

IIM UDAIPUR

Indian Institute of Management Udaipur



Final Placement Report 2012-14

Audited Version

Indian Institute of Management Udaipur
Polymer Science Building,
Mohan Lal Sukhadia University, Udaipur 313001, Rajasthan
placecomm@iimu.ac.in | www.iimu.ac.in



Release Date:
Wednesday,
31st May 2014

SORAB S. ENGINEER & CO. (Regd.)
CHARTERED ACCOUNTANTS

TELEPHONE : 2658 4304
FAX : (079) 2658 9710
EMAIL : sseahm@hotmail.com
WEB : www.sseco.in



909, ATMA HOUSE,
OPP. RESERVE BANK OF INDIA,
ASHRAM ROAD,
AHMEDABAD-380 009.

July 31, 2014

To
Director
Indian Institute of Management Udaipur
Udaipur

Dear Sir,

Re:Audit of Placement Report of 2012-14 the Post Graduate Program in Management (PGP)

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of 2012-14 batch of the Post Graduate Program (PGP) of Indian Institute of Management, Udaipur ("IIMU"). The Report is the responsibility of IIMU. Our responsibility is to validate the information provided in the Report with the relevant documentation and comment on the Report's conformance with the Indian Placement Reporting Standards, Revision 2.1 (IPRS).

In this context, we confirm the following:

1. For the purpose of audit, we have obtained all the information and explanations, which to the best of our knowledge and belief were necessary. In our opinion, the Report complies with the IPRS.
2. The validation of information presented in the Report is based on communication received by IIMU from recruiting companies. We have not independently sourced any information or documentation.
3. We have verified the information with respect to remuneration presented in the Report with communication received from recruiters. Information regarding compensation received from individual students has not been used.
4. The information has been categorized as best as possible under different salary heads as given in the IPRS. Where a breakup was not available, the salary has been considered only as "Maximum Earning Potential"

For **Sorab S Engineer & Co.**
Firm Registration No. 110417W
Chartered Accountants

Chokshi Shreyas B.

CA. Chokshi Shreyas B.
Partner
Membership No. 100892



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A. Overview

Indian Institute of Management Udaipur started the final placement process for the “Class of 2014” on a rolling basis from November 2013. A total of 52 companies have participated in the final placement process, offering a wide variety of new, niche and regular roles spanning across Finance, Consulting, Sales and Marketing, Operations, Analytics, IT, HR, Business Development and General Management. This year’s placement process has so far seen an overwhelming response from new recruiters such as **Cognizant, Accenture, Dell International, EY, Godrej & Boyce, MindTree, Titan Industries** etc., to name a few. Regular recruiters like **GE India, ICICI Bank, YES Bank, Bajaj Auto, Quikr, Genpact, BPCL, Crompton Greaves and Mother Dairy** continued their association with the institute. ICICI bank was the largest recruiter, hiring a total of 8 students from campus. Cognizant, a first time recruiter, was the second largest recruiter hiring a total of 6 students. In terms of the highest domestic offer on campus, GE India emerged as our biggest recruiter for this year’s placement process, followed by Bharat Petroleum Corporation Limited. All in all, this year saw Industry reposing enhanced confidence and trust in the quality of our students, which is palpable by the sheer number of students hired by various organizations and the offers made on campus. IIM Udaipur, in return, would continue to strengthen its relationship with organizations world over by providing quality education to its students, making them corporate ready and assisting them in being better human beings and better individuals.

IIM Udaipur is signatory to Indian Placement Reporting Standards (IPRS), as laid down by IIM Ahmedabad and followed by a number of Management Institutes in India. We are the third IIM to adopt IPRS and that too from the time of our first batch passing out. Under IPRS, we strive, and are bound, to report Placement/Recruitment details with utmost transparency and clarity. This report has been externally audited and hence stands testimony of an external legal entity.

a) Pre-Placement Offers:

A number of companies reinstated their faith in IIM Udaipur during final placements this year. The confidence was evident with six students receiving pre-placement offers, emphasizing the importance with which summer internships are treated by the companies as well as the performance of the students of IIM Udaipur. With an increase in batch size and our continued association with corporates, the number of PPO are expected to go up in the coming years.

b) Domain-Wise analysis:

Finance- Three Pre-placement offers were accepted in the finance domain. Two pre-placement offers were made by ICICI bank, which also recruited six more students through the on-campus interviews, making it the largest recruiter on campus. The third pre-placement offer was made by GE India in FMP role. Management Trainee roles were offered by companies like Aranca.

