



MDI
GURGAON

Management
Development
Institute

MANAGEMENT DEVELOPMENT INSTITUTE

FINAL PLACEMENT REPORT

BATCH 2015 – 2017

FOREWORD

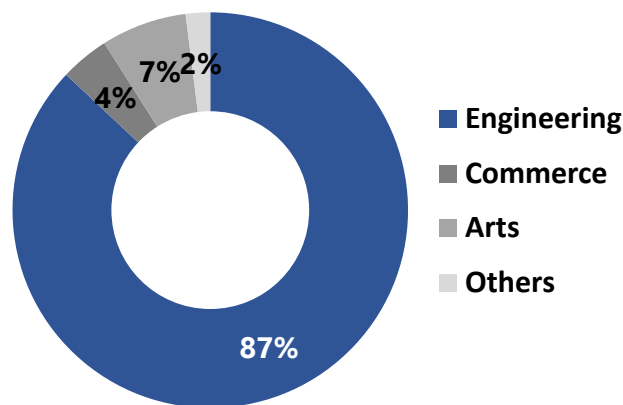
MDI Gurgaon stood out among the premier business schools in the country through its phenomenal Final Placements for the batch of 2015 – 2017. A total of 343 students participated in the placement process, with 238 students from the flagship PGPM course, 60 students from the PGP-HRM course and 45 from the PGP-IM course. MDI students have proved their mettle through their high quality performance by bagging a total of 100 Pre-Placement Offers either from their summer internship organizations or through various B-school competitions. The regular recruiters at MDI reinforced their faith in the quality of talent by opening more of their coveted roles, in addition to their regular roles on offer. A total of 143 companies confirmed participation for the final placement process. The average CTC across the three courses stood at INR 18.89 LPA with the highest domestic CTC being INR 28.74 LPA. 15 students have also bagged international offers across industries. Tolaram Group extended 4 international offers with the package of 55 LPA which is the highest overall CTC offered in this season. 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 HR. A plethora of startups also opened their niche profiles to leverage the talent pool at MDI Gurgaon. The stellar placements at MDI amidst the increasingly volatile economic scenario stand testimony to the faith shown by industry stalwarts in its pedagogy, faculty, alumni and students.



BATCH PROFILE

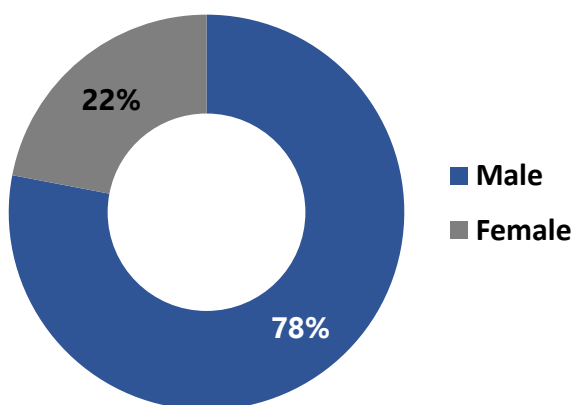
EDUCATION

Each year MDI lays emphasis on hosting a batch with students from various academic backgrounds. This year was no different with students enrolling from Arts, Commerce, Medicine, Psychology and Science domains.



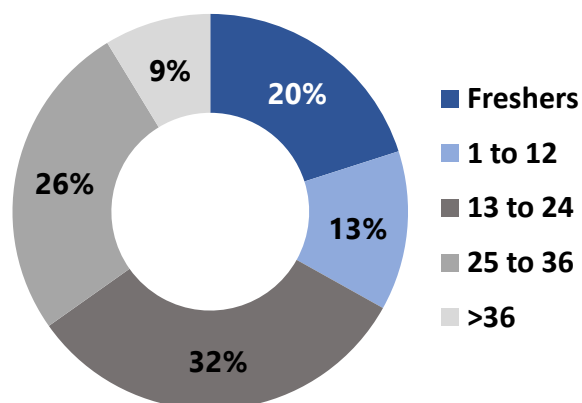
GENDER

In keeping pace with the latest industry trends, MDI Gurgaon strives to maintain a balanced gender ratio. 22% women enrolled in the PGP Programs for Class of 2017.



