

# SUMMER PLACEMENTS 2011 -12



**INDIAN INSTITUTE OF FOREIGN TRADE**



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## INDIAN INSTITUTE OF FOREIGN TRADE

This year, the batch of 2011-13 of the Indian Institute of Foreign Trade witnessed a stellar turnout by recruiters, both regular and new, for summer internship. The entire process and events were a testament to the enduring pedigree of IIFT as well as the faith of the industry in cherry-picking top talent from the institute for coveted roles in leading organisations.

The class of 2013 had a talent pool of 210 students from a variety of backgrounds. Close to 65% of the batch has prior work experience in diverse fields like Manufacturing, IT/ITeS, Finance, Supply Chain and Mining with many students having worked across different geographies.

The Institute has also witnessed its share of international offers proving yet again that IIFT is the destination of choice for companies engaged in International Business. Olam International and Duferco were among the recruiters who offered internships across various geographies. Tata Motors too reposed faith in the International business acumen of students and offered international roles for summer internships.

### Placement Statistics

<b>Batch Strength</b>	<b>210</b>
<b>Number of companies that made offers</b>	<b>78</b>
<b>First time recruiters</b>	<b>31</b>
<b>Average Stipend offered</b>	<b>52735 INR</b>
<b>Percentage increase in average stipend over last year</b>	<b>44</b>

## SUMMER SNAPSHOTS

More than 10% of students received unprecedented six figure offers for summer internships underlining the top quality talent pool at IIFT

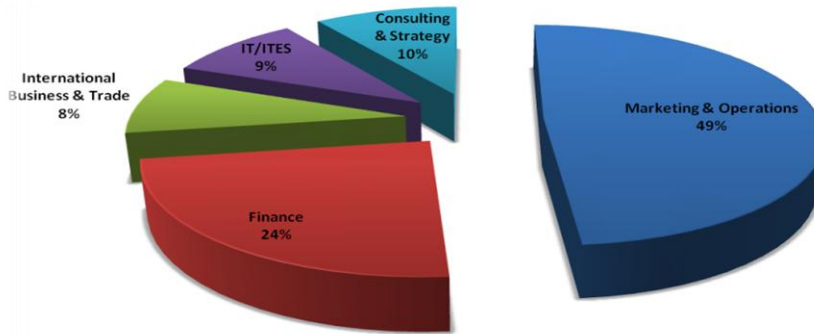
Oil & Gas Major, Shell was a first time summer recruiter at the Institute in the domain of Sales & Marketing

Investment Banking major Goldman Sachs offered the coveted Investment Banking role, despite financial market setbacks

Auto major Tata Motors, Steel giant Duferco, and Global supply chain major Olam International offered their much reputed profiles in international business segment, the internship locations spanning across Africa and Switzerland

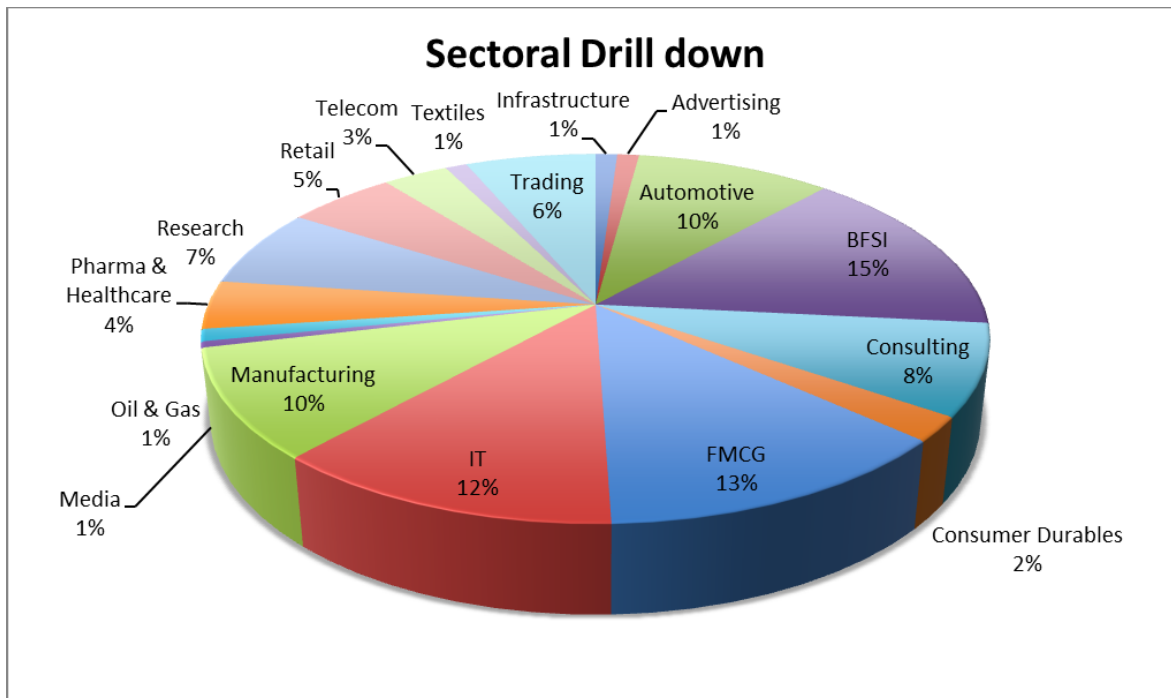
A snapshot of the functions preferred by students for summer internships is given below

### Function wise Drill down



Almost half the batch preferred roles in Marketing & Operations. Finance roles were preferred by a quarter of the batch. Consulting & Strategy, IT/ITeS, and International Business & Trade rounded off the preferences of the rest of the students.

