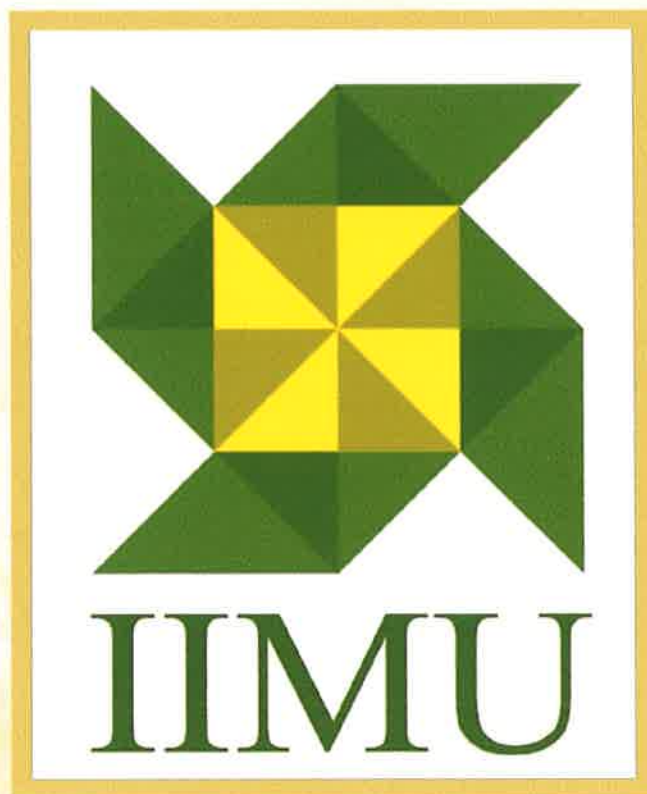


# Indian Institute of Management Udaipur



Summer Placement Report 2013-14

(Audited Version)

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## BATCH OF 2013-15



IIMU

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May 13, 2014

To  
Director  
Indian Institute of Management Udaipur  
Udaipur

We hereby certify the attached Summer Placement Report of the Post Graduate Programme (PGP) – Batch 2013-15 of **INDIAN INSTITUTE OF MANAGEMENT UDAIPUR (IIM-U)**. The Placement Report is the responsibility of IIM-U. Our responsibility is to validate the information provided in the report with the relevant documents. The Placement Report is prepared in accordance with the Indian Placement Reporting Standards, revision 2.1 (Refer Annexure Attached).

We have obtained all information and explanations which to the best of our knowledge and belief were necessary for the purpose and we would further bring to your notice the following points.

1. The Report is based on the information and explanation provided by IIM-U which includes copies of Placement Letters given by the recruiters, copies of Mails and other such communications received by IIM-U in relation to the Placement.
2. The Validation of the information in relied upon by us.
3. We have verified the information with respect to Job Function, Locations and Stipends mentioned in the communications received from recruiters. In cases where some relevant information was not available at the time of recruitment, we have relied upon the information received from individual students post recruitment.

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

*Chokshi Shreyas B.*

CA. Chokshi Shreyas B.  
Partner  
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## Overview

Indian Institute of Management, Udaipur, takes great honor in announcing the successful completion of the Summer Placements 2013-14. The institute once again takes pride in 100% summer placements in spite of 11% increase in batch size. This season saw participation of several reputed organizations across various sectors such as Banking, Financial Services and Insurance (BFSI), FMCG, Consulting, E-Commerce, Pharmaceutical / Healthcare, Retail, Energy and Conglomerates among others. BFSI emerged as the largest sector making offers to 25% of the batch.

IIM Udaipur witnessed participation from a total of 58 companies, marking a 26% increase over the previous year, in the Summer Placement process for the 110 students of the Post Graduate Programme (PGP) 2013-2015. This year saw many prominent brands visiting the campus for the first time, a few names being **Aegis Global Ltd., Boston Consulting Group, Cummins, Future Group, Dover Corporation, Marico, Maersk Line, Sundaram Mutual, Talisma** and many more. This strongly reflects the rising distinction of the institute and the increasing value of its talent in the industry. Several past recruiters like **GE India, ICICI Bank, ICRA, KPMG, Infoedge India (naukri.com), Mapro, Xpress Money, UAE Exchange, Vedanta** and others have continued to show confidence in the quality of the students and the management education imparted. With the varied professional and educational diversity of the batch, students have been offered with a variety of profiles like Finance, Marketing, Consulting, Operations, IT/Analytics and HR. Various profiles of Business Development, Strategy design and execution have been provided by different start-ups.

IIM Udaipur believes in doing things differently and focuses on maximizing the utility of the summer internship program. The students have been selected to work for **Trunz Water Systems**, a Switzerland based firm on a project that will be completely handled by the students and they will carry out the commercial-feasibility analysis. The students will get an opportunity to work in collaboration with the students from the **University of St. Gallen**, thus giving them exposure of working with a global team and analyzing from a global perspective.

## Global Business Project

The institute is the first B-school from India to partner with the prestigious **Global Business Project** consortium through which selected students get an opportunity to work with the very best management graduates from a set of 12 global universities namely UNC-Chapel Hill, Columbia, George Washington University, Lingnan College, Miami, Maryland, Purdue, Pittsburgh, San Diego State, the University of Connecticut, and University of Wisconsin & UNISINOS. The project will provide the students with an opportunity to work with top global companies who recruit MBAs as well as with fellow MBAs from different backgrounds, countries and culture. Three of our students will be working for clients **HPCL, Eli Lilly and**

**Handwriting Without Tears** in consulting projects which will help them gain an international business experience complementary to the academics.

### **Classification by Sector**

BFSI emerged as the most prominent sector with the participation of companies like GE India, ICICI Bank, Reliance General Insurance Co. Ltd and Genpact to name a few. Xpress Money and UAE Exchange continued their association with IIM Udaipur and extended the highest paying international internship offers. GE India and ICICI Bank offered the highest stipend in the domestic BFSI Sector. Profiles spanned across retail banking, corporate finance, portfolio management, project finance, etc.

Consulting domain saw a participation from new recruiters this year such as Boston Consulting Group, LittleR Associates and Anand & Anand, a legal consulting firm. Past recruiters like KPMG and ICRA Management Consulting Services Ltd added to this list. The profiles offered ranged from Management consulting to Technology consulting.

In the Consumer Goods sector, Mapro Foods Pvt. Ltd offered the highest stipend while United Biscuits (UK) Ltd. is the largest recruiter. The FMCG sector was dominated by the roles in Sales and Marketing. Various niche profiles like Market research, Digital marketing and Strategy formulation, were offered in the field of marketing.

With the growing trends of Analytics and its use in all range of businesses profiles of Business Analytics and Intelligence, Data Mining and Analytics were offered by Aegis Global Ltd., Infotech Enterprises Ltd. and Quantiphi Analytics Solutions Pvt. Ltd.

Summer placements in manufacturing sector were adorned with new recruiters that include Cummins, DCM Shriram and Jaipur Rugs while Bajaj Auto continued its past association with IIM Udaipur. Conglomerates like Vedanta and Dover Corp. also extended internship offers to the students in Strategy, Marketing and Human Resources.

IIM Udaipur also received participation from niche sectors like Education and Healthcare with offers being made by Eli Lilly and Handwriting Without Tears through the Global Business Program.

### **Classification by Function**

The third batch for summer internships saw offers across different roles and the functional profiles ranging from Marketing, Finance, Consulting, Analytics, Operations/Supply Chain, Human Resources, Business Development etc. The composition by functions is – Marketing (44%), Finance (10%), Operations/Supply Chain (10%), Human Resources (8%) and Consulting (7%). Marketing roles were offered by firms from FMCG, Retail, Pharmaceutical, Energy, Telecom and Conglomerates.

## Placement details as per IPRS

Indian Placement Reporting Standards (IPRS) endeavors to provide transparency and authenticity in the reporting of placement related information across B-Schools through standardized and audited placement reports. IIM Udaipur is the third IIM in India to be a signatory to the IPRS and this report has been audited by an external legal entity

### Batch-wise Classification

1. Total Batch Strength	110
1.a. Students eligible to participate in summer placements	109
1.b. Students opted out/not eligible to participate in summer placements	1
2. Students eligible to participate in summer placements	109
2.a. Seeking internship through the institute	103
2.b. Not seeking internship through the institute	6

### 1. Classification Based on Nature of Internship (Table 1)

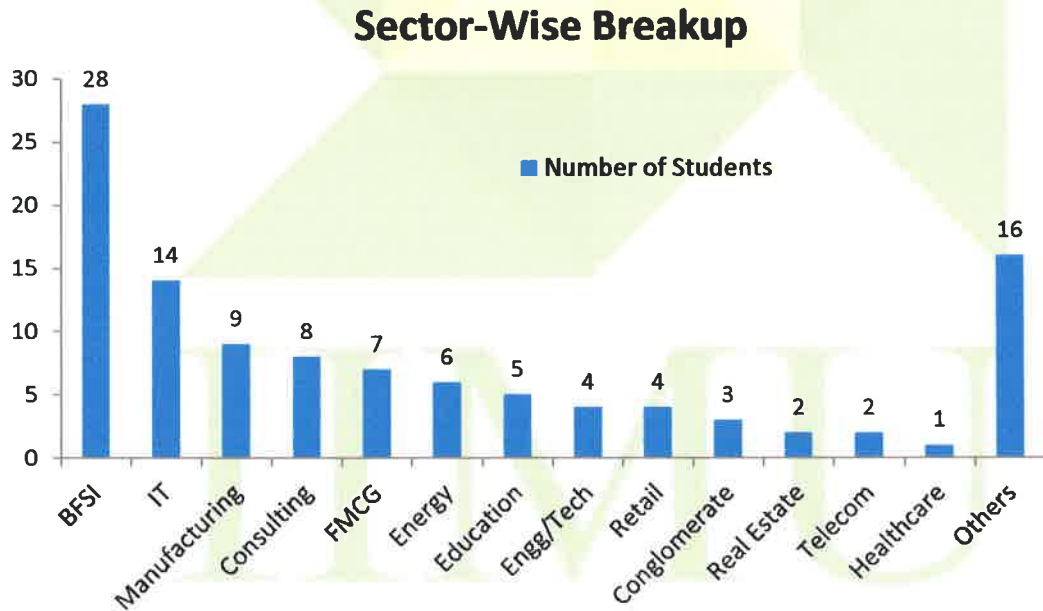
Nature of the internship	With Stipend	Without Stipend	Total
Seeking internship through the institute	94	9	103
Not seeking internship through the institute	4	2	6
<b>Total</b>	<b>98</b>	<b>11</b>	<b>109</b>



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## 2. Sector-wise Classification (Table 2)

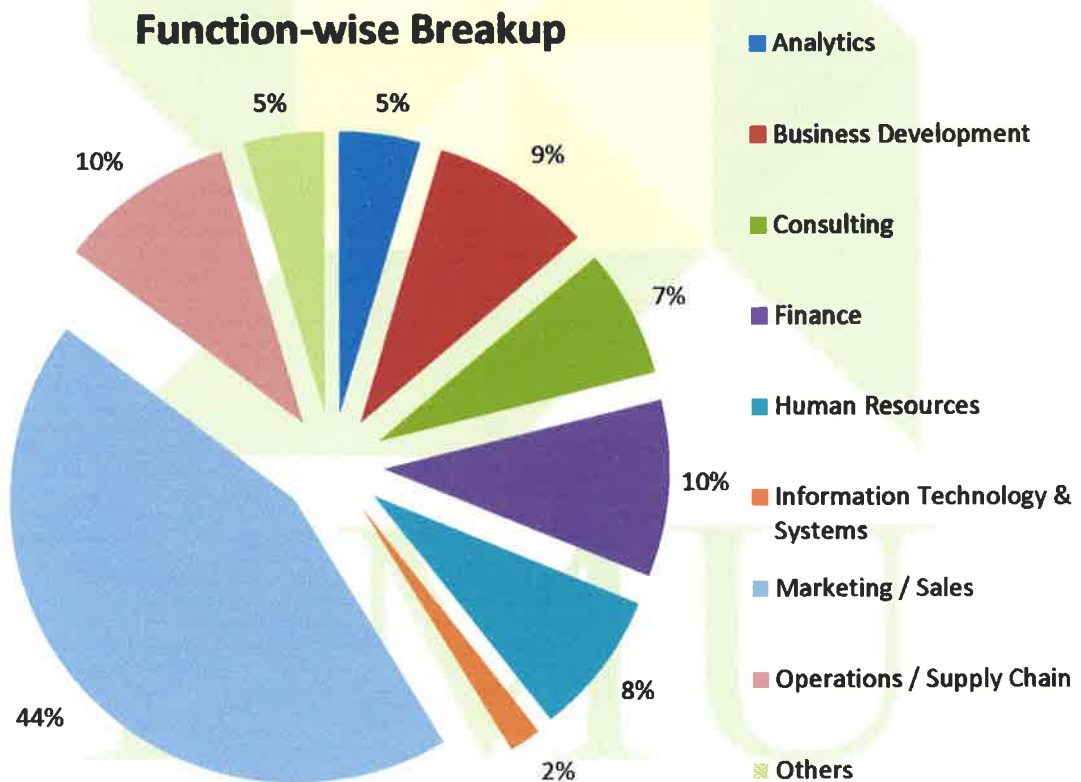
Sector	No. of internships
Banking, Financial Services and Insurance (BFSI)	28
Conglomerate	3
Consulting	8
Consumer goods (FMCG)	7
Education	5
Energy	6
Engineering / Technology	4
Information Technology (IT)	14
Manufacturing	9
Others	16
Pharmaceutical / Healthcare	1
Real Estate	2
Retail	4
Telecom	2
<b>Total</b>	<b>109</b>





### 3. Function-wise Classification (Table 3)

Function	No. of internships
Analytics	5
Business Development	10
Consulting	8
Finance	11
Human Resources	9
Information Technology & Systems	2
Marketing / Sales	48
Operations / Supply Chain	11
Others (including multiple functions)	5
<b>Total</b>	<b>109</b>



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#### 4. Location-wise Classification

##### 4.1. Global (Table 4.1)

Locations	No. of Internships
Africa	0
Americas	0
Europe	0
Oceania	0
India	102
South-East Asia	0
Rest of Asia	7
<b>Total</b>	<b>109</b>

##### 4.2. Domestic (Table 4.2)

Indian Locations	No. of Offers accepted
National Capital Region	23
Mumbai	21
Kolkata	2
Chennai	5
Jaipur	12
Bangalore	13
Pune	7
Rest of India	19
<b>Total</b>	<b>102</b>



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## 5. Companies Participating In Summer Internship Placements 2013-14

Companies		
Aegis Ltd.	Amoeba Webware Pvt. Ltd.	Anand & Anand
AMS International FZ LLC	Bajaj Auto Ltd.	Boston Consulting Group
Carbon Clean Solutions Pvt. Ltd.	Cummins India Ltd	DCM Shriram Consolidated Ltd.
DONEbyNONE	Dover India Pvt. Ltd.	Eli Lilly (Global Business Program)
Future Group	GE India	Genpact
Globals ITeS Pvt. Ltd.	Gray Routes Innovative Distribution LLP	Handwriting Without Tears (Global Business Program)
Hindustan Petroleum Corporation Ltd.	Hindustan Petroleum Corporation Ltd. (Global	ICICI Bank
ICRA Management Consulting Services Ltd.	Indus Momentus Business Solutions Pvt. Ltd.	Infoedge (Naukri.com)
Infotech Enterprises Limited	Jaipur Rugs	Jigsaw Academy
J K Lakshmi Cement Ltd.	Kalpataru	KPMG
Learning Quotient	LittleR Associates	Mapro Foods Pvt. Ltd.
Marico	Maersk Line	MTS
Numerify	Pristine Edutronics	Quantiphi Analytics Solutions Pvt. Ltd.
RBL Bank	Reliance General Insurance Co. Ltd.	Resonance
Rural Electrification Corporation Limited	Secure Meters Ltd.	SELCO Incubation Centre
Serendipity Labs Pvt Ltd (Taxi for Sure)	Shree Cement Ltd.	Siemens Financial Services
Snowman Logistics Ltd.	Sundaram Mutual	Talisma
TCI Logistics Inc.	Trunz Water Systems (University of St. Gallen)	TVS Auto
UAE Exchange Centre L.L.C	United Biscuits (UK) Limited	Vaibhav Global Ltd.
Vedanta-Hindustan Zinc Ltd.	Xpress Money	

For Sorab S Engineer & Co.  
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*Chokshi Shreyas B.*

**CA. Chokshi Shreyas B.**

Partner

Membership No. 100892

Ahmedabad



Indian Institute of Management - Udaipur

*Janak Shah*  
Authorised Person

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