Sales and Marketing- With highest number of offers being made, Sales & Marketing continued to be the major choice of students as well as recruiters covering 35% of the batch under this domain. Two International offers were made by EMEL group in this domain. Firms like Bajaj Auto, BPCL, Crompton Greaves, Dalmia Cements, Nucleus Software, Yes Bank, Titan Industries, Wipro, etc. offered a variety of roles like Brand Management, B2B Marketing and Value Sales.

Operations/Supply Chain- Healthcare/ Pharmaceutical companies showed a keen interest in our placement process this year by offering a variety of roles in Operations/Supply Chain. Some prominent recruiters included Accenture, Manipal Hospitals, Mewar Hospital, Infosys BPO, Mother Dairy, Nucleus Software, and Wipro.

Consulting- The Consulting domain attracted a good number of participants from the batch and emerged as a function of choice. This year saw a remarkable increase in the number of consulting companies participating in the recruitment process at IIM Udaipur. EY led the way by offering roles of Consultant and Associate Consultant. Catallyst Constellations, Dell International, Infosys BPO, JDA Software, Max Life Insurance,

Mindtree, Talisma Corporation Pvt. Ltd. and Quikr provided various roles in E-commerce, Finance and IT consulting.

HR- Rajasthan Electronics & Instruments Limited recruited for role in Human Resources.

Business Development- Cognizant, a new recruiter to the campus this year, displayed immense confidence in the students of IIM Udaipur, and ended up being one of the biggest recruiters from the campus this year. Cognizant hired 6 students for the business development role. Max Life Insurance also recruited one student under this domain.

General Management- Future Supply Chain offered a role under this category. The student, under this role, would be given an opportunity to work across functions in the organization.

Leadership Development Program- Continuing its relationship with IIM Udaipur, CSS Corp offered its unique and flagship profile of Management Associate under the Leadership Development Program this year. An international offer was made in the Leadership role by NMC Healthcare with a profile of Executive Assistant to the CEO.

Entrepreneurship – The road less taken

Two students opted out of the placement process to pursue opportunities as entrepreneurs with the support of the Entrepreneurial Development Committee (EDC), IIM Udaipur. The start-up is in the Food Processing industry that would involve manufacturing, packaging and marketing of the product(s). With the constant encouragement of Director Janat Shah to promote entrepreneurship, this is the institute's first entrepreneurial venture.

B. Placement details as per IPRS

The entire batch of 98 students was eligible for sitting in the Final Placements.

1. Classification of the entire placement pool

Categories	Number of students
1. Sought placement through the institute	
1a. Students placed via campus generated opportunities	86
1b. Students not placed via campus generated opportunities	3
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	2
2e. Returning to / joining family business	1
2f. Sought placement outside the campus placement process	6
2g. Did not seek placements for other reasons	0
Total graduates	98

Table 1: Classification of entire placement pool



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2. Classification Based on Sectors

Sector	No. of Offers accepted
Information Technology (IT)	34
Banking, Financial Services and Insurance(BFSI)	17
Consumer Goods(FMCG)	5
Manufacturing	5
Consulting/ Analytics	5
Pharmaceuticals/ Healthcare	4
Refineries/Petro- Product	4
Automobile	3
E-Retail/Commerce	3
Heavy Electrical Equipment	3
Logistics	3
Real Estate	3
Others (Education, Travel & Tourism and Energy Solutions)	3
Total	92