The sector wise breakup of the summer internships of the Class of 2013 is given below



The following is the domain-wise highlight of companies that visited the Institute for summer recruitment:

### **CONSULTING AND STRATEGY**

The niche consulting domain continued its strong showing at IIFT with participation from domestic as well as international consulting majors. The major recruiters in this domain were Cognizant Business Consulting, Deloitte,

Corporate Executive Board, Avalon Consulting, EVI Consulting, Tecnova and QAI Global. In addition, Strategy roles were offered by diversified corporate groups like Mahindra & Mahindra.

### **MARKETING AND OPERATIONS**

IIFT yet again showcased its Marketing and Operations prowess by attracting the biggest names in the domain. Oil & Gas Major, Shell was a first time summer recruiter at the Institute in the domain of Sales & Marketing. FMCG majors such as Procter & Gamble, Reckitt Benckiser, Colgate-Palmolive, Perfetti Van Melle, ITC, Britannia, ConAgra, SABMiller and Godrej Consumer Products offered profiles in Sales & Marketing, Operations and Global Sourcing. Engineering giant Larsen & Toubro also offered profiles in Sales & Marketing.

among the online retail companies that recruited for Marketing roles. Other notable names include Merck, Tata Steel, McCann Erickson, Whirlpool, HT Media, Tetrapak, Trident, Metro Cash & Carry, DCM Shriram Consolidated, MART and Usha International.

### **FINANCE**

The finance domain saw a wide variety of roles being offered like Investment Banking, Consumer Banking, Credit Rating, Treasury, Banking Operations and Corporate Finance. International finance majors like Goldman Sachs, Nomura, HSBC, Citibank and DBS extended multiple offers across various profiles. GE Commercial Finance, Crisil, Edelweiss, Larsen & Toubro, Religare, Reserve Bank of India, Tata Capital, Vodafone, Bank of Baroda, Trident, ICF International, Centrum Capital were among the host of recruiters that picked up students for finance roles.

Auto majors like Tata Motors, Mahindra & Mahindra, Maruti Suzuki, Hero Moto Corp and TVS Motors made multiple offers in both Marketing and Operations. The telecom sector saw participation from market leaders like Airtel, Vodafone and Idea Cellular while the lifestyle industry was represented by Madura Fashion & Lifestyle. Flipkart and Caratlane were

## INTERNATIONAL BUSINESS & TRADE

The trade scenario at IIFT was as vibrant as ever with a host of companies offering trade profiles to students of the Institute. Global trade majors like Olam International, Louis Dreyfus, Duferco, ADM Agro and ConAgra were the high profile

recruiters in this segment with other companies such as Shree Renuka Sugars, CRU Group, Inside India Trade and Amazon Agro also picking up students for trade roles. Duferco offered its coveted Steel Trading profile and paid the highest internship stipend this year.

## IT/ITES

The IT sector saw a lot of activity this year with many students securing novel offers within the industry. Profiles in BFSI, Customer Support, and Business Development et al were offered

to students from IIFT. High profile recruiters include Tata Consultancy Services, Wipro Technologies, Dassault Systemes, Genpact and Aricent.

## PROMINENT RECRUITERS

ADM Agro	EVI Consulting	Metro Cash n Carry
Airtel	GE Commercial	Nomura
Amazon Agro	Genpact	Olam International
Aricent	Godrej Industries Limited	Perfetti Van Melle
AT Foods	Goldman Sachs	P&G
Avalon	Hero MotoCorp	RBI
Bank of Baroda	Hilti Engineering	Reckitt Benckiser
Britannia	HSBC	Religare
CBC	Idea	SABMiller
Citibank	ITC	Shell
Colgate Palmolive	L&T	Tata Motors
CRISIL	Louis Dreyfus	Tata Steel
CRU Group	Madura	TCS
Dassault Systemes	Mahindra	Tetrapak
DBS	MART	Trident
Deloitte ERS	Maruti Suzuki	TVS Motors
Duferco	McCann Erickson	Vodafone
Edelweiss Capital	Merck	Wipro Eco-Energy

*Successfully concluding the summer placements for the Class of 2013, IIFT has proved to be a perfect platform for budding global managers*

## THE IIFT EDGE

At IIFT, the business acumen acquired stems from a blend of diverse professional experiences and varied educational backgrounds. Students bring in diverse perspectives and knowledge that broadens every IIFTian's outlook. The placements at IIFT are a stepping stone towards careers that

culminate in devising business strategies with focus on diversity, multicultural concerns and social fabric. Enabling the students with opportunities and knowledge in order to reach the pinnacle of leadership and success is the true hallmark of IIFT.

## ALUMNI SUPPORT

The illustrious alumni of the institute extended earnest support and played a special role in bringing to campus some of the esteemed brands. Presence of Alumni during the

placement processes helped in ensuring that all aspects of the corporate engagement were streamlined in the best possible manner.

### INDIAN INSTITUTE OF FOREIGN TRADE

#### Delhi Campus

IIFT Bhawan  
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#### Kolkata Campus

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