors as well. IMI New Delhi witnessed an increase in the number of companies from the PSU, Manufacturing, Automobile, Real Estate and Media sector for recruitments. The major recruiters from these sectors were Sony Pictures Networks India Pvt. Ltd., IOCL, Reliance Industries Limited, Shell, RPG – CEAT, Vedanta Resources, Volvo-Eicher Commercial Vehicles, Gulf Oil, TATA Housing, Cinepolis, Shopclues, and others, offered splendid opportunities to our students. This accounts for 10% of the batch getting lucrative offers from these companies.

### PGDM - HRM

The growing stature of IMI New Delhi's dedicated HR Program attracted opportunities for the batch in the IT & ITES sector (27%), Consulting (30%), BFSI (33%), followed by Conglomerate (10%). The students were offered roles in Corporate HR, HR Consulting, HRBP and Talent Acquisition, and the recruiters were Reliance Industries Limited, Deloitte, Axis Bank, Infosys, GENPACT, Tata Housing, Vedanta, ICICI Bank, ICICI Prudential AMC, Home Credit, L & T Financial Services, Capgemini, PeopleStrong and others.

### PGDM - BFS

IMI New Delhi had its third batch of PGDM-BFS specialization graduating this year. The students were able to portray their competence, consequentially establishing the faith of the recruiters on the capability of the students. 42% of the students opted for a career in the Banking and Finance Sector, 31% of the students opted for a similar career in consulting sector and the rest 27% opted for similar profiles in the IT/ITES Sector. The prominent recruiters were Capgemini, ICICI Bank, EY, HDFC Bank, ANZ Bank, Bain Capability Centre, CITI Bank, Deloitte, HDFC Life, eClerx, Wipro, Future Generali, TresVista Financial Services and many more.



# PROMINENT RECRUITERS



- |                        |                  |                             |                                  |
|------------------------|------------------|-----------------------------|----------------------------------|
| Accenture              | Deloitte         | HDFC Life                   | Orient Electric                  |
| ADP                    | DHFL Pramerica   | Home Credit                 | Peoplestrong                     |
| Anand Group            | Droom            | HSBC                        | Pladis                           |
| ANZ Bank               | eClerx           | Hindustan Unilever Ltd.     | Piramal                          |
| Apollo Tyres           | Emami            | ICICI Bank                  | Radio Mirchi                     |
| Asian Paints           | Envestnet Yodlee | ICICI Prudential AMC        | RBS                              |
| Axis Bank              | Euromonitor      | ICICI Securities            | Reckitt Benckiser                |
| Bain Capability Center | EY GDS           | Indian Oil Corporation Ltd. | Reliance Industries Limited      |
| BMW                    | EY India         | IKEA                        | Reliance Capital                 |
| Buddy4Study            | Fairtrade        | Infosys                     | RPG                              |
| Business Octane        | Future Generali  | Infosys BPO                 | Shell                            |
| BYJU'S                 | Futures First    | Kantar                      | Shopclues                        |
| Capgemini              | Genpact          | KPMG                        | Sony Pictures Networks India     |
| Cians                  | Gartner          | L & T Financial Services    | Tata Capital                     |
| Citi Bank              | GEP              | Latentview Analytics        | Tata Housing                     |
| Coffee Day Beverages   | Gulf Oil         | MAQ Software                | TresVista Financial Services     |
| Crisil                 | Havells          | Moody's Analytics           | Volvo Eicher Commercial Vehicles |
| Darashaw               | Havmor           | Moolchand                   | Vedanta                          |
| DCM Shriram            | HCL              | Mother Dairy                | Verity                           |
| Decathlon              | HDFC Bank        | Nestle                      | Wipro                            |
|                        |                  | Nielsen                     | Yes Bank                         |

## **Prof. Pinaki Dasgupta**

Professor (Marketing) & Dean, Corporate Relations & Placements

Tel: 011-47194100/200 Extn. 337 || Mobile: + 91 9810791398 || dean.corprels@imi.edu

## **Ms. Hira Roy**

Chief Manager, Corporate Relations & Placements

Mobile: +91 9818562292 || hira.roy@imi.edu

## **Faculty Placement Committee Members**

Prof. Pinaki Dasgupta

Prof. Arvind Chaturvedi

Prof. Arun K. Rath

Prof. Deepak Tandon

Prof. Nalin Jain

Prof. Sanjay Dhamija

Prof. Shailendra Nigam

Prof. V. Chandra

## **Student Placement Committee Members**

Ayushi Gupta	9643799791	Abhinav Kashyap	7899003564
Charu Mahindru	9711119154	Alan Joseph	8368216414
Dev Gaba	9711119157	Akhil Soman	9656841414
Iniyaa Cheran	9643799790	Anugrah Gupta	9045998596
Ishan Vaid	9711119152	Aravind S J	8075563760
Kartik Jain	9711119156	Devas Arora	8860678912
Prashast Gupta	9999656379	Khushboo Sultan	8587030977
Tarun Agarwal	9591977707	Pulkrit Jain	7983224021
Vanchha Chaudhary	9643799794	Sagar Mattoo	9891162260
Vinitha Rao Ravella	9643799792	Smriti Tiwary	9881304239

International Management Institute

B-10, Qutab Institutional Area Tara Crescent, New Delhi-110016

[corporaterelations@imi.edu](mailto:corporaterelations@imi.edu)

<https://www.imi.edu/>