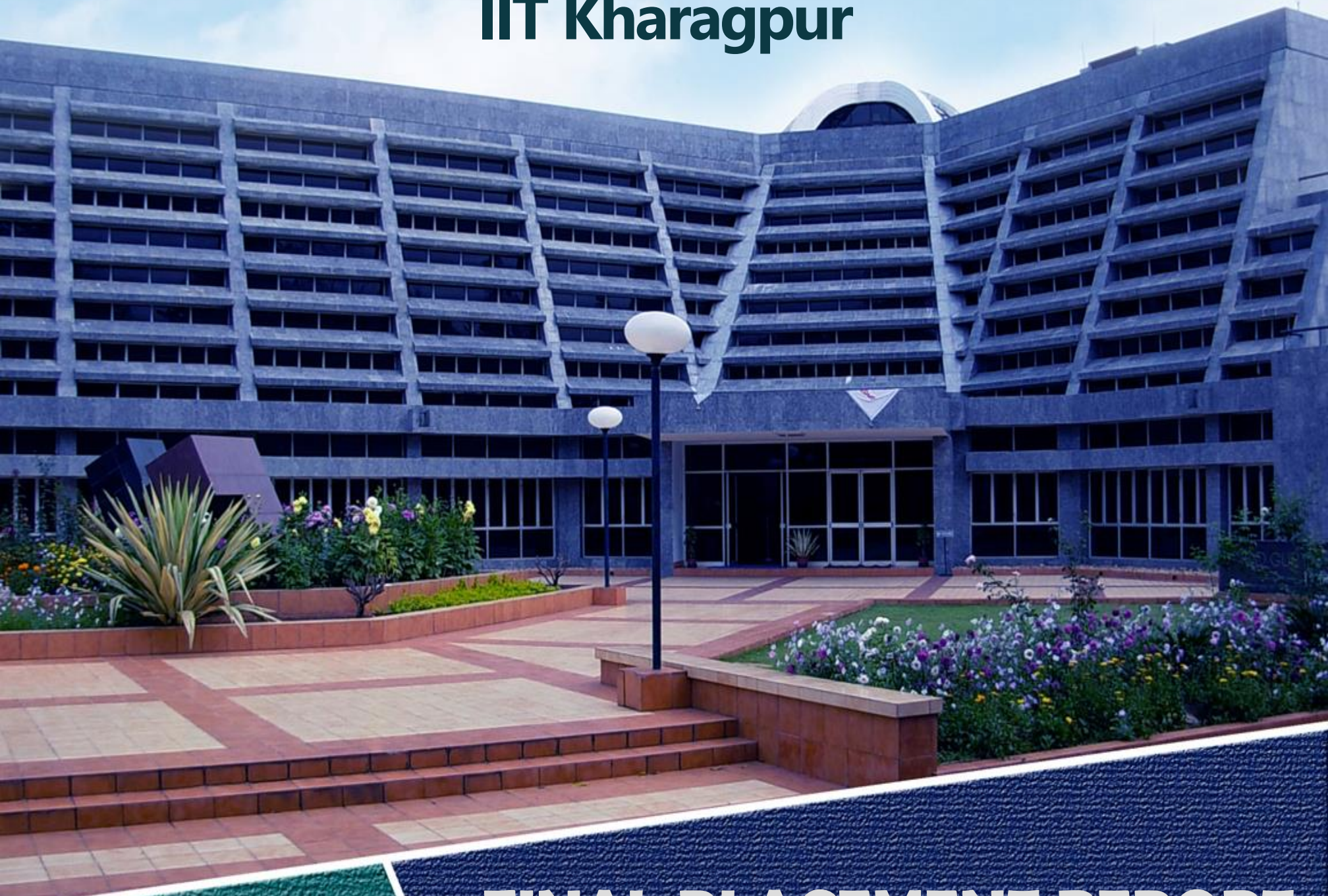




# Vinod Gupta School of Management IIT Kharagpur



**FINAL PLACEMENT REPORT**  
**Batch of 2014-2016**



# Chairperson's Statement

Year after year VGSOM, IIT Kharagpur has grown in its strength and capability to become one of the premier B Schools in the country. The placements are a mere reflection of the kind of talent and knowledge the students possess.

The Batch of 2014 – 16 had 102 students, almost double the strength of the previous batch, and in spite of that, 100% placement was achieved with 98% of the students being placed in the first phase of placements. There were a number of dream offers this season and the PPI/PPO conversion was also close to 90%. On this occasion, we would like to thank all our recruiters who have participated and shown faith in our students.