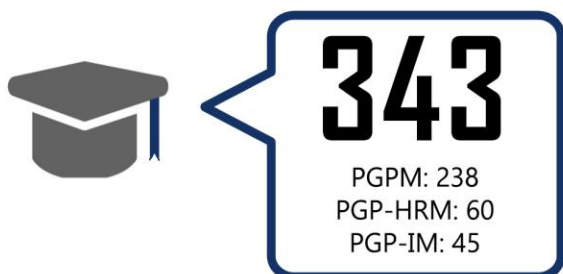
WORK EXPERIENCE

The Class of 2017 is a miscellany of freshers and experienced professionals. The mix of work experience across various sectors provides an ideal pool of talent to the industry for recruitment across various functions.

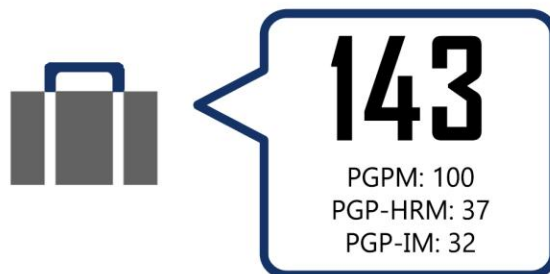


KEY HIGHLIGHTS

BATCH STRENGTH



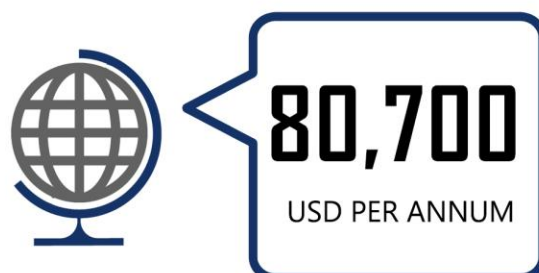
NUMBER OF COMPANIES



AVERAGE COMPENSATION OF THE BATCH



HIGHEST INTERNATIONAL COMPENSATION



HIGHEST DOMESTIC COMPENSATION



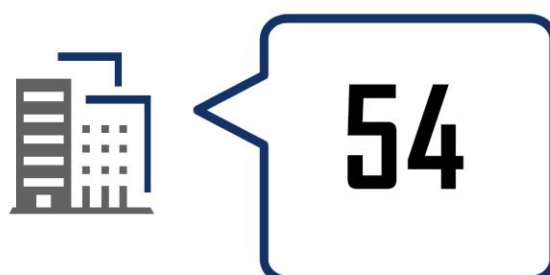
NUMBER OF PRE-PLACEMENT OFFERS



NUMBER OF INTERNATIONAL OFFERS



NUMBER OF NEW PARTICIPATING COMPANIES



PGPM

HIGHEST CTC

28.74

LPA

AVERAGE CTC

19.25

LPA

PGP-HRM

HIGHEST CTC

28.50

LPA

AVERAGE CTC

18.30

LPA

PGP-IM

HIGHEST CTC

24.57

LPA

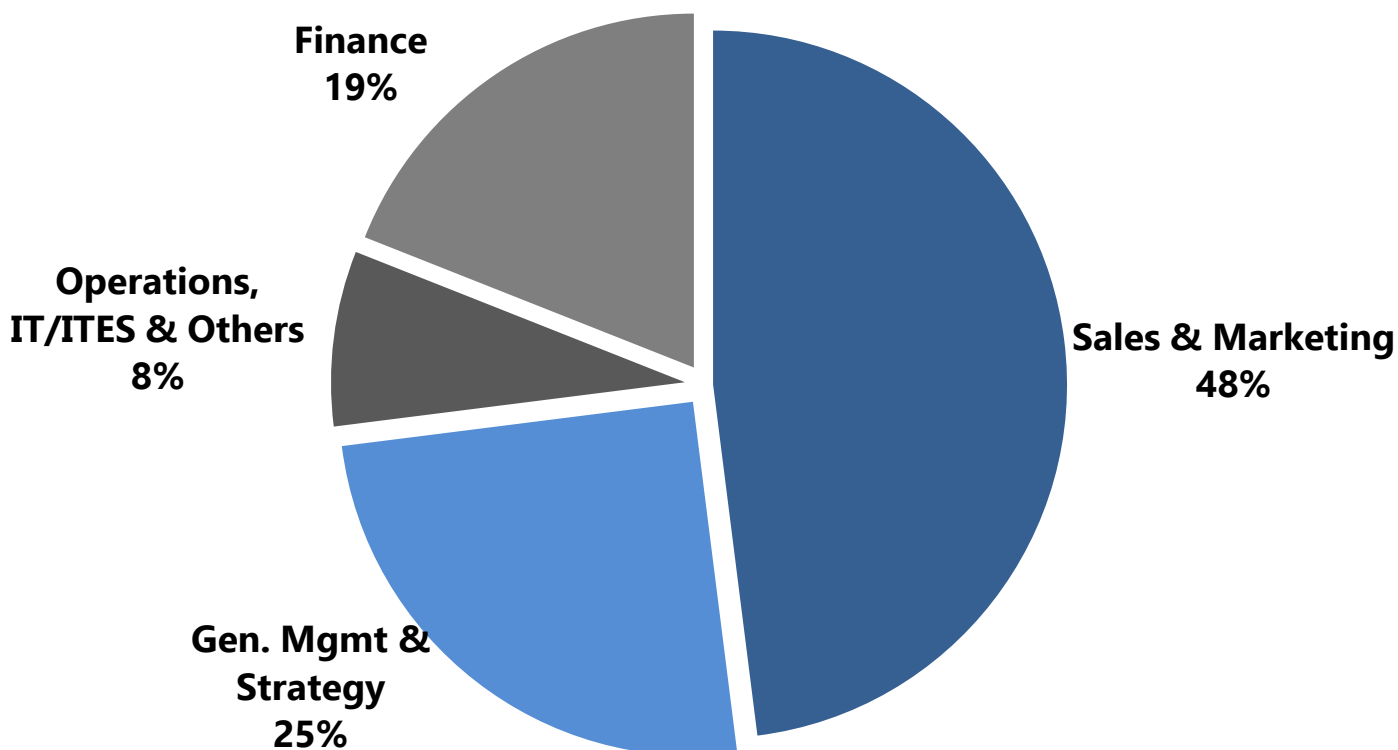
AVERAGE CTC

17.94

LPA

FUNCTION-WISE SPLIT

PGPM/PGP-IM



GENERAL MANAGEMENT & STRATEGY

There was a substantial increase in the number of companies visiting and offers made in the General Management and Strategy domain. Regular recruiters such as Deloitte US India and KPMG reaffirmed their faith in the quality of talent at MDI Gurgaon and made multiple offers. Hinduja Group and PwC's PRTM recruited for the second time in a row offering coveted roles. Infosys Consulting recruited for the first time for its management consulting