Table 2: Classification based on sectors

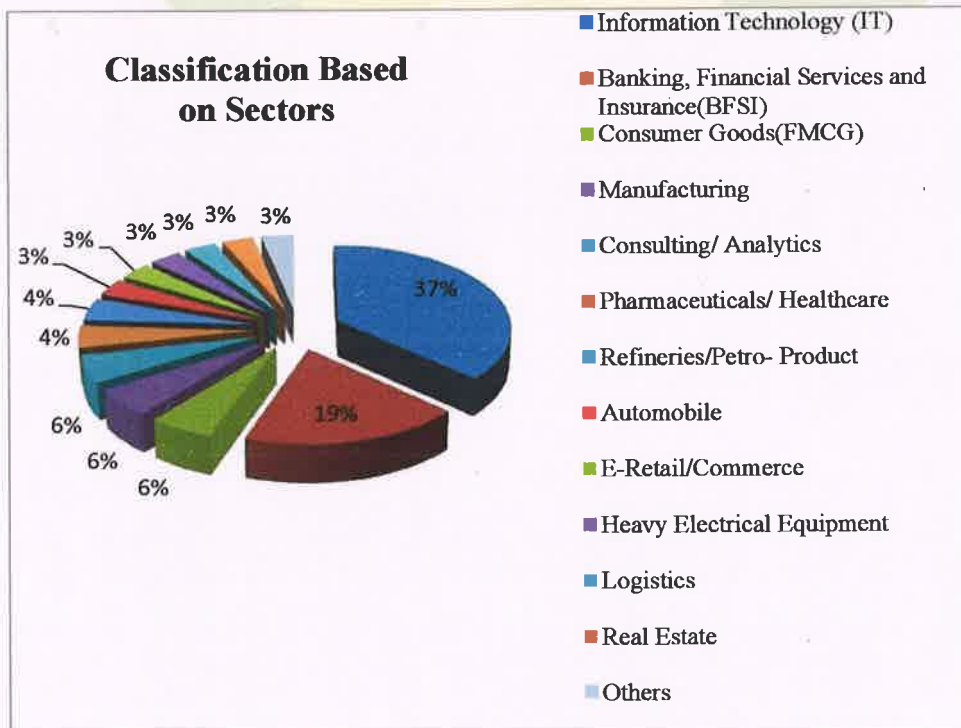


Figure 1: Classification based on sectors



3. Classification Based on Functions

Function	No. of offers accepted
Analytics	4
Consulting	11
Finance	4
Human Resource	1
Marketing	46
Operations/Supply Chain	15
Others (Leadership Development Program, General Management, Strategy and Product Management)	11
Total	92