A special thanks to our distinguished alumni, spread across various organizations, who have not only been successful in their respective careers but also brought laurels to the VGSOM family. Their help and advice is one the major factors for the success of placements. Lastly I would like to thank the placement coordinators and the students from both the batches for this incredible year of placements.

**Prof Prabina Rajib**

Chairperson

Placement Committee

prabina@vgsom.iitkgp.ernet.in

+91-9434004940

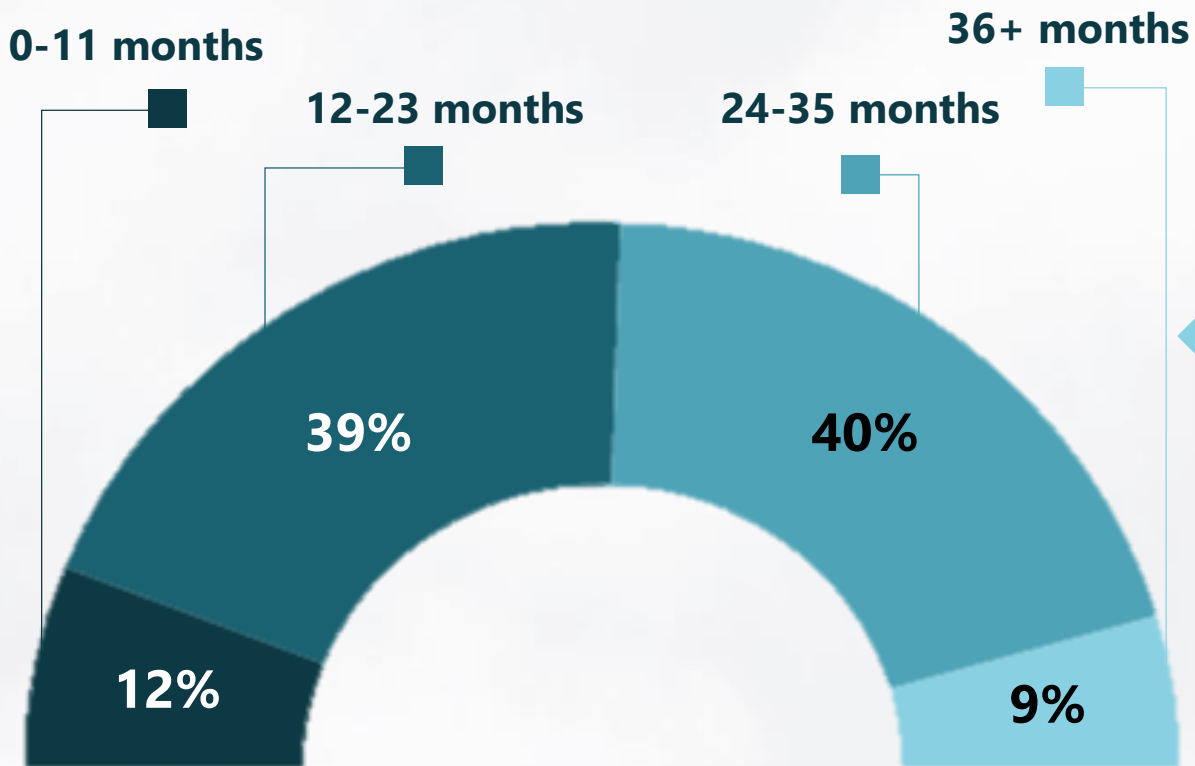
**Prof Biplab Datta**

Co-Chairperson

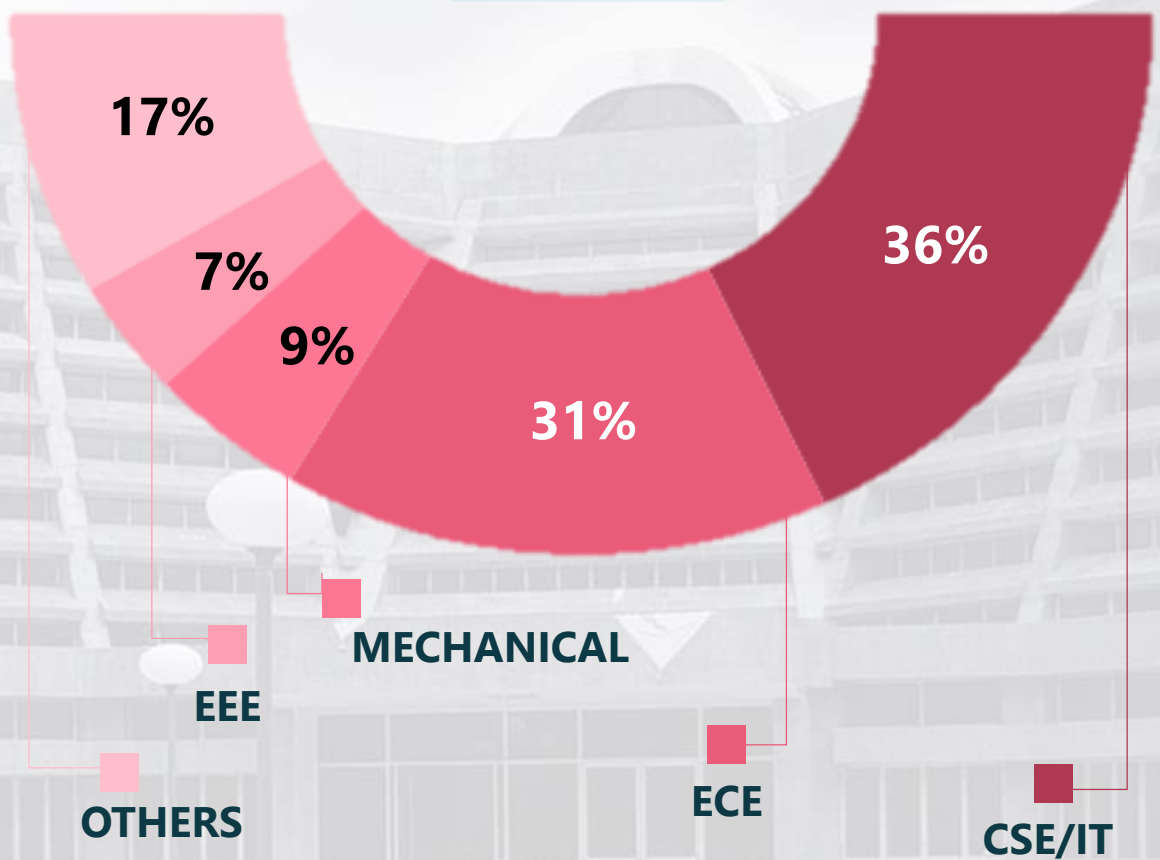
Placement Committee



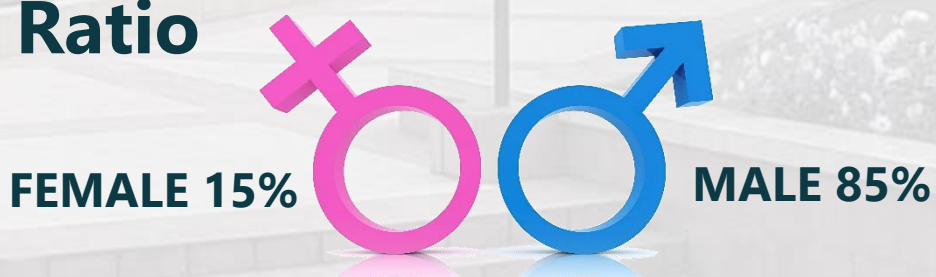
# Batch Profile



## Engineering Background

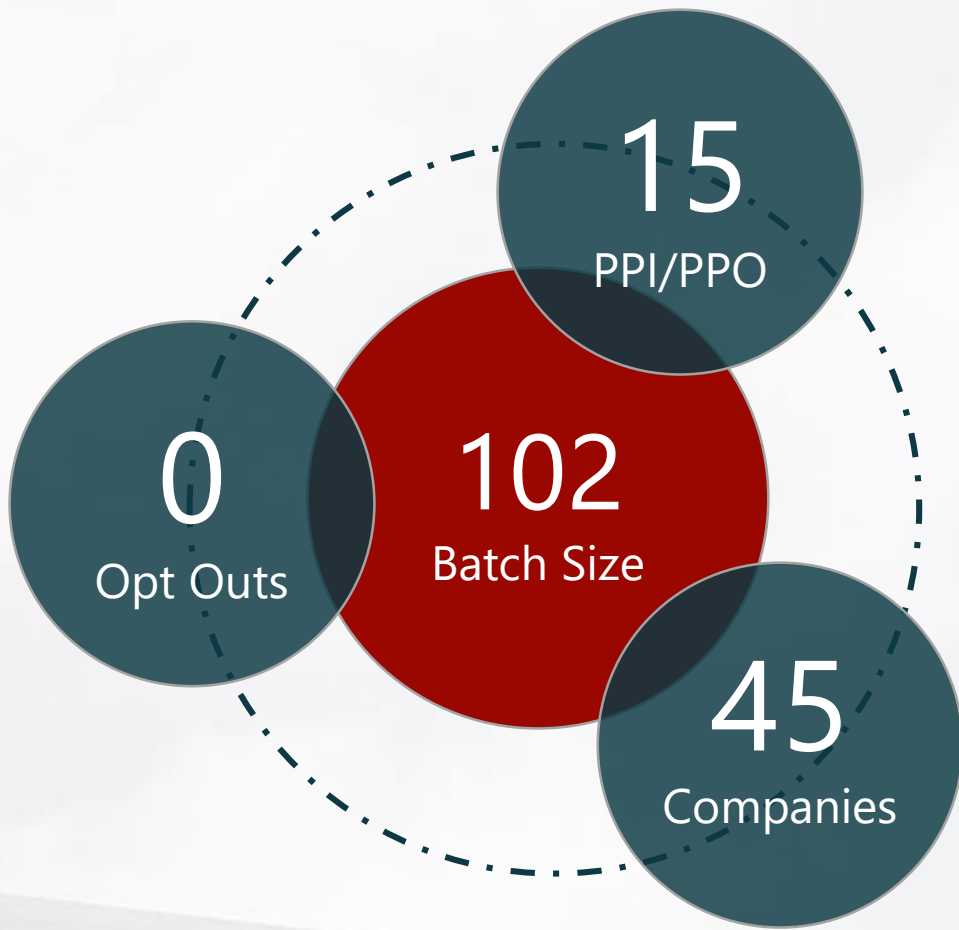


## Gender Ratio





# Placement Statistics



Average CTC Offered

**14.01 LPA**

Median CTC Offered

**12.25 LPA**

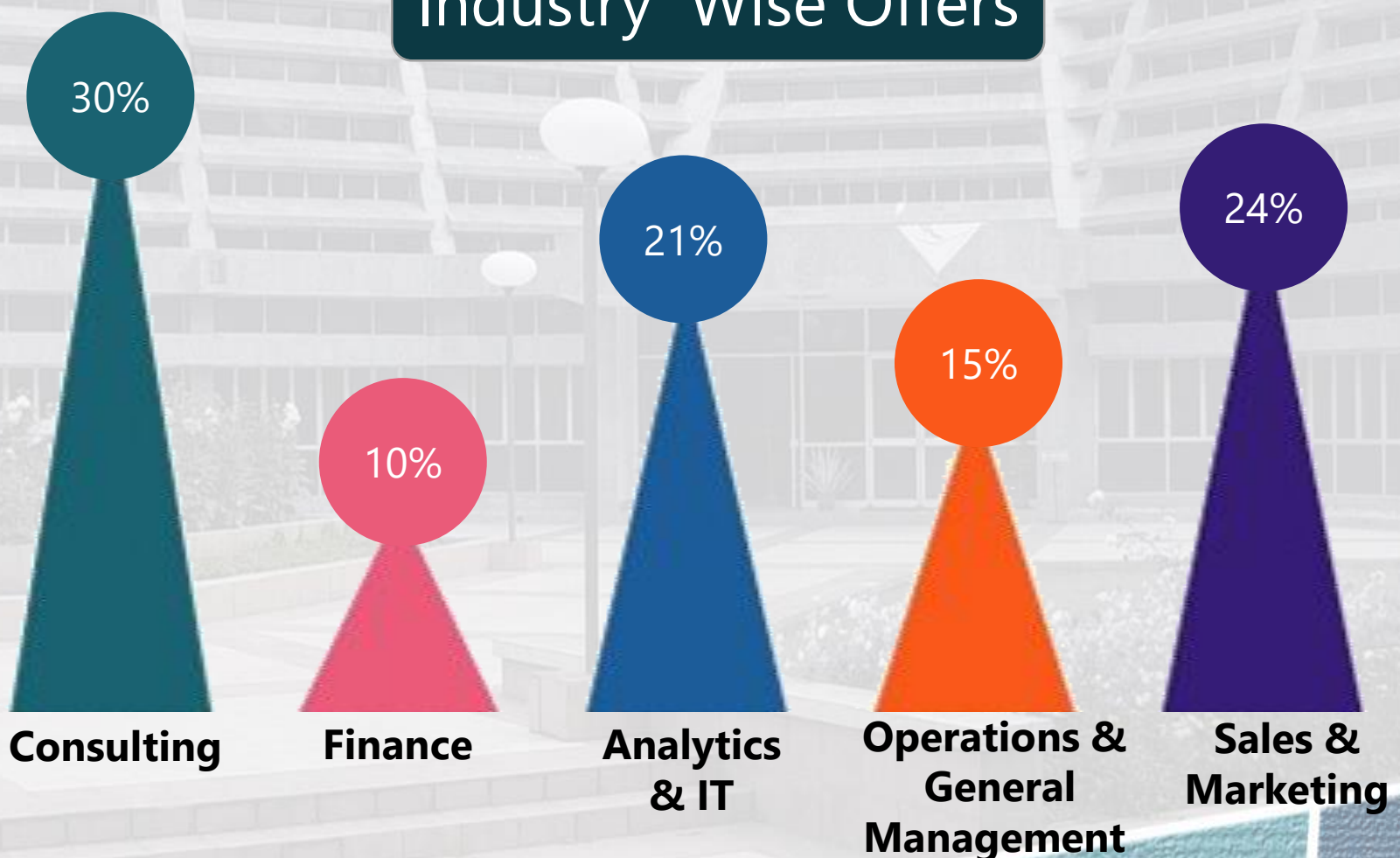
Highest CTC Accepted

**21.17 LPA**

Lowest CTC Offered

**7.25 LPA**

## Industry Wise Offers





# Profiles Offered

## Consulting

Consulting roles were the most sought after ones this year. **Deloitte, PWC, IBM, Accenture Strategy, ZS Associates, Gallup, Cognizant Business Consulting, Virtusa** and **Inspirage** being the major participants in Consulting domain, offered profiles such as Management Consulting, Technology Consulting, Strategy and Operations, Supply Chain Consulting and Business Operations consulting.

## Analytics

This year saw a steep increase in the number of companies offering Analytics roles at the campus. Companies such as **Google, Mckinsey Solutions, IBM, Virtusa** and **Perceptive Analytics** offered roles such as Quantitative Analyst, Business Analyst and Data Analyst. **Mu-Sigma** offered the role of Apprentice Leader.

## Banking and Financial Services

**Crisil, ICICI Bank, Client Associates** and **Axis Bank** were the major participants in BFSI domain offering roles such as Wealth Management, Financial Research Analyst, Relationship Management and Banking Operations. **Amazon** offered the niche profile of Financial Leadership Development.



# Profiles Offered

## FMCG/Retail/E-Commerce/Others

FMCG Companies over the years have been recruiting from VGSOM, IIT Kharagpur and recently it has attracted Retail and E-Commerce giants as well. Companies such as **Berger Paints, Jubilant FoodWorks Ltd** and **Spencer's Retail Ltd (RP-Sanjiv Goenka Group)** offered roles in Supply Chain, Operations and Merchandising. Leading E-Commerce firms like **Amazon, Retail-on** and **Juspay** offered Operations and Strategy roles. India's Largest DTH (Direct-to-home) television operator **Dish TV** recruited for first time offering Marketing profiles. Also first time recruiter **Oxford University Press** offered Sales and Marketing roles.

## Automobile/Manufacturing & Logistics

Students were recruited by major automobile giants such as **Rolls Royce, Tata Motors** and **Daimler (Mercedes Benz)** with roles in Operations, Marketing and Purchasing. Manufacturing and Logistics companies such as **Maersk Line, Titan, Vikram Solar, Hindustan Petroleum** offered roles in Marketing and Operations. **National Instruments** offered the niche role of **Territory Sales Manager**.



# Profiles Offered

## IT/ITES

IT Sector has been one of the most consistent sector in-terms of recruiting students. **Wipro, Infosys, HCL, IBM, Oracle, Capital First and Payoda Technologies** offered roles of Sales, Pre-sales, IT Consulting, Account Manager and Management Trainee (IT Projects)

## Closing Note

Vinod Gupta School of Management, IIT Kharagpur would like to thank its regular recruiters and the first time recruiters for trusting in the talent of the students at this prestigious B-School. We are confident that in the coming years, more recruiters would show interest in hiring from VGSoM, IIT Kharagpur and hope for fruitful relations with all the recruiters.

We would also like to thank our students and professors for their efforts during placements. Special thanks to our alumni network for their support throughout the process. We are confident that placement figures will reach a new high in the coming years.



# Major Participants

amazon Google accenture strategy Deloitte.

ORACLE IBM ROLLS ROYCE pwc ZS Cognizant

NATIONAL INSTRUMENTS TITAN COMPANY TATA TATA MOTORS LIMITED RP-Sanjiv Goenka Group spencer's Makes fine living affordable

GALLUP McKinsey Solutions MAERSK LINE virtusa Accelerating Business Outcomes WIPRO Applying Thought

Inspirage JUBILANT FOODWORKS JUSPAY DAIMLER OXFORD UNIVERSITY PRESS

ICICI Bank AXIS BANK CRISIL Mu Sigma CAPITAL FIRST

HCL Infosys dishtv Berger Paints vikram solar vision in action हिन्दुस्तान पेट्रोलियम HP