

2009

# FINAL PLACEMENT REPORT



## DEPARTMENT OF MANAGEMENT STUDIES IIT MADRAS

Placement Office

Department of Management Studies

IIT Madras

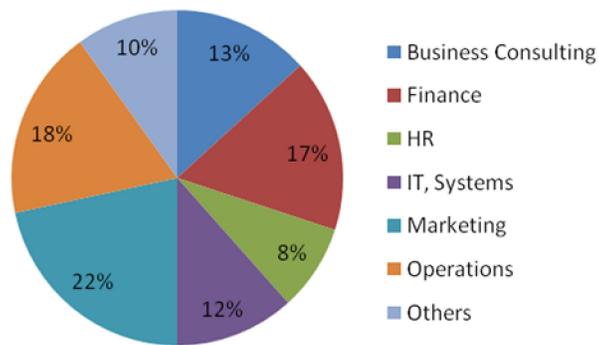
Chennai- 600 036

The placement process of DoMS, IIT Madras is structured, student driven and an initiative under the guidance of the faculty and the central placement office of the Institute. The process begins generally in the month of October with the Pre-Placement talks by the invited companies followed by the “Final Placement Week” in December.

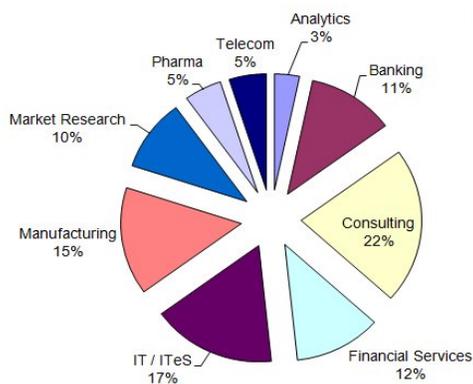
The nature of the companies invited for our campus placements varies each year and is based on the profiles and the preferences of students in the graduating batch. This practice facilitates a better fit and match between the expectations of our students and the career profiles offered by the companies. The students of the MBA Batch of 2009 were very focused in their approach to the roles and responsibilities corresponding to the job offers during the placement process.

As in previous years, the placements saw a wide range of profiles being offered to the graduating batch across various domains like equity research, direct marketing, IT advisory, marketing analytics, pre-sales, process consulting, supply chain management, and workforce management.

### Job Profile Distribution



### Sector wise Distribution



Careers were offered in the following sectors: analytics, banking, consulting, financial services, IT / ITeS, manufacturing, market research, pharma, and telecom. Some of the new recruiters this season included PSUs like BHEL and SIDBI which offered profiles in Marketing, Operations, HR, & Finance in addition to private sector companies like Aviva, Dr. Reddy's

Laboratories Ltd., IMRB International, and Tata Teleservices Limited. Prestigious recruiters including Citibank, Cognizant, Deutsche Bank, Firstsource, Frost & Sullivan, Genpact, HP Analytics, IBM, ICRA Consulting, and KPMG participated again. Also, 10 Pre-Placement Offers (PPOs) were made to the candidates based on their summer internship performances. This illustrates the confidence the corporate world continues to place on the capabilities of our students at DoMS, IIT Madras to demonstrate quiet excellence.

A total of 68 offers were made this year by 36 participating companies to the 60 students of the MBA Class of 2009. The average domestic salary this year stood at 7.9<sup>1</sup> lpa, and the median domestic salary at 7.2<sup>1</sup> lpa. The highest domestic salary offered was 12.3 lpa.

Besides this, the rolling process for the summer placement of first year students commenced as usual in the first week of October with the "Summer Placement Week". The students of the MBA Class of 2010 set a high tone this time by securing summer projects in companies like Avalon Consulting, Bank of Baroda, Cairn India, Citibank, Hewlett Packard, IBM, ICRA Consulting, Latent View Analytics, Nestle, and Wipro.

### Final Placement Statistics

Number of participating companies	36
Number of offers made	68
Highest domestic salary	12.3 lpa
Average domestic salary	7.9 <sup>1</sup> lpa
Median domestic salary	7.2 <sup>1</sup> lpa

The average and median salary figures presented above have been computed using the corresponding statistical formulae/definitions correctly and without any other interpretations or distortions

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<sup>1</sup> Calculated without including any variable monetary incentives, bonuses, etc..., offered explicitly and formally.

When "average or median" salaries are indicated, readers are advised to probe and find out the exact numbers that are used in the numerator and denominator for the corresponding calculations. It would then be quite easy to notice how the figures are manipulated, distorted or fudged with the sole objective of conveying an image that is quite removed from reality. We presume that readers would be sensible enough to see through these "games institutions play".

## Message from the Faculty

“DoMS, IIT Madras has always held the robust view that the first job and first salary scale are important indicators of the value of an MBA. However, the professional performance, contributions and accomplishments of each alumnus over a career expected to span over 30 years are of infinitely greater importance. This aspect of the value of any MBA programme will be realized only in the long run, and cannot be indicated by the first job or the first salary scale. One has to observe the long-term career paths, contributions and accomplishments of the alumni of various B-schools to gain a solid understanding of the relative worth of each programme. Wisdom demands that an MBA programme’s worth be judged only in the long run and not the immediate horizon.”

- Prof. L. S. Ganesh (Department of Management Studies, IIT Madras)

## For special attention

- 1) The proportion of DoMS, IIT Madras alumni who have earned formal recognition from their companies in the form of awards, special mentions, prizes, and promotions in their careers, even within the first year of their work, is very high. This is the best indicator of the value of our MBA programme.
- 2) The proportion of DoMS, IIT Madras alumni who have continued in their first job for more than 2 years is also very high. In a widespread situation of job-hopping, this is a good indicator of our alumni’s commitment to their companies.

QUIET EXCELLENCE DEMONSTRATED