profile. Mahindra & Mahindra rolled out offers for its prestigious GMC role. Stellium Inc recruited for its niche Operations Consulting profile. Rivigo and Tata Steel also offered roles in strategy domain. i3 Consulting, PwC, Tata Communications were among others who offered business leadership roles.

Accenture Strategy	Cognizant Business Consulting	Cube Highways	Deloitte US India
Dolcera	Genpact	Godrej Industries	Hinduja Group
i3 Consulting	Infosys Consulting	KPMG	Mahindra & Mahindra
Media.net	PBOPlus	PwC	PwC's PRTM
ReNew Power	Rivigo	Stellium Inc	Synergy Consulting
Tata Communications	Tata Steel	Wipro	

FINANCE

This year saw a good number of companies offering profiles in the Finance domain. Goldman Sachs, HSBC STG, JP Morgan Chase and Nomura were the prominent recruiters that offered investment banking profiles with majority students securing Pre-Placement Offers. CRISIL, ICRA and Trust Group recruited for the first time for their finance roles. Niche roles were offered by Private Equity firms such as The Chesapeake Group. Regular recruiters such as American Express, Axis Bank, Citibank, Bank of America, ICICI Bank, Religare, SBI Capital Markets, Standard Chartered, Yes Bank offered roles in Treasury, Corporate Banking, Project Finance, and Retail Banking and Wealth Management. Indus Valley Partners and Spandana Sphoorty also opened niche roles in the finance domain.