Table 3: Classification based on functions

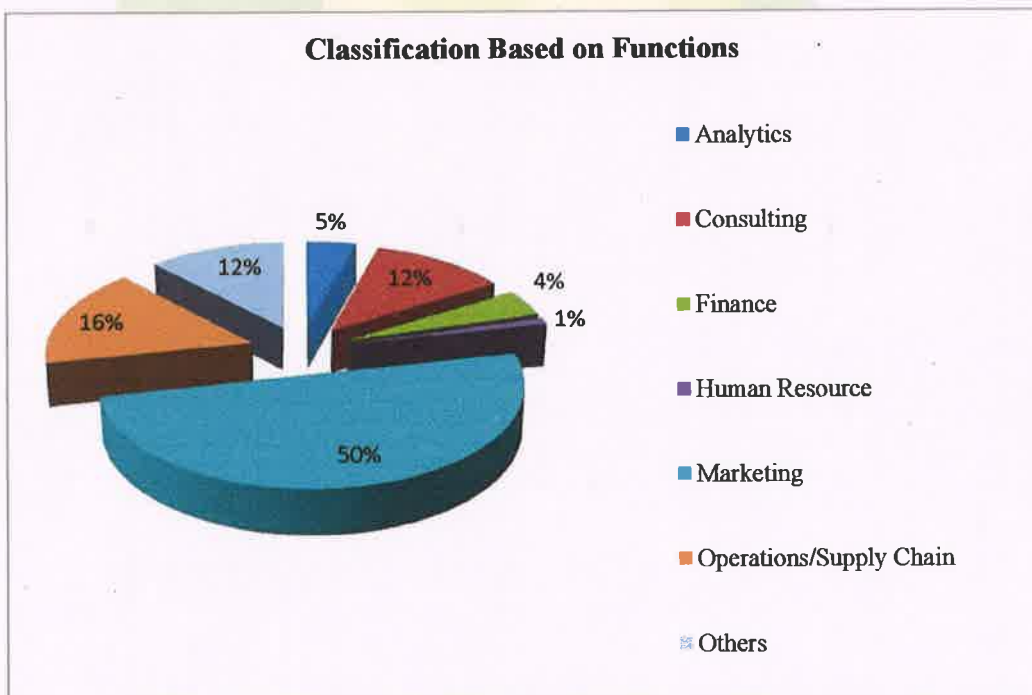


Figure 2: Classification based on functions



4. Classification Based on Location

4.1 Classification based on Locations (Global)

Locations	No. of offers accepted
India	89
Africa	2
Rest of Asia	1

Table 4.1: Classification based on Global Locations

4.2 Classification based on Locations within India

Indian Locations	No. of offers accepted
Bangalore	20
NCR-Delhi	18
Mumbai	14
Chennai	7
Pune	7
Hyderabad	2
Jaipur	6
Rest of India	15
Total	89

Table 4.2: Classification based on Indian Locations



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5. Salary Data

Note:

1. The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified.
2. All international placements related data is expressed in USD, and the rate considered for conversion are as under
 - a. 1USD = 3.670 AED
 - b. 1USD = 166.667 Nigerian Naira

5.1 Salary head – Domestic Offers (INR)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	96,000	540,000	300,000	289,768	76
B. Additional guaranteed cash components	169,220	1,089,626	610,652	596,247	76
C. One-time Cash Payments	50,000	150,000	75,000	92,857	14
D. Total guaranteed cash payments	350,000	1,438,826	865,000	887,309	88
E. Maximum Earning Potential (including non-cash, long term and performance linked components)	400,000	1,525,000	1,001,296	994,662	88

Table 5.1: Classification of salary heads - domestic

5.2 Salary heads – International Offers (USD)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	11,445	11,445	11,445	11,445	1
B. Additional guaranteed cash components	34,335	34,335	34,335	34,335	1
C. One-time Cash Payments	-	-	-	-	0
D. Total guaranteed cash payments	44,200	45,780	44,200	44,727	3
E. Maximum Earning Potential (including non-cash, long term and performance linked components)	44,200	45,780	44,200	44,727	3

Table 5.2: Classification of salary heads – International



5.3 Salary Statistics at purchasing power parity (PPP)

Salary in USD at PPP	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	14,589	59,976	36,998	37,604	88
Non-INR salary (Total guaranteed cash component)	53,922	62,222	53,922	56,689	3
Overall salaries (Total guaranteed cash component)	14,589	62,222	37,516	38,233	91
INR salary (Maximum Earning Potential)	16,674	63,568	41,780	41,904	88
Non-INR salary (Maximum Earning Potential)	53,922	62,222	53,922	56,689	3
Overall salaries (Maximum Earning Potential)	16,674	63,568	41,780	42,392	91

Table 5.3: Salary Statistics at purchasing power parity

Note: The latest available PPP has been referred from <http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>.

5.4 Classification of salary based on sector – Domestic (INR)

Base Salary					
Sectors	Min	Max	Median	Mean	Data
Information Technology (IT)	200,003	420,000	331,350	306,927	32
Banking, Financial Services and Insurance(BFSI)	255,000	490,000	300,000	321,590	15
Consumer Goods(FMCG)	162,000	400,000	400,000	320,667	3
Manufacturing	183,900	300,000	247,500	244,725	4
Consulting/ Analytics	180,780	332,400	233,520	248,900	3
Pharmaceuticals/ Healthcare	42,000	501,000	271,500	271,500	2
Refineries/Petro- Product	349,200	349,200	349,200	349,200	4
Automobile	136,800	136,800	136,800	136,800	3
E-Retail/Commerce	540,000	540,000	540,000	540,000	1
Heavy Electrical Equipment	252,000	252,000	252,000	252,000	3
Logistics	96,000	96,000	96,000	96,000	3
Real Estate	282,000	282,000	282,000	282,000	3
Others	396,000	396,000	396,000	396,000	1

