The Department of Management Studies has always produced some of the best managers of the country and this trend continued this year as well. A strong focus on the all round development of an individual, with industry connect and research at its core has been the main propeller of success for the students of this institution. Being a part of the IIT system, the students have always enjoyed a close connect with the latest developments in the industry which has helped our students in always staying ahead of the curve.

Thus on behalf of the department and the student fraternity I would like to thank all the recruiters and the alumni who have shown their confidence in the students and the department. I’m sure it would be a symbiotic and mutually fulfilling relationship for both.

With immense pleasure I would like to announce the successful completion of yet another year of summer placements for our students. The students bagged stellar profiles across sectors. Sales and Marketing, as well as Consulting, Analytics & Strategy were the most popular roles among the students and companies offered niche roles in these areas. Operations and IT/ITES were two other areas where the department saw a lot of traction. I am thankful to the industry as well as our alumni for the confidence that they have shown in our students.

I would like to congratulate our students as well as the placements committee for the results that they have achieved this year. It is because of their efforts that we have kept the flag of DMS-IIT Delhi flying high.
OVERVIEW

FINANCE

Finance emerged as a favored choice with 30% of the batch opting for this domain. Multiple offers were made by prestigious firms such as General Electric, Synergy Consulting Inc., Ernst & Young etc. Noteworthy Banks such as RBI, Yes Bank and HDFC Bank also recruited for multiple roles. Majority of the roles offered included FMP, project finance intern, TAS, current account management, retail banking, business development and financial consulting.

OPERATIONS

Operations continues to witness increasing participation in different domain. Catalog Management, Product Management, Account Management, Supply Chain consultant were offered to the batch from companies RB, Pernod Ricard, Amazon, Dabur, Maersk Line, Lenovo, JSPL, Lava, etc.

SALES AND MARKETING

Sales & Marketing received offers by regular recruiters such as National Instruments, IBM, Kone, etc. The domain also saw participation from first time recruiters such as Stryker, NIF, VLCC, Soulflower, Unicharm, etc. The offers in this domain were in the role of sales intern, marketing, Business development and market research.

IT, ANALYTICS & CONSULTING

IT, Analytics & Consulting saw regular recruiters such as Wipro, KPMG global services, Hitlab, etc. Brillio, Aricent, Salto Dee Fe, Salto Dee Fe, Astrum and CFLD participated for the first time in the placement season offering strategy intern, business development and consulting profile.
Placement Statistics

- **Batch Size**: 92
- **Average Work Experience**: 23 months
- **Increase in batch size**: 100%
- **No of Companies on Campus**: 40
- **Highest Stipend**: 4,00,000
- **Average Stipend Top 50%**: 1,45,434
- **Average Stipend**: 97,228

**Work Experience**
- Less than a year
- 1-2 Years
- 2-3 Years
- 3+ Years

**Educational Background**
- Civil Engineering (4%)
- Computer Science (18%)
- Chemical Engineering (1%)
- Electrical Engineering (6%)
- IT Engineering (5%)
- BA Hons. (3%)
- Mechanical Engineering (18%)
- B. Com Hons (4%)
- Industrial Engineering (2%)
- Electronic Engineering (22%)
- B.BS & BBA (2%)

**Career Options**
- Finance (30%)
- Operations (25%)
- Sales and Marketing (19%)
- IT/Analytics (13%)
- Consulting (13%)
MAJOR RECRUITERS

Reckitt Benckiser, Amazon, Dabur, IBM, YES BANK, GE, Pernod Ricard, Synergy Consulting, National Instruments, EY, KPMG, Jindal Steel & Power, Wipro, HDFC Bank, brillio, Lenovo, MAERSK, astrum, SALTO DEE FE, LAVA, DROEGE GROUP, KONE, YourNest, NIF, Reserve Bank of India, Soulflower, Aricent, Stryker, unicharm, Interrasystems, tradeindia.com, VLCC, National Skill Development Corporation, CFLD.
RANKINGS AND RECOGNITION

1st Management Category (PRC)
6th Management Category Overall
2nd Business and Management Category
3rd Business University
4th Management Category
5th B-School Ranking
6th Business School Ranking
AAA Grade
Education Futurist
8th Management Category
3rd Placement Performance
MESSAGE FROM
CORPORATE RELATIONS & PLACEMENT TEAM

"We express our sincere gratitude to the Head of the Department, Faculty Placement Coordinator and all the faculty at DMS, IIT Delhi for their persistent support, guidance and inspiration. We are also beholden to our alumni community for their continuous support through talks, guidance sessions and corporate engagements. Such events really helped the students gain deep insights about the industry. Most importantly we would like to thank the industry for their unceasing interest in recruitment at DMS and we look forward to strengthen these associations in the future."

Corporate Relations & Placement Team
Batch 2016 - 18

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