

FMCG, BFSI, and IT/ITES making offers to the students. More than 35% of the students in Human Resources Management received PrePlacement Offers, thereby accentuating the quality of talent pool in this domain. Aditya Birla Group, Cipla, and Reliance Industries Limited recruited more than 15 students for their coveted HR leadership programs. Aon Hewitt, EY, and Mercer recruited for HR consulting roles. 35% of the students secured offers of more than 20 LPA with the highest CTC offered being 30 LPA.

### First Time Recruiters:

Accenture Strategy, Bajaj Finserv, Concentrix, General Motors, Gallup, Hinduja Group, i3 Consulting, Loginext Solutions, Mondelēz International, Oxigen, PayTm, PwC's PRTM, Ramco Systems, Siesta Hospitality, Spencer's Retail, Sprinklr, Syngenta Business Services, Tata Sky, The Chesapeake Group, Vaibhav Global, Welspun Group, Wrig Nanosystems recruited for the first time from MDI.

	PGPM	PGP-HRM	PGP-IM
No. of Students	237	61	35
No. of Companies	112	40	36
Average Compensation (INR LPA)	18.95	18.70	16.59
Highest Compensation (INR LPA)	32.10	30	30

### Expressing Gratitude:

We would like to express our gratitude to the Director, Dean as well as the entire faculty at MDI Gurgaon for their continued support and motivation. We are also indebted to our alumni for their guidance through interactive sessions and Alumni Talks that have helped the students gain an overview and practical perspective of the industry. We thank the industry for their continued interest in recruitment at MDI and we look forward to their support in the future as well. We are also grateful to the Prep Team for their efforts in guiding and motivating the students.



# Placement Report 2016



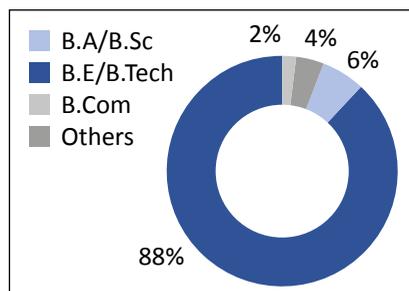
## Introduction:

MDI Gurgaon reinforced its position as one of the premier business schools in the country as it completed its Final Placements for the batch of 2014 – 2016 in 3.5 days. A total of 333 students participated in the placement process, with 237 students from the flagship PGPM course, 61 students from the PGP-HRM course, and 35 from the PGP-IM course. 106 students received Pre-Placement Offers either from their summer internship organizations or through various B-school competitions, hence, proving their mettle through high quality work. The regular recruiters at MDI reinforced their faith in the quality of talent by hiring in big numbers. This year witnessed a substantial increase of 35% in the number of companies confirming participation for the final placement process. The average CTC across the three courses saw a 13% increase over the previous year with the highest domestic CTC offered increasing by a remarkable 27.5% to INR 32.1 LPA. The placement season saw an overwhelming response from companies spanning across various functions such as Consulting, General Management, Finance, Strategy, Sales and Marketing, Operations, and Information Management. Reputed startups opened a gamut of profiles to leverage the talent pool at MDI Gurgaon. The stellar placements at MDI stands testament to the faith shown in its pedagogy, faculty, alumni and students by the stalwarts of the industry.

## Batch Profile:

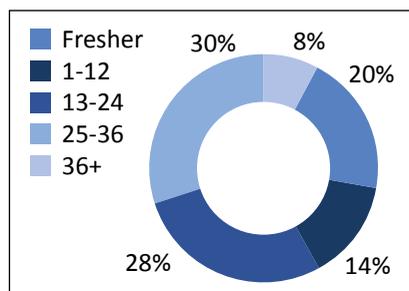
### Education

The Class of 2016 comprises of students from diverse academic backgrounds with more than 12% non-engineers. The batch had an eclectic mix of students from various specializations such as arts, commerce, science, psychology, journalism, and medicine.



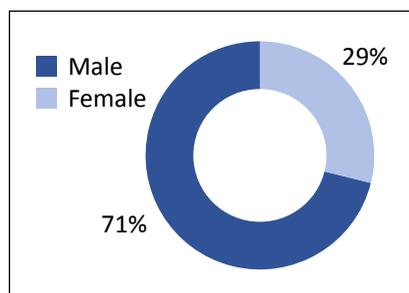
### Work Experience

The Class of 2016 encompasses a mix of students having extensive industry experience as well as fresh graduates who bring in new perspectives and innovative ideas to the classroom. The students have a prior work experience in various sectors, with Manufacturing, IT/ITES, BFSI, and Consulting being the most prominent ones. This diversity provides for an ideal bed of talent for recruitment.



### Gender Diversity

In keeping with industry trends, MDI Gurgaon always tries to maintain a healthy gender diversity in its class of aspiring leaders. This year witnessed a similar trend with 29% of the batch consisting of female students.



## Placements at a Glance:

### Sales and Marketing

This season saw a healthy mix of companies from different sectors such as FMCG/CD, E-commerce, Manufacturing, Pharmaceuticals, and BFSI, recruiting for their sales and marketing function. Major marketing firms such as Asian Paints, Colgate-Palmolive, Coca-Cola, Dabur, Hector Beverages, PepsiCo, and Reckitt Benckiser among others, offered Pre-Placement Offers to the students, with Dabur offering an international role. Companies such as L'Oréal and Reckitt Benckiser offered Pre-Placement Interviews to the students based on their outstanding performance in B-school competitions. This season also witnessed a number of new recruiters such as Paytm, Oxigen, Tata Sky, Shopclues, and Welspun.

### Finance

This year saw a substantial increase in the number of companies offering profiles to the students in Banking and Finance domain. Goldman Sachs, JP Morgan Chase, Langham Capital, and Nomura were the prominent recruiters that offered investment banking profiles with majority students securing Pre-Placement Offers. Bharti Axa and General Motors recruited for the first time for their finance divisions. Niche roles were offered by Private Equity firms such as India Alternatives. Regular recruiters such as American Express, Axis Bank, Citibank, Bank of America, HSBC, ICICI Bank, Standard Chartered, Synergy Consulting, and Yes Bank offered roles in Treasury, Corporate Banking, Project Finance, and Retail Banking and Wealth Management.

### General Management and Strategy

The General Management and Strategy domain saw a significant rise in the number of companies making offers. Regular recruiters such as Accenture Strategy and The Boston Consulting Group reaffirmed their faith in the quality of talent at MDI Gurgaon and made multiple offers. PwC's PRTM Management Consulting recruited for the first time for its management consulting profile. Firms such as Gallup that primarily recruit from Global Ivy League business schools participated in the final placement process, thereby reiterating the global stature of MDI Gurgaon. Stellium Inc. recruited for its niche Operations Consulting profile. Deloitte U.S. India and KPMG were major recruiters in strategy consulting domain, making a total of 23 offers. Hinduja Group recruited for the first time for its prestigious Hinduja Leadership Program. Airtel, Reliance Industries Ltd., Tata Communications, Syngenta Business Services, and Welspun were among others who offered business leadership roles.

### Operations/ IT/ Others

Hexaware Technologies and Ramco Systems recruited for the first time offering their much sought after IT leadership roles. Mondelēz International recruited after a brief hiatus. Adobe, Google, Sprinklr, McKinsey Digital Labs, and The Bain Capability Center offered their Product Management profile. E-commerce giants such as eBay, Snapdeal, and Shopclues among others, offered analytics roles to the students. Regular recruiters such as Maruti Suzuki India Limited and Tata Steel offered roles in Supply Chain Management.

### Human Resources

The rapidly emerging reputation of MDI Gurgaon for its Human Resources Management program was strikingly evident with companies across a multitude of sectors viz. Conglomerate, Consulting,