

**DEPARTMENT OF MANAGEMENT STUDIES**

**INDIAN INSTITUTE  
OF TECHNOLOGY  
DELHI**

**PLACEMENT  
REPORT**

**Class of 2016 -18**



**Summer  
Placement  
Report**

Department of Management Studies  
Indian Institute of Technology Delhi  
Vishwakarma Bhawan

# MESSAGE BOARD

Prof. M. P. Gupta



Head of Department

**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.

Dr. Sanjay Dhir



Placement Coordinator

**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

**40**

**No of Companies on Campus**

**4,00,000**

**Highest Stipend**

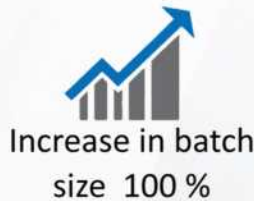
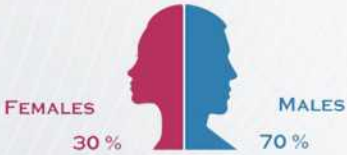
**1,45,434**

**Average Stipend Top 50 %**

**97,228**

**Average Stipend**

\* all figures in INR (2 months stipend)



Finance



Operations



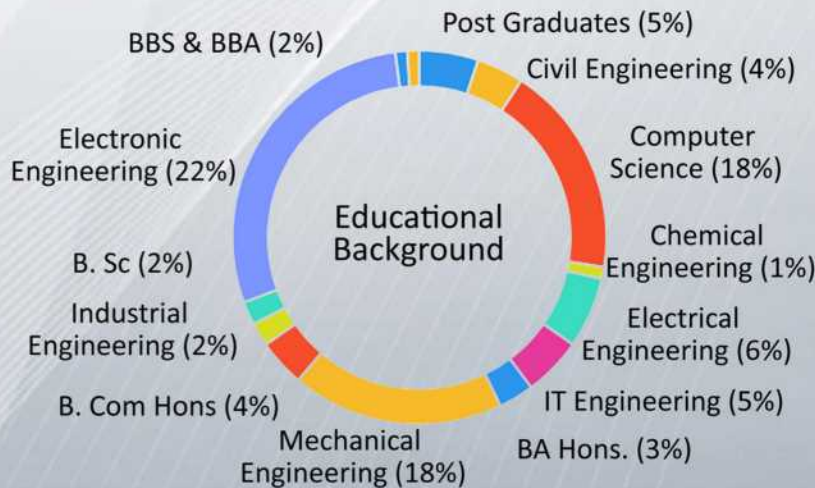
Sales and Marketing



IT/Analytics



Consulting





# MAJOR RECRUITERS



# RANKINGS AND RECOGNITION



National Institutional Ranking Framework  
Ministry of Human Resource Development  
Government of India

**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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