Table 5.4.1: Classification of base salary based on sector – Domestic



Additional Guaranteed Cash Components					
Sectors	Min	Max	Median	Mean	Data
Information Technology (IT)	199,997	785,171	626,402	588,935	32
Banking, Financial Services and Insurance(BFSI)	420,189	830,196	735,000	682,756	15
Consumer Goods(FMCG)	400,000	580,432	400,000	460,144	3
Manufacturing	451,284	553,416	497,230	499,790	4
Consulting/ Analytics	169,220	549,580	404,183	374,328	3
Pharmaceuticals/ Healthcare	126,000	240,000	183,000	183,000	2
Refineries/Petro- Product	1,089,626	1,089,626	1,089,626	1,089,626	4
Automobile	650,496	650,496	650,496	650,496	3
E-Retail/Commerce	660,000	660,000	660,000	660,000	1
Heavy Electrical Equipment	959,829	959,829	959,829	959,829	3
Logistics	320,814	320,814	320,814	320,814	3
Real Estate	315,764	315,764	315,764	315,764	3
Others	604,000	604,000	604,000	604,000	1

Table 5.4.2: Classification of Additional Guaranteed Cash Component based on sector – Domestic

One Time Cash Payments					
Sectors	Min	Max	Median	Mean	Data
Information Technology (IT)	75,000	75,000	75,000	75,000	6
Manufacturing	100,000	150,000	125,000	125,000	6
Banking, Financial Services and Insurance(BFSI)	50,000	50,000	50,000	50,000	2

Table 5.4.3: Classification of One-time Cash Payments based on sector – Domestic



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Maximum Earning potentials					
Sectors	Min	Max	Median	Mean	Data
Information Technology (IT)	500,000	1,375,000	1,015,008	1,027,481	34
Banking, Financial Services and Insurance(BFSI)	880,000	1,525,000	1,201,080	1,169,763	17
Consumer Goods(FMCG)	800,000	926,452	842,151	800,000	3
Manufacturing	420,000	1,003,076	800,316	775,294	5
Consulting/ Analytics	400,000	1,000,000	760,000	732,041	5
Pharmaceuticals/ Healthcare	741,000	900,000	820,500	820,500	2
Refineries/Petro- Product	1,470,482	1,470,482	1,470,482	1,470,482	4
Automobile	1,002,296	1,002,296	1,002,296	1,002,296	3
E-Retail/Commerce	800,000	1,320,000	800,000	973,333	3
Heavy Electrical Equipment	1,329,029	1,329,029	1,329,029	1,329,029	3
Logistics	550,000	550,000	550,000	550,000	3
Real Estate	600,921	600,921	600,921	600,921	3
Others	592,044	1,200,000	900,000	897,348	3

Table 5.4.4: Classification of Maximum Earning Potentials based on sector – Domestic

5.5 Classification of salary based on function – Domestic (INR)

Base Salary					
Function	Min	Max	Median	Mean	Data
Analytics	332,400	402,778	363,192	365,391	4
Consulting	180,780	352,500	255,000	267,675	9
Finance	324,000	490,000	330,000	381,333	3
Human Resource	-	-	-	-	0
Marketing	136,800	420,000	291,000	281,803	40
Operations/Supply Chain	294,811	501,000	355,250	370,221	11
Others	96,000	540,000	229,500	232,000	9

Table 5.5.1: Classification of base salary based on function – Domestic



Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
Analytics	549,580	671,874	636,808	623,768	4
Consulting	169,220	705,000	498,180	521,323	9
Finance	735,000	818,196	780,072	777,756	3
Human Resource	-	-	-	-	0
Marketing	199,997	1,089,626	650,496	659,040	40
Operations/Supply Chain	240,000	705,000	502,377	494,233	11
Others	320,814	782,196	604,000	541,626	9

