



विद्या परं दैवतम्

**IIM**

भारतीय प्रबंध संस्थान विशाखपट्टणम

Indian Institute of Management Visakhapatnam

# Career Development Services

## Summer Placement Report 2019

PGP 2018-20

31<sup>st</sup> January, 2019

Success is a way of life at IIM Visakhapatnam! The fourth batch (PGP class of 2018-20) of the Institute proved this yet again, with top companies offering summer internships to all the participating students and the season concluding successfully on Thursday, January 31, 2019, clearly two months before the internships actually begin.

Out of 104 students in the batch, all participating 103 students received summer internship offers with 3 off-campus offers. One student opted out of the process. The highest stipend clocking a whopping INR 2.5 lakh. The average stipend of the top quartile stood INR 93,200/- while the average for the entire batch stood at INR 50,630/-, breaking all previous records.

Sales & Marketing (34%), General Management (23%), Strategy & Advisory (19%), and Customer Relationship Management (15%) were the dominant roles offered. Finance, Operations and Product Management roles accounted for 9% of the offers.

Leading consulting firm KPMG recruited students for their Advisory role. The who's who of the BFSI sector such as Yes Bank, ICICI Lombard and HDFC Bank offered roles across Customer Relationship Management, Wholesale Marketing, Underwriting and Business Development.



Multinational conglomerate Bosch offered roles in General Management, Sales, Marketing, and Product Management. The Bengaluru headquartered full-service landholding development company Century Real Estate recruited for strategy role. Multinational firms that included the engineering and construction giant L&T; and the industry pioneer UltraTech under the Aditya Birla Group banner, were the first-time recruiters at the Institute. Impressed by the quality of the talent pool, they turned out to be major hirers. FMCG companies like Amul and reliable brands like Neway Paints also chipped in and made offers in Business Development. Some of the leading Business-Process Services companies like Sutherland and Conduent recruited students for the coveted roles of Operational Excellence.

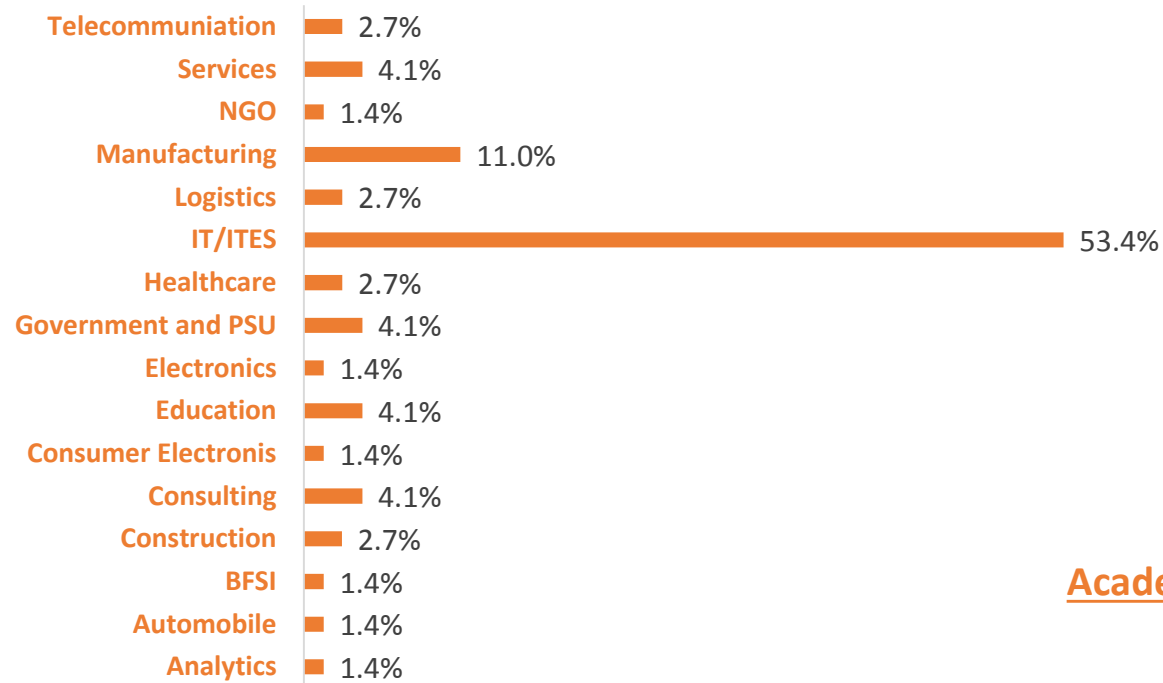
As in the past, IIM Visakhapatnam has been a hit with the Government / Public Sector too. NISG, the renowned architect of e-Government solutions, inducted students for their e-governance initiatives. Blue-chip Central Public Sector Enterprises IOCL and HPCL signed up students for their operations and marketing domains.

