

# IIM ROHTAK



## FINAL PLACEMENT REPORT 2017-19

SUBMITTED FOR  
CRISIL AUDIT 2019

Released on  
28th February, 2019





# OUR HIGHLIGHTS

IIM Rohtak takes immense pride in announcing the successful completion of the placement season of its largest batch of 252 till date achieving 100% placements once again, thus becoming 7th IIM to achieve this feat among all 20 IIMs. Top firms from the Industry reiterated their faith on our students as they participated actively in the process. Our top recruiters being Capgemini, EY, Deloitte, KPMG, Cognizant, Dabur, Accenture, Amul, ICICI Bank, Inthree Services, Infosys, Yes Bank, Atria and HDFC bank to name a few. The season witnessed 95+ firms vigorously recruiting from the institute with active participation from Big 4s. More than 30% of the students bagged offers in Marketing and Sales domain from the best of firms. IIM Rohtak emerged as a preferred destination for Consulting firms with around 20% of the batch being offered roles in this sector. Companies in the BFSI sector offered roles to 30% of the batch including roles such as Credit Analyst, Financial Analyst, etc. The highest domestic CTC offered was ₹24.13 LPA while the average rose to ₹11.85 LPA. This year also witnessed a steep increase in the number of PPOs & PPIs offered to the students. Many students from the batch also aced multitudinous corporate competitions this year, some of them being HUL Lime, Amazon Ace Challenge, IVP FinValley and Tata Motors MindRover.

The institute has established itself as a centre of excellence in this tenure of ten years since its inception and has proven to be a preferred choice of the prominent and renowned firms across diverse industries.

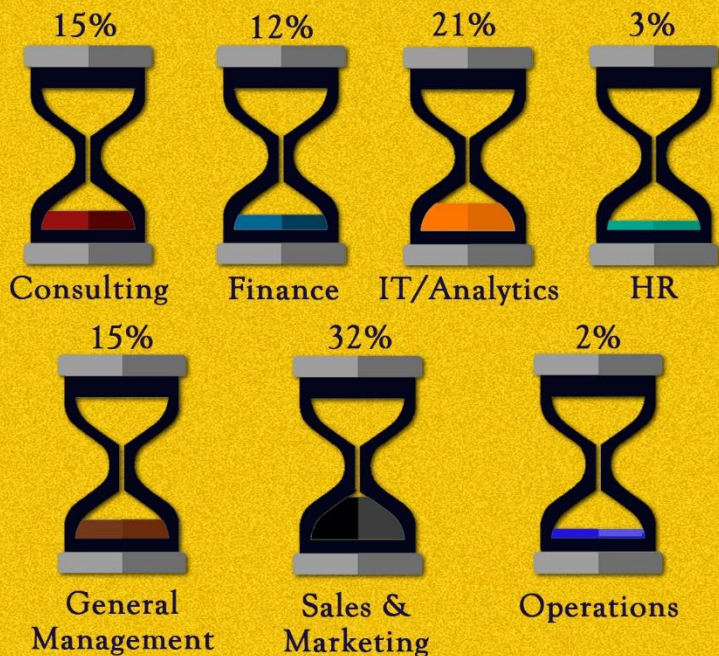
67%  
increase  
in batch  
size

3x  
increase in  
the number  
of consultants  
hired

15+ new  
Industry  
megacorps  
added

**IIM Rohtak would like to extend a token of thanks to all its recruiters for their active participation during this placement season.**