Table 5.5.2: Classification of Additional Guaranteed Cash Component based on function – Domestic

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
Analytics	-	-	-	-	0
Consulting	100,000	100,000	100,000	100,000	1
Finance	100,000	100,000	100,000	100,000	1
Human Resource	-	-	-	-	0
Marketing	50,000	75,000	75,000	68,750	8
Operations/Supply Chain	150,000	150,000	150,000	150,000	3
Others	100,000	100,000	100,000	100,000	1

Table 5.5.3: Classification of One-time Cash Payments based on function – Domestic

Maximum Earning potentials					
Function	Min	Max	Median	Mean	Data
Analytics	1,000,000	1,125,000	1,000,000	1,031,250	4
Consulting	400,000	1,175,000	800,810	873,047	11
Finance	880,000	1,525,000	1,276,134	1,239,317	4
Human Resource	592,044	592,044	592,044	592,044	1
Marketing	500,000	1,470,482	1,015,008	1,055,685	44
Operations/Supply Chain	741,000	1,240,000	1,045,000	1,017,692	13
Others	420,000	1,320,000	920,000	864,291	11

Table 5.5.4: Classification of Maximum Earning potentials based on function – Domestic



5.6 Classification of salary based on sector – International (USD)

Base Salary					
Sectors	Min	Max	Median	Mean	Data
Consumer Goods(FMCG)	-	-	-	-	0
Pharmaceuticals/ Healthcare	11,445	11,445	11,445	11,445	1

Table 5.6.1: Classification of base salary based on sector – International

Additional Guaranteed Cash Components					
Sectors	Min	Max	Median	Mean	Data
Consumer Goods(FMCG)	-	-	-	-	0
Pharmaceuticals/ Healthcare	34,335	34,335	34,335	34,335	1

Table 5.6.2: Classification of Additional Guaranteed Cash Component based on sector – International

One Time Cash Payments					
Sectors	Min	Max	Median	Mean	Data
Consumer Goods(FMCG)	-	-	-	-	0
Pharmaceuticals/ Healthcare	-	-	-	-	0

Table 5.6.3: Classification of One-time Cash Payments based on sector – International

Maximum Earning Potentials					
Sectors	Min	Max	Median	Mean	Data
Consumer Goods(FMCG)	44,200	44,200	44,200	44,200	2
Pharmaceuticals/ Healthcare	45,780	45,780	45,780	45,780	1

Table 5.6.3: Classification of One-time Cash Payments based on sector – International



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5.7 Classification of salary based on function– International (USD)

Base Salary					
Function	Min	Max	Median	Mean	Data
Operation	11,445	11,445	11,445	11,445	1
Marketing	-	-	-	-	0

Table 5.7.1: Classification of base salary based on function – International

Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
Operation	34,335	34,335	34,335	34,335	1
Marketing	-	-	-	-	0

Table 5.7.2: Classification of Additional Guaranteed Cash Component based on function – International

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
Operation	-	-	-	-	0
Marketing / Sales	-	-	-	-	0

Table 5.7.3: Classification of One-time Cash Payments based on function – International

Maximum Earning Potentials					
Function	Min	Max	Median	Mean	Data
Operation	44,200	44,200	44,200	44,200	2
Marketing / Sales	45,780	45,780	45,780	45,780	1

Table 5.7.4: Classification of Maximum Earning Potentials based on function – International



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5.8.2 Indian Locations (in INR)

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	200,004	402,778	315,000	313,135	18
NCR-Delhi	200,003	490,000	330,000	304,177	15
Mumbai	96,000	540,000	162,000	261,323	13
Chennai	195,000	393,900	229,500	283,114	7
Pune	136,800	420,000	337,500	329,400	7
Hyderabad	304,764	330,000	317,382	317,382	2
Jaipur	183,900	351,415	294,811	276,709	3
Rest of India	136,800	501,000	252,000	281,673	11

