The Placement Committee of IIM Shillong takes immense pride in announcing the successful completion of final placement season for the PGP batch of 2016-18. The stellar performance by the PGP participants stands testimony to the rapid progress made by IIM Shillong and has once again established IIM Shillong as the preferred choice for recruiters.

We express our gratitude to our regular recruiters who have continuously put their faith in the mettle of our students and have furthered their association with us for another year to facilitate this mutually beneficial relationship. We are also grateful to our new recruiters, who have acknowledged the potential of our students and provided them with a plethora of opportunities.

We appreciate the contribution of the entire IIM Shillong fraternity for their sustained assistance in the placement process. With continued support from students, recruiters, faculty, alumni, staff and management, we hope to carry this momentum on to the next academic year.

Prof. Sharad Nath Bhattacharya
Chairperson
Placement Committee
IIM Shillong
The Final Placement process for the academic year 2017-18 has once again affirmed the faith and confidence of the industry in the students of IIM Shillong. The placement season saw participation from a total of 41 recruiters and 176 offers were made to the participants in various domains such as Sales & Marketing, Operations, Human Resources, Consulting, IT & Analytics and Finance.


**Overview**

- **Total Offers**: 176
- **Participants**: 169
- **Recruiters**: 41
- **Highest CTC**: 26 LPA
- **Average CTC**: 15.5 LPA
- **Avg. CTC for top 50%**: 18.5 LPA
- **Avg. Stipend for top 20%**: 21 LPA
Domain Wise Offers

- Sales & Marketing: 36%
- General Management: 12%
- Finance: 24%
- IT/Analytics: 16%
- Consulting: 7%
- Operations: 4%

Sector Wise Offers

- Manufacturing & Retail: 12%
- BFSI: 38%
- E-Commerce: 5%
- IT/Analytics: 18%
- Consulting: 7%
- FMCG: 4%
- Oil & Gas: 6%
- Others: 9%

Celebrating 10 Years of Establishment
Domain Highlights

SALES & MARKETING

Sales & Marketing continued to be the most sought-after domain, accounting for 36% of the total offers received. Recruiters such as Amazon, Berger Paints, IOCL, GroupM, Kohler, Piramal, Tata Motors, Tata Steel and Titan continued to bestow their faith in the acumen of the participants and recruited in large numbers. Beiersdorf (Nivea), BPCL, Delhivery, Dell, ITC, Value Labs were amongst the first time recruiters. BPCL, IOCL and Tata Steel made the highest number of offers in this domain.

25 LPA
Highest CTC

GENERAL MANAGEMENT & CONSULTING

Consulting and General Management saw an increase in the number of offers, with 21% of the batch opting for this domain. Various roles offered included Strategy and Operations, Corporate Strategy, Business Consulting. Deloitte USI, Mahindra GMC, Muthoot Fincorp, Mannapuram Finance, Ascendas Singbridge and LNB Group offered coveted profiles to the students under General Management and Consulting.

24 LPA
Highest CTC
Domain Highlights

FINANCE

IIM Shillong has always been a preferred campus for recruiters offering roles in the Finance domain. 24% of the participants received offers in roles such as Investment Banking, Global Markets, Risk Management, Equity Research, Commercial Banking, Retail Banking, Corporate Finance, Market Analysis and Trade Analysis amongst others. Barclays, Cummins, Federal Bank, Futures First, Nomura and Swadhar Finserv partnered with the institution for the first time. Our regular recruiters such as HSBC, ICICI Bank, JPMC, RBL Bank and Yes Bank continued to recruit in large numbers. JPMC emerged as the largest recruiter in the domain making a total of 10 offers.

26 LPA

Highest CTC

OPERATIONS

Operations was opted for by 4% of the batch. Prominent recruiters from various sectors such as E-commerce, Manufacturing, IT/Analytics, Finance and Consulting offered coveted roles in Supply Chain Management, Program Management and Catalog Management. Amazon and Tata Steel maintained their alliance with the institution and recruited in large numbers. 3SC Solutions and DCPL visited for campus placements for the first time. Amazon emerged as the largest recruiter in the Operations domain.

19 LPA

Highest CTC
IT & ANALYTICS

IT & Analytics domain witnessed participation from a host of prominent recruiters including Cognizant Technology Solutions, Droom, Fidelity Management Research, Infosys BPO, VMWare and Wipro. Accenture Services, Basix Sub-K and Swadhar Finserv partnered with the institute for the first time. The domain accounted for 16% of the total offers in roles such as Business Analytics & Research, Demand Planning, Business Development, IT Domain Specialization and Services Deployment.
Prominent Recruiters

Deloitte
JPMorgan Chase & Co.
Amazon
Accenture
IndianOil
HSBC
YES Bank
Fidelity Investments
Ascendas Singbridge
Piramal
Cognizant
TITAN
Muthoot Fincorp
Futures First
Cummins
Tata Steel
Larsen & Toubro
Tata Motors
VMware
RBL Bank
ICICI Bank
Manappuran Finance Limited
Metro Petroleum
Groupm
Ujjivan
Delhivery
droom
Value Labs
McNroe
Recruiter Testimonials

“Great talent. Candidates were confident and well prepared.”
- Cognizant

“A prestigious institute with talented students from different geographies.”
- Star Cement

“It is one among the top six management institutes under the IIM brand.”
- Berger Paints

“Very well organised and good set of candidates.”
- Muthoot Fincorp

“It’s a close knit environment with a small united campus. Overall good experience”
- Tata Motors
Indian Institute Of Management Shillong,
Mayurbhanj Complex,
Nongthymmai, Shillong – 793014

Phone: +91 364 230 8054
Email-id: placecomm@iimshillong.ac.in
placecomm.iims@gmail.com