# PLACEMENT STATISTICS

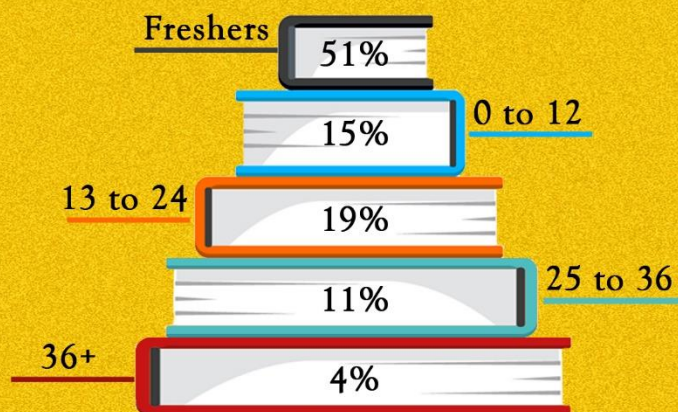


## Domain Summary

**10** industry giants hired 110+ students

**40** new prominent recruiters added

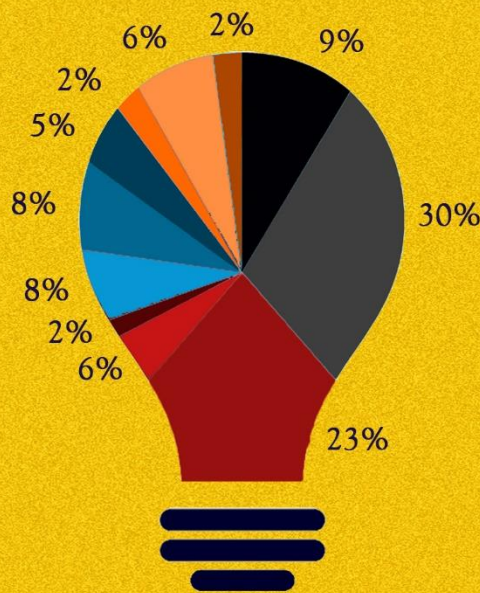
**95+** companies participated in campus placements



## Months of Experience



## Average Package Bagged



## Industry Summary



# DOMAIN-WISE GLANCE

## IT/Analytics and Consulting

IT & Analytics emerged as one of the biggest segments with 21% of total offers extended. Along with recruiters like Wipro, Infosys, Indus Valley Partners, Analytics Quotient and Indiamart, Accenture, several new recruiters like Capgemini, Axtria, Evalueserve, Denave India, Clicklabs, 4Tigo, iQuanti, Real Time Data Services and Inthree services offered roles like Product Manager, Senior Business Analyst, Market Analyst, Cloud Infra Analyst and Project Management.

## Marketing and Sales

IIM Rohtak lived up to its image of Marketing and Analytics hub of North India for Sales and Marketing profiles with 30% roles being accepted by the students in this domain. Prominent recruiters included Yes Bank, Dabur, ICICI, Tata Steel, JK Group, Amul, Aditya Birla Sunlife, Essel Group, VLCC and Future Genarali. Some new names added to the list were Vivo, HDFC, Berger Paints, Jindal Stainless Limited and OYO Weddingz.

## General Management

IIM Rohtak emerged as the preferred choice in the field of General Management & Strategy. 15% of the batch bagged offers in this domain. IIM R was successful to associate with some notable names including REC Ltd., Satguru Tours and Travels, MIND, Polycab, Inthree Services and Swadhaar Finserv that confided with roles such as Category Management, Strategic Planning, Associate Engagement Partner and Management Trainees. Some of the renowned names that remained our allegiant recruiters included ICICI Bank, GMR Group, JK Tyres, ACG Worldwide and Muthoot Fincorp.



# DOMAIN-WISE GLANCE

## Finance

Finance emerged as one of the most sought-after domains with recruiters making offers to 30 students. The college witnessed offers from renowned companies' coveted profiles such as Corporate Finance, Treasury, Credit Risk, Credit Analysis, Equity Research, Financial Advisory, Investment Banking, and Global Investment Research to the students of the institution. The highest package has been offered in this domain. Some of the prominent recruiters include Ernst & Young, Indus Valley Partners, Thomson Reuters, Arcesium, Care Ratings, Intellect and OfBusiness.

## Operations

The Operations space at IIM Rohtak was another highlight this year, with some best roles offered to students in this domain. Operations attracted recruiters like Polycab, Safexpress, GMR, Inthree, IndiaMart and IBM offering profiles of Supply Chain Management, Digital Operations and Product Management for the students of IIM Rohtak.

## Human Resource

IIM Rohtak also offered prominent opportunities in the HR domain. The HR domain attracted big names from the industry such as OfBusiness, REC Ltd., Tresvista, etc. With the continuously growing base of recruiters, top leadership roles were introduced by emerging players like Infosys BPM, PeopleStrong and Markets&Markets.



# RECRUITER'S FEEDBACK

“I was pleased to see the quality of the education and talent is surprising at such a nascent stage. It is the way to go and in very short period time the students surely will reach great heights in corporate sector.”



- Mr. Amit Godkar, Dy. Manager HR

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“Our experience with IIM Rohtak management and students is significant. Their performance in the job has been satisfactory. We look forward to enhance our Industry Academia engagements much better.”



Cognizant

- Mr. Sreekesh Sukumaran Nair, HR

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“We appreciate the meticulous planning that went into putting all the arrangements in place and quality of students we came across was very good”



- Ms. Hitakshi Mehta, HR Recruitment

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# OUR RECRUITERS



**Deloitte. Cognizant**  **ICICI Bank**  **TATA STEEL**

 **Indus Valley Partners**



**Arcesium wipro**



**YES BANK**



**KPMG**



**THOMSON REUTERS**

**SIEMENS**

**JSL**  
JINDAL STAINLESS

**Jio**



**kotak**  
Kotak Mahindra Bank

**bigbasket**



Mu Sigma

**TATA MOTORS**

**latentview**

**Capgemini**

**OYO**



आरईसी  
**REC**

**satguru**  
Travel Management Company

**accenture**

**Amul**

The Taste of India



ADITYA BIRLA GROUP

**HDFC BANK**

**Futures First**

**GAR**

**vivo**

**VLCC**  
SHAPING YOUR CONFIDENCE

**EY**  
INGENIOUS INSIGHTS

**AXTRIA**



**TresVista**

**JKTYRE**  
TOTAL CONTROL

**PATANJALI**

**4TIGO**  
The Truck Network

**iQUANTI**

**rtods**  
REAL TIME DATA SERVICES

**Infosys** **of business**  
order for. order from.

**Essel**  
GROUP



**clicklabs**

**nuthoot**  
FINCORP

**SBI**



**ACG Worldwide**

**IBM**

**POLYCAB**

**inthree**  
Rural reach and more

**Denave**

**indiamart**



**EVALUESERVE**  
POWERED BY MIND + MACHINE



# DIRECTOR'S ADDRESS

It gives me immense pleasure to share that Indian Institute of Management Rohtak has successfully concluded Final Placements for the batch of 2017-19. This is the testimony to the belief of our recruiters in dynamic, industrious, and ethical students of the institute. IIM Rohtak adopted a strong and intensive corporate interaction process. It included leadership lecture series, live projects, management summits, workshops, and certification programs. Institute organized leadership lecture series throughout the year, where senior corporate leaders share their experiences, expertise, opinions, and ideas that helped students to widen their horizon to become future business leaders. Our overall emphasis has been on the all-round growth and development of IIM Rohtak students. This year witnessed a 55% increase in the participation of new companies. Organizations like Deloitte, EY, KPMG, Capgemini, and Infosys Technologies are among the 50 new recruiters, who exhibited interest in our students. Loyal recruiters like ICICI Bank, Arcesium, Dabur, Yes Bank, HDFC Bank, and Cognizant among others continued to impose faith in the ability of our students. This year also witnessed a good number of Pre-Placement offers being given by various recruiters. Analytics, Sales and Marketing, and General Management among others were the most sought-after domains. This has been observed due to the diversified pool of student talent at our institute that catered to the wide range of profiles required by industry. IIM Rohtak has the largest PGP batch among 2nd and 3rd generation IIMs. Hence it is an incredible achievement for the institute to achieve 100% placements. I take this opportunity to express my gratitude to our recruiters for affirming belief in the ability of our students. I thank all the stakeholders for their constant support and encouragement. I also congratulate the placement committee who worked round the clock for the successful completion of the entire process. Finally, I reiterate that IIM Rohtak will continue to nurture the best management talent in the country and will continue to work diligently to produce business leaders who will exhibit superior work-ethic, high commitment, strong persistence, and positive attitude.

- Prof. Dr. Dheeraj Sharma





## CO-CHAIRPERSONS' ADDRESS

I am extremely happy and proud to announce that IIM Rohtak has successfully completed its final placements for the year 2019. 100% Placements was a tough task this year as the institute's students batch size has increased from 150 to 250 per batch. So, given the industry scenario and the increase in student batch size it was a mammoth task for the placement team. The credit goes to the entire placement team which worked selflessly throughout the year and helped in achieving the 100% placement target. In this journey the support provided by the placement officer, admin staff, faculty placement executive team, co-chairperson placements and most importantly our Director was commendable. I would also like to thank our loyal recruiters and the first-time recruiters who trusted the merit of IIM Rohtak and its students and chose to be a critical stakeholder of this journey. My best wishes to the upcoming placement team and the Chair persons placement.

### Dr. Rama Shankar Yadav, Co-Chairperson Placements



The successful culmination of the placement season 2017-19 is indeed a moment of pride for the Placement Team of IIM Rohtak. With an increase in the batch size from 150 last year to 250 this year, maintaining the successful track record of placements was not an easy task. Credit for this achievement is due to the unflinching confidence and faith that our, close to 100, recruiters have shown in us. The enthusiasm and efforts of the Institute's leadership, and the constant support of the Institute's administration ensured smooth conduct of all placement related activities, including conclaves, seminars, and industry visits. A special mention is due to the unfettered assistance and support that we received from the Institute's faculty and students. We are committed to producing leaders with managerial acumen & analytical abilities to combat today's volatile & complex business environments and aspire to harbour fruitful relations with each of our recruiters in the next season as well.

### Dr. Divya Sharma, Co-Chairperson Placements



# PLACEMENT TEAM

## FACULTY PLACEMENT CELL

Dr. Pavitra Mishra      Dr. Agam Gupta      Dr. Palka Chillar  
Dr. S K Pandey      Dr. Agrata Pandey

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