Table 5.8.2.1: Classification of base salary within India

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	315,764	705,000	518,065	531,420	18
NCR-Delhi	199,997	818,196	534,796	554,194	15
Mumbai	320,814	1,089,626	580,432	693,754	13
Chennai	451,284	732,072	635,500	645,794	7
Pune	549,580	780,000	675,000	672,640	7
Hyderabad	457,141	782,196	619,669	619,669	2
Jaipur	420,189	553,416	515,585	496,397	3
Rest of India	169,220	1,089,626	650,496	667,109	11

Table 5.8.2.2: Classification of Additional Guaranteed Cash Component within India

One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	50,000	50,000	50,000	50,000	2
NCR-Delhi	100,000	150,000	100,000	112,500	4
Mumbai	-	-	-	-	0
Chennai	75,000	75,000	75,000	75,000	2
Pune	75,000	75,000	75,000	75,000	3
Hyderabad	-	-	-	-	0
Jaipur	150,000	150,000	150,000	150,000	2
Rest of India	75,000	75,000	75,000	75,000	1

Table 5.8.2.3: Classification of One-time Cash Payments within India



Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	600,921	1,240,000	1,009,042	973,947	20
NCR-Delhi	500,000	1,525,000	937,500	975,849	18
Mumbai	550,000	1,470,482	1,201,080	1,062,244	14
Chennai	650,004	1,300,000	971,240	1,045,511	7
Pune	1,000,000	1,375,000	1,125,004	1,157,471	7
Hyderabad	800,810	1,262,196	1,031,503	1,031,503	2
Jaipur	592,044	1,202,000	800,158	864,893	6
Rest of India	400,000	1,470,482	951,148	991,162	14

Table 5.8.2.4: Classification of Maximum Earning Potentials within India

For Sorab S Engineer & Co.
Firm Registration No. 110417W
Chartered Accountants

Chokshi Shreyas B.

CA. Chokshi Shreyas B.
Partner
Membership No. 100892



For Indian Institute of
Management- Udaipur

Shabbir
Authorised Person

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Companies extending offers in Final placements 2012-14

Accenture	Max Life Insurance
Aranca	Mewar Hospital
Bajaj Auto Ltd.	Mindtree Ltd.
BPCL	Monk Consulting Pvt. Ltd.
Catalyst Constellations	Mother Dairy
Cognizant	NEI Ltd.
Crompton Greaves Ltd.	NMC Healthcare
CSS Corp	Novire Technologies
Dalmia Cement Bharat Ltd.	Nucleus Software
daVizta India Pvt. Ltd.	Pristine Edutronics
Dell International Services Pvt. Ltd.	Puravankara Projects Ltd.
eInfochips Ltd.	Quikr India Pvt. Ltd.
EMEI Enterprises Ltd.	Rajasthan Electronics & Instruments Ltd.
EY	Resonance Eduventures Pvt. Ltd.
Future Supply Chain	Talisma Corporation Pvt. Ltd.
GE India Industrial Pvt. Ltd.	TaxiForSure
Genpact	Titan Company Ltd.
Godrej & Boyce	Vaibhav Global Ltd.
HCL	Wipro Infotech
ICICI Bank Ltd.	Yes Bank
Infosys BPO	Visa Steel
Manipal Hospitals	

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The Placement Team

Shabbir Husain

Manager, Corporate Relations
shabbir.husain@iimu.ac.in
+91-9649473950

Kavita Chotrani

Placement Officer
kavita.chotrani@iimu.ac.in
+91-9983066656

Student Placement Committee

Juhi Panchal

juhi.panchal@iimu.ac.in
+91-9660892023

Rahul Verma

rahul.verma@iimu.ac.in
+91-7742323297

Richa Sharma

richa.sharma@iimu.ac.in
+91-9602333408

Ritu Singh

ritu.singh@iimu.ac.in
+91-7742317734

Sameer Hasan

sameer.hasan@iimu.ac.in
+91-9602333713