AB InBev	American Express	Axis Bank	Bank of America
Citibank	CRISIL	Goldman Sachs	HSBC STG
ICICI Bank	ICRA	Indus Valley Partners	JP Morgan Chase
KPMG	Manthan Advisors	Nomura	Religare
SBI Capital Markets	Spandana Sphoorty	Standard Chartered	The Chesapeake Group
TresVista	Trust Group	Wipro	Yes Bank

SALES & MARKETING

The season witnessed a salutary representation from over 80 companies offering roles across their sales and marketing functions. Renowned marketing firms such as Asian Paints, Castrol, Coca-Cola, Colgate-Palmolive, Dabur, ITC Ltd and PepsiCo among others re-instilled their faith in the students of MDI. GlaxoSmithKline CH and Eli Lilly offered prestigious roles in this domain for the first time. Students also received offers for international roles in companies like Johnson & Johnson – Dubai, Philips Lighting – Madrid and Tolaram Group renouncing their trust in MDI students. Reputed brands such as AB InBev, ABFRL, Bennett Coleman & Co Ltd, Godrej Industries, Paytm and Pidilite continued their strong association with MDI by offering multiple offers.

ABFRL	AB InBev	Airtel	AkzoNobel
Amplus Solar	Amway	Aricent	Asian Paints
Aviva	Axis Bank	Bennett Coleman & Co Ltd	Becton Dickinson
BT	Business Octane	Capillary Technologies	Castrol
Coca-Cola	Colgate-Palmolive	Crompton Greaves	Dabur
DHFL Pramerica	Dolcera	Eli Lilly	Godrej Industries
GlaxoSmithKline CH	HCCB	HCL Technologies	Hindware
HP Enterprise	HP Inc	ICICI Bank	ITC Ltd
Johnson & Johnson	JSW	Kohler	The Kraft Heinz Company
L&T Technology Services	Lava International	Maruti Suzuki	McKinsey Digital Labs
Next Education	Novartis	Paytm	PepsiCo
Philips Lighting	Pidilite	Raymond	RupeePower
SBI Card	Schneider Electric	Spencer's Retail	Sun Pharma
Tata Communications	Tata Power	Tata Sky	Tata Steel
Times OOH	Tolaram Group	Vedanta	Vodafone
Whirlpool	Wipro		

OPERATIONS, IT/ITES & OTHERS

Google, McKinsey Digital Labs and Sprinklr pronounced their trust in MDI by offering niche roles in the respective domains. Microland recruited for the first time offering their much sought after New Generation Management Cadre program. Regular recruiters like Larsen & Toubro and Tata Motors offered roles in operations for the first time.

Accenture	Aricent	Aviva	Bristlecone
Cairn India	Capillary Technologies	Citibank	Directi
EY	Google	HCL Infosystems	HCL Technologies
IBM	Larsen & Toubro	MAQ Software	McKinsey Digital Labs
Microland	Sprinklr	Stellium Inc	Tata Motors
Tata Sky	The Manipal Group	Wipro	

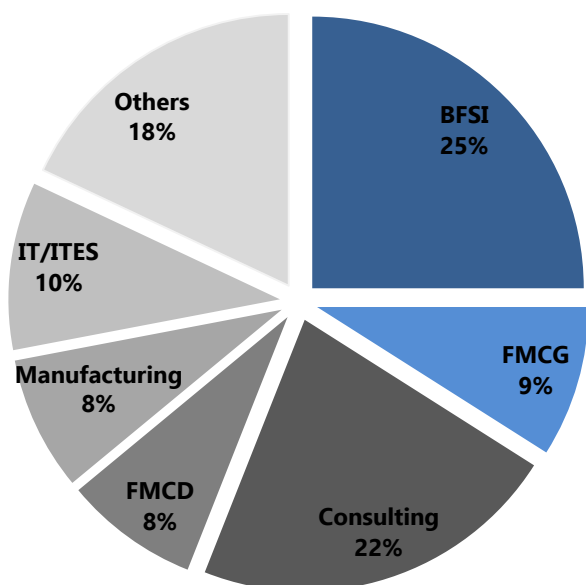
HUMAN RESOURCES

The rapidly emerging reputation of MDI Gurgaon for its Human Resources Management program was renounced by companies across a multitude of sectors viz. Conglomerate, Consulting, FMCG, BFSI, and IT/ITES making offers to the students. Companies like AB InBev, Aditya Birla Group, Airtel, ITC Ltd extended Pre-Placement Offers in Human Resources Management, thereby reaffirming their confidence in the quality of talent pool in this domain. Airtel, Godrej Industries, Pernod Ricard and Reliance Industries Limited recruited for their coveted HR leadership programs. EY, Mercer and Willis Towers Watson recruited for HR consulting roles. Amazon also recruited for their prestigious leadership program offering the highest package in this domain. D.E. Shaw & Co., Ericsson, Marico and Nestlé were some of the other companies which also participated in the placement process.

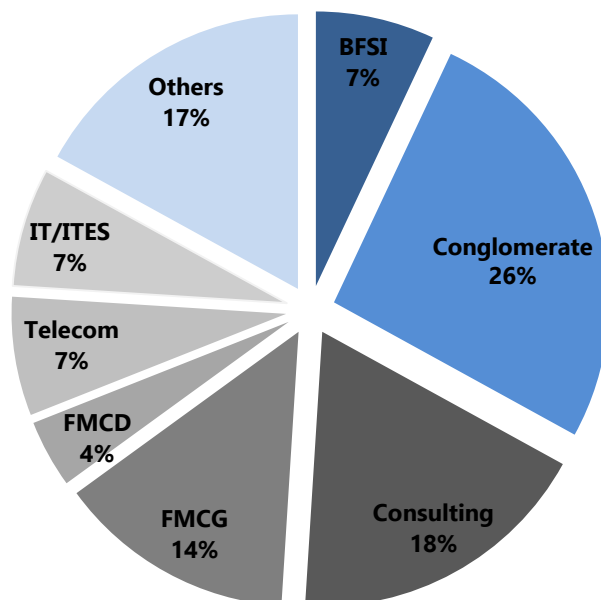
AB InBev	Aditya Birla Group	Airtel	Amazon
Amway	Aon Hewitt	Axis Bank	Bajaj Corp
Bennett Coleman & Co Ltd	Capgemini	Cognizant Business Consulting	D.E. Shaw & Co
DHFL Pramerica	Ericsson	EY	Godrej Industries
Hexaware	IBM	ICICI Bank	ITC Ltd
Marico	Marks & Spencer	Maruti Suzuki	MAQ Software
Mercer	Michael Page	Nestlé	Next Education
People Matters	Pernod Ricard	Pidilite	Reliance Industries
Religare	ITES	Rivigo	RPG Group
Silverpeople	Tata Communications	Tata Power	Tata Steel
Tech Mahindra	Vedanta	Willis Towers Watson	

SECTOR-WISE SPLIT

PGPM/PGP-IM



PGP-HRM



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 endless motivation. We are also honor-bound to our alumni for their guidance by means of 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 continued support in the future as well. We are also grateful to the Prep Team for their efforts in guiding and motivating the students.

PLACEMENT COMMITTEE



Prof. Kanwal Kapil
Chairperson, Placements
MDI Gurgaon



Prof. Vibhava Srivastava
Co-ordinator, Placements
MDI Gurgaon

