



Indian Institute of Management Lucknow



Summer Placement Report Batch 2018-20

IIM Lucknow has yet again reinforced its presence as a Premier B-school with 100% Summer Placements

This October, IIM Lucknow, one of the leading B-Schools of this country, accomplished what many considered “impossible” - breaking the record, the institute itself had set last year. It achieved 100% summer placements for its 34th batch of 455 students in a record time of 2 days.

The recruitment drive saw participation from more than 140 domestic and international recruiters. The participation of these firms also marked the ascent of IIM Lucknow as a preferred recruitment destination for marketing, consulting & finance roles in the country.

This year IIM Lucknow saw the participation from the coveted quartet of consulting - A.T. Kearney, Bain & Co., McKinsey & Co. and The Boston Consulting Group - among which Bain & Co. visited IIM Lucknow for the first time.

Some of the top recruiters across different sectors were Accenture Strategy, Aditya Birla Group, Amazon, A.T. Kearney, Citi, Deloitte, Deutsche Bank, Fidelity Investments, HUL, ITC, McKinsey & Co., P&G, TAS, The Boston Consulting Group and Uber. Our first-time recruiters include AstraZeneca, Bain & Co., Google and Pidilite among others. Bajaj Corp, Cipla, Deutsche Bank, Edelweiss, HUL, JP Morgan Chase & Co., M H Alshaya & Co offered international profiles.

Placement Statistics

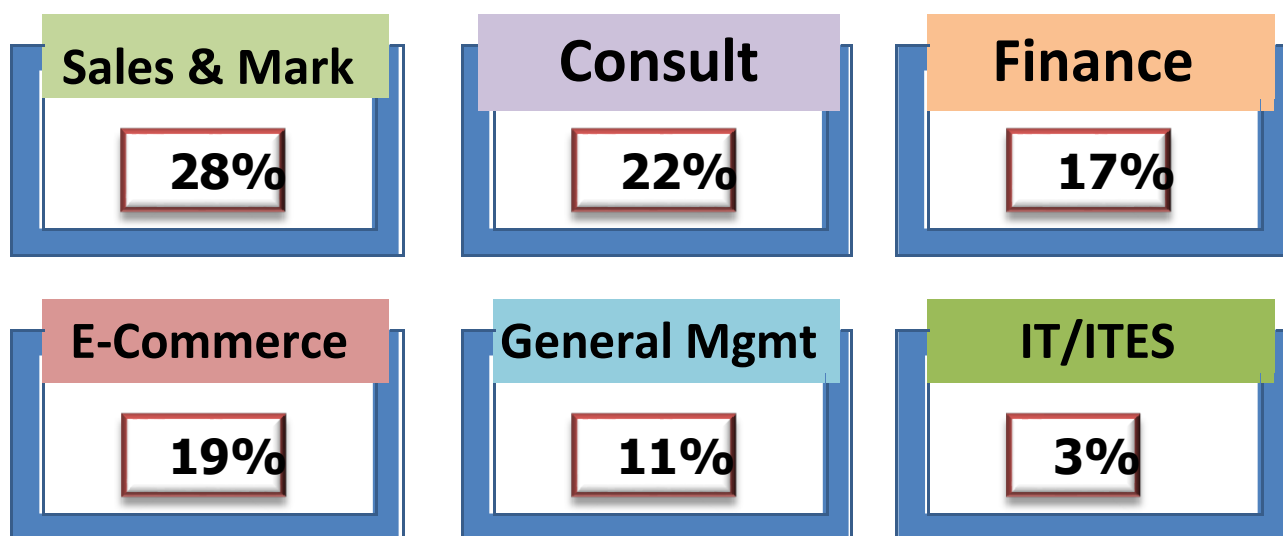


100% Placements

No. of Students : 455

No. of Offers : 455

The top segments based on roles offered were sales & marketing (28%), consulting (22%), e-Commerce (19%), finance (17%), general management (11%) and systems/IT (3%). The strong economic situation supported IIM Lucknow in attracting diverse roles in the finance domain. Rest of the offers came from domains such as market research, analytics, business development, social media marketing and HR among others.



Sector-Wise Summary

FMCG/Consumer goods/Telecom/Digital media sector

In the FMCG/consumer goods/telecom/digital media sector a total number of 129 offers were made with some of the top firms being Airtel, Asian Paints, Colgate Palmolive, HUL, ITC, J&J, Mars, Mondelez, Nestle, P&G, Reckitt Benckiser and RP-SG Group (GIL).

BFSI sector

BFSI sector saw the participation of companies such as Bank of America Merrill Lynch, Citi, JP Morgan Chase & Co. this year which hired for its premium front end investment banking and global markets roles. BFSI sector saw a total of 76 offers by firms such as American Express, Avendus Capital, Citi, CRISIL, DBS, Deutsche Bank, Duff & Phelps, Edelweiss, Fidelity Investments, JP Morgan Chase & Co. among others. The major roles were in front end investment banking, global markets, investment research, corporate/wholesale/retail banking, market research, trading and operations.

Consulting and General Management sector

In the consulting domain, Accenture Strategy, Alvarez& Marsal, A.T. Kearney, Auctus Advisors, Bain & Co., Deloitte, McKinsey & Co., MasterCard Advisors, PWC and The Boston Consulting Group made a total of 98 offers.

The General Management domain saw participation from companies such as Aditya Birla Group, Airtel, Mahindra, RIL, RPG, Star India, TAS and Vodafone among others. Aditya Birla Group and RPG are the highest recruiters in this domain.

IT/e-Commerce/Technology sector

In the IT/e-Commerce/Technology sector firms like Amazon, Capgemini, Google, eBay, Flipkart, MakeMy Trip, Microsoft, Pepperfry, Samsung, Swiggy, Uber and Wipro made a total of 87 offers. These firms opened not only IT/Systems profiles, but also roles such as category management, sales enablement, business development, supply chain management, product marketing, strategic alliances, program manager and analytics.

Prof. Nishant Uppal, Chairman Students' Affairs & Placement attributes this to the excellent pedagogy, competency and values students acquire at IIM Lucknow. With the economy on a high, students are highly likely to make the best and lead the way towards a progressive nation. With this year's placements, IIM Lucknow has yet again reinforced its presence among the top B-schools in the country and has proven to be a preferred destination for organizations which select very limited B-schools to recruit. This performance has once again stamped the authority of IIM Lucknow as the premier B-School of the country.

Top Recruiters for Summer Placements

Recruiter	No of offers
Accenture Management Consulting	15
Amazon	15
The Boston Consulting Group	14
HUL	10
McKinsey & Co.	10
Uber	10
Bain & Co	9
Deloitte	9
P&G	9
ABG	8
Edelweiss	8
Citi	7
Flipkart	7
Royal Bank of Scotland	7
Swiggy	7

Mean Stipend : **1.03 L** per month
Median Stipend : **1L** per month