

## Placement Report for MBA 2006-08 batch, IIT Kanpur

*“That which we persist in doing becomes easier, not that the task itself has become easier, but that our ability to perform it has improved”*

– Ralph Waldo Emerson

If Placements 2007 was all about breaking new grounds, Placements 2008 was about building on that momentum and consolidation. The D-day, December 1, arrived quite serenely with a pleasant morning chill. But the scorching pace of events that followed took both the recruiters and the recruits by surprise. Companies eventually had to be turned back as there were no candidates left. Day One ended with the entire 2008 batch being placed in just 12 hours!

In line with the previous year's trend, IT and ITES recruiters accounted for half of the recruitments. IT giants such as Accenture, Infosys, Infosys BPO, Satyam and TCS offered profiles in verticals like Consulting, Banking, ERP, SCM and Insurance to name a few. One of the Big Four Audit & Consulting firms KPMG continued its relationship with IIT Kanpur and offered profiles in Risk Advisory.

The next biggest share of the pie was cornered by banks and investment firms like Citigroup, SBI Capital Markets, IL&FS, ICICI Bank, ICICI Securities and others. SBI capital markets presented profiles in Investment Banking, Infrastructure & Project Finance and Mergers & Acquisitions. ICICI bank offered roles in Credit Risk Management, Treasury Sales and Product Sales while Citigroup offered profiles in Treasury Management.

Oil & Petroleum bigwigs Schlumberger and BPCL visited the campus for the first time. While Schlumberger offered roles in Logistics Management, BPCL came up with profiles in both Marketing & Finance. Manufacturing major Maruti Udyog Limited and Banking major Kotak Mahindra offered core Marketing profiles. Bristlecone offered profiles in SCM & Operations. The Analytics domain was covered by Genpact, Boston Analytics and HSBC Analytics.

In all, 22 companies confirmed their participation for 28 students of