This season also witnessed interest from other sectors like logistics; stock-broking; social and financial inclusion. Well-funded start-ups in the Fintech and Education domains also hired students for key roles.

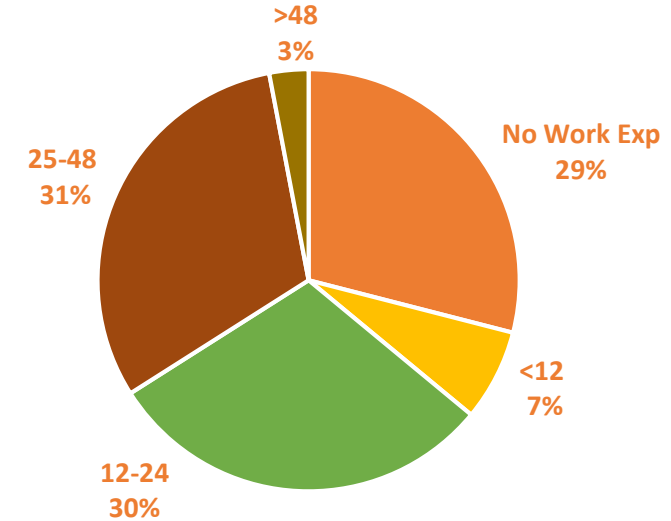


# Student Batch Profile PGP 2018-20

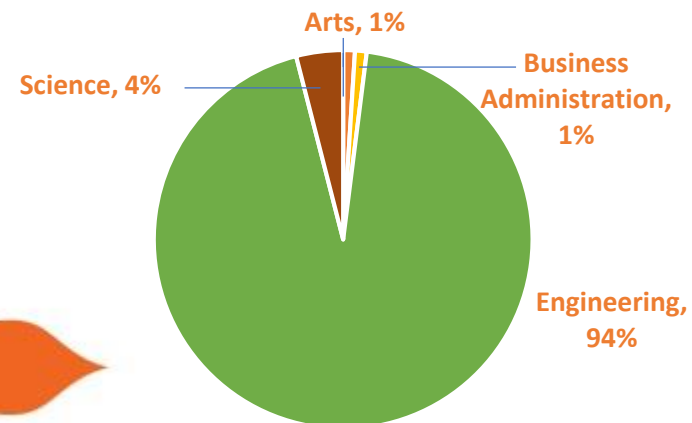
## Work Experience Sectors



## Work Experience(In months)



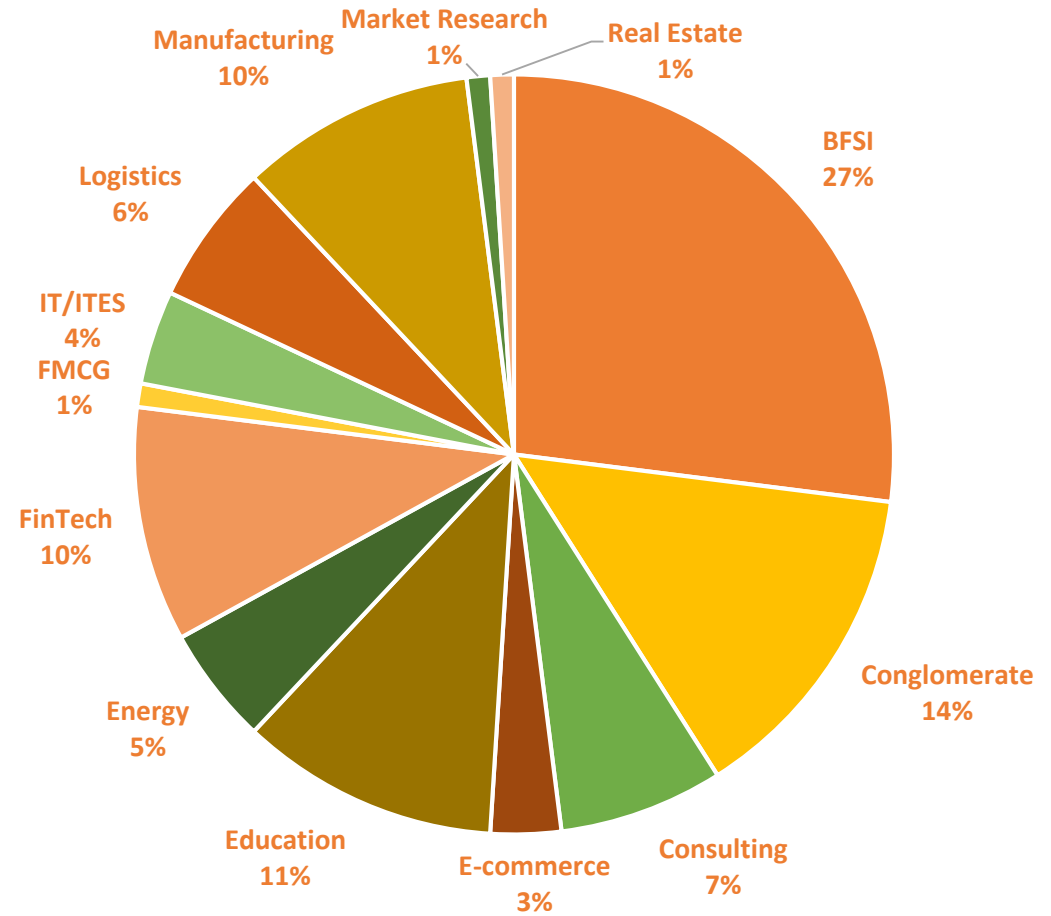
## Academic Background



# Sector wise Break-Up

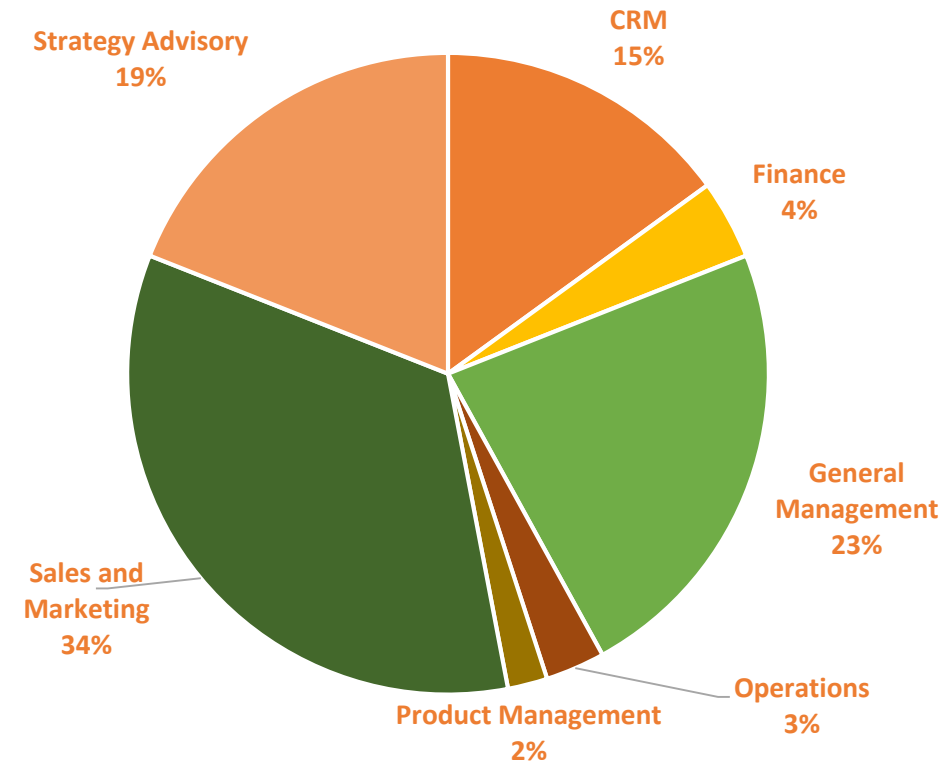


Sector	No. of Internships
BFSI	27
Conglomerate	14
Consulting	7
E-commerce	3
Education	11
Energy	5
FinTech	10
FMCG	1
IT/ITES	4
Logistics	6
Manufacturing	10
Market Research	1
Real Estate	1
<b>Grand Total</b>	<b>100</b>



## Function/Role wise Break-Up

Function/Role	No. of Internships
CRM	15
Finance	4
General Management	23
Operations	3
Product Management	2
Sales and Marketing	34
Strategy Advisory	19
<b>Grand Total</b>	<b>100</b>



## Our Valued Recruiters



CONDUENT



BOSCH



Amul







**Prof. M Chandrasekhar, Director, Indian Institute of Management Visakhapatnam**

The robust summer-placement results demonstrate yet again, the strengths that recruiters find in our students. The range of organizations that chose the Institute for their talent-needs, increased this year in scale, scope and specialization. This reflects the good name the Institute earned, for the holistic education it imparts. The entire Career Development Services team under the able guidance of the seasoned veteran - Professor Ganesh Prabhu of IIM Bangalore, our Mentor Institute, deserves due credit.



**Prof. Ganesh N Prabhu, Chairperson, Career Development Services, Indian Institute of Management Visakhapatnam**

Increased efforts in reaching out to more companies for placing a larger batch resulted in early completion of the summer placement process with enough good roles that matched student interests.



**Abhishek Sonawane, Placement Secretary, Indian Institute of Management Visakhapatnam**

Concluding the summer placements by the month of January despite an increased batch size, reflects the faith that the recruiters have reposed in the students of our institute. My heartiest congratulations to the batch of 2018-20 for their exemplary performance in the placement process. I would also like to extend my gratitude to all the recruiters for participating and hiring students as summer interns.





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