



Indian Institute of Management Lucknow



Summer Placement Report Batch 2019-21

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

The Indian Institute of Management (IIM) Lucknow has completed the Summer Placements for the class of 2019-21 of the two-year Post Graduate Programme. This year, IIM Lucknow has recorded 100% placements for its 35th batch of 481 students in a record time.

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.

Some of the top recruiters across different sectors were Accenture Strategy, Aditya Birla Group, Amazon, A.T. Kearney, Avendus Capital, Bain & Co., Citi, Deloitte, Deutsche Bank, Goldman Sachs, Hindustan Unilever, ITC, JP Morgan Chase & Co., McKinsey & Co., Microsoft, Multiples Alternate Asset Management, P&G, TAS, The Boston Consulting Group, Uber, and Udaan.

Our first-time recruiters include companies like Apparel Group, Beam Suntory, Hindustan Coca-Cola Beverages, Multiples Alternate Asset Management, Ola, Paragon Partners, Pioneering Ventures among others. Companies such as Apparel Group, Cipla, Deutsche Bank, Hindustan Unilever and Landmark Group offered international profiles.

Placement Statistics



100% Placements

No. of students : 481

No. of offers: 481

Top segments based on the roles offered were Sales & Marketing, Consulting, Finance, Operations, IT/Systems, General management, and E-commerce. Our recruiters continued to value IIM Lucknow as their preferred campus. The remaining offers were from domains such as market research, analytics, business development, digital marketing & supply chain amongst others.

Sales/Marketing

25%

Strategy/Consult

24%

Finance

17%

Operations/IT

17%

General Mgmt

9%

E-commerce

8%

Sector-Wise Summary

FMCG/Consumer Goods/Telecom/Digital Media Sectors

In the FMCG/Consumer Goods/Telecom/Digital Media sectors, a total number of 139 offers were made. Some of the top firms were AbInBev, Airtel, Apparel Group, Asian Paints, Colgate Palmolive, GSK, Hindustan Coca-Cola Beverages, Hindustan Unilever, ITC, Landmark Group, Marico, Mars, Mondelez, Nestle, Procter & Gamble, Reckitt Benckiser, Star TV, and Vodafone. In addition to the traditional sales & marketing roles, these firms offered roles in supply chain management, IT, corporate finance and analytics with some of them being exclusive roles for IIM Lucknow.

BFSI sector

BFSI sector saw participation of companies such as Avendus Capital, Axis Bank Group, Citi, Goldman Sachs, JP Morgan Chase & Co., Multiples Alternate Asset Management that hired for their private equity, front end investment banking, and global markets roles. In addition to this, the sector saw a total of 68 offers by firms such as American Express, Axis Bank Group, Citi, Deutsche Bank, Edelweiss, Goldman Sachs, HSBC, ICICI, JP Morgan Chase & Co., Multiples Alternate Asset Management, Paragon Partners, Pioneering Ventures, Royal Bank of Scotland among others. The major roles were in investment research, corporate/wholesale/retail banking, market research, trading and operations.

Consulting and General Management Sector

In the consulting domain a total of 121 offers were made. Accenture Strategy, A.T. Kearney, Auctus Advisors, Bain & Co., Deloitte, MasterCard Advisors, McKinsey & Co. and The Boston Consulting Group were among the top recruiting firms.

The General Management domain saw participation from companies such as Aditya Birla Group, Reliance Industries, RPG, RPSG and TAS among others.

IT/E-Commerce/Technology sector

Some of the firms in the IT/E-commerce/Technology sectors were Adobe, Amazon, Byju's, Capgemini, Cloudfire, Ekart, Flipkart, Google, Media.net, Microsoft, Ola, Samsung, Swiggy, Uber and Wipro. In addition to roles in IT/Systems, these firms opened roles in category management, sales enablement, business development, supply chain management, product marketing, strategic alliances, program management and analytics.

Prof. Rajesh Aithal, Chairman Students' Affairs & Placement attributes this to excellent pedagogy, competencies and values students acquire at IIM Lucknow. 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 in the country.

Top Recruiters for Summer Placements

Recruiter	No. of offers
Amazon	31
Accenture	15
Udaan	14
The Boston Consulting Group	12
Bain & Co.	10
Deloitte	10
McKinsey & Co.	10
Citi	9
ITC	9
Mastercard	9
Aventus Capital	8
Procter & Gamble	8
Hindustan Unilever	7
Microsoft	7
Uber	7

Mean Stipend: 1.09 L per month
Median Stipend: 1.20 L per month