



Indian Institute of Management Lucknow



Final Placement Report Batch 2018-20

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

The Indian Institute of Management (IIM) Lucknow has completed the Final Placements for the class of 2018-20 (34th Batch) of the two-year Post Graduate Programme. IIM Lucknow continues its academic excellence with 100% placement for its 34th Batch of 443 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 consulting, finance, operations, product management and marketing roles in the country.

Some of the top recruiters across different sectors were Accenture, Amazon, American Express, Asian Paints, A.T. Kearney, Avendus Capital, Axis Capital, Bain & Co., Citi, Colgate Palmolive, Deloitte, Ernst & Young, Flipkart, Goldman Sachs, ICICI Bank, Investec, ITC, JDA Software, J.P. Morgan Chase & Co., KPMG, Landmark Group, MasterCard, McKinsey & Co., Microsoft, Nestle, Ola, P&G, PwC, Reliance Jio, Royal Bank of Scotland, RPG Group, Star India, Standard Chartered Bank, TAS, The Boston Consulting Group and Uber.

More than 25 companies including Apparel Group, Bosch, Ernst & Young (MENA), FIITJEE, FSS, Indigo, JCB India, Magicbricks.com, ONGC, Power Finance Corporation, Reliance Jio, SAIF Partners, Transsion and Wells Fargo participated for the first time. Companies such as Apparel Group, Ernst & Young, RPG Group, Landmark Group, Bosch, Standard Chartered Bank and Tolaram Group offered international profiles.

Placement Statistics

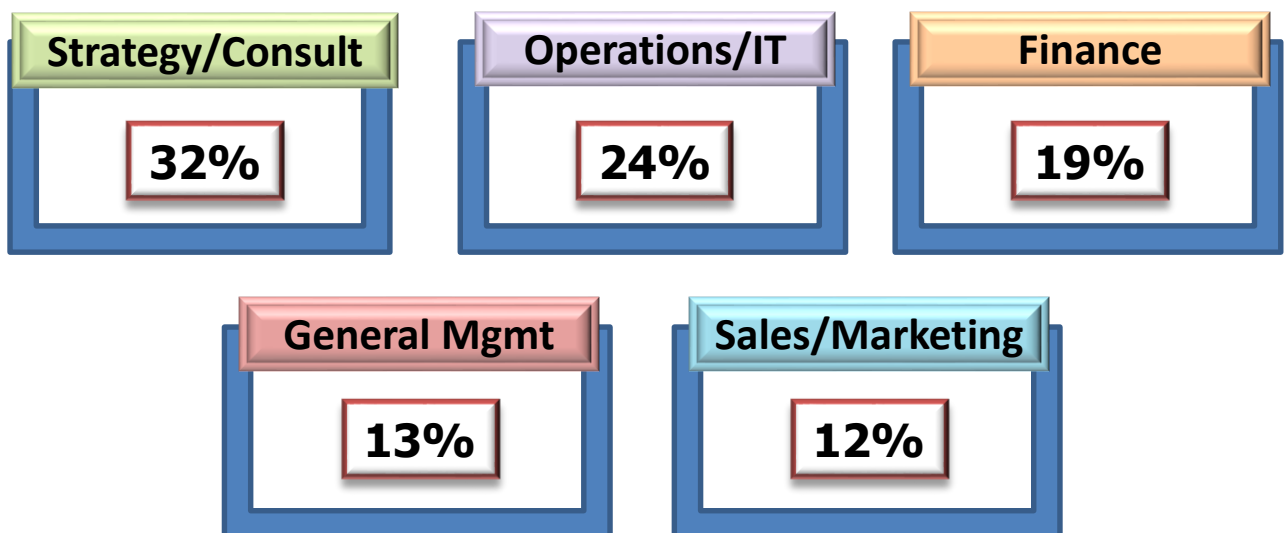


100% Placements

No. of students : 443

No. of offers: 447

Top segments based on the roles offered were Strategy/Consulting, Operations/IT, Finance, General Management and Sales & Marketing. 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 among others.



Sector-Wise Summary

FMCG/Consumer Goods/Telecom/Digital Media Sectors

In the FMCG/Consumer Goods/Telecom/Digital Media sectors, a total number of 102 offers were made. Some of the top firms were AbInBev, Airtel, Apparel Group, Asian Paints, Bajaj Auto, Bharti Group, Cipla, Colgate Palmolive, Diageo, Dr. Reddy's, ITC, Landmark Group, Mars, Mondelez, Nestle, Procter & Gamble, Reckitt Benckiser, Reliance Jio, Bosch, RPSG, Samsung, Star India, Tata Sky, Tolaram, Vivo, Vodafone and Xiaomi. In addition to the traditional sales & marketing roles, these firms offered roles in supply chain management, IT, corporate finance, digital marketing and analytics with some of them being exclusive roles for IIM Lucknow.

BFSI sector

BFSI sector saw participation of companies such as Avendus Capital, Citi, Equirus Capital, Goldman Sachs, ICICI Securities, Investec, J.P. Morgan Chase & Co., SAIF Partners, Spark Capital, Standard Chartered Bank and Whiteboard Capital for their private equity, front end investment banking and global markets roles.

In addition to this, the sector also saw participation from firms such as American Express, Axis Capital, Blackrock, Deutsche Bank, Edelweiss, HSBC, ICICI Bank, IDFC First Bank, Kotak Mahindra Bank, Royal Bank of Scotland, Wells Fargo and Yes Bank among others. The major roles were in investment research, corporate/wholesale/retail banking, market research, trading and operations. A total of 85 offers were made in this sector.

Consulting and General Management Sector

In the consulting domain a total of 147 offers were made. Accenture, Acuvon, A.T. Kearney, Bain & Co., Capgemini, Deloitte, Ernst and Young, Everest Group, GEP Consulting, MasterCard, McKinsey & Co., KPMG, Optum, PwC, The Boston Consulting Group, Thoucentric and Vector Consulting were among the top recruiting firms.

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

IT/E-Commerce/Technology sector

In the IT/E-Commerce/Technology sector, a total number of 94 offers were made. Some of the firms in the IT/E-commerce/Technology sectors were Amazon, Byju's, Cloudbtail, Ekart, Flipkart, JDA Software, Magicbricks.com, Makemytrip, Media.net, Microsoft, Myntra, Ola, Samsung, Swiggy, Uber, Udaan 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 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 Final Placements

Recruiters	No. of Offers
Accenture	13
Amazon	13
Deloitte India	13
PricewaterhouseCoopers	13
The Boston Consulting Group	13
Deloitte USI	12
Bain & Company	11
Reliance Jio	11
Mastercard	10
Flipkart	9
JDA Software	9
American Express	7
Aventus Capital	7
Citi	7
EXL Services	7
Landmark Group	7
RPG Group	7
Asian Paints	6
ICICI Bank	6
Mckinsey & Company	6
Royal Bank of Scotland	6

Top 5 International Roles

Recruiters	No. of Offers	Location
Landmark	7	Dubai
Apparel Group	3	Dubai
RPG Group	3	Africa & US
Ernst & Young	2	Qatar
Tolaram Group	1	Africa

CTC Details

Particulars	CTC (INR L p.a.)
Highest International Salary	58.47
Highest Domestic Salary	54.00
Mean Salary	24.25
Median Salary	23.00
Mean Salary (Excl. international roles)	23.94
Median Salary (Excl. international roles)	23.00

Mean Salary: 24.25 L p.a.
Median Salary: 23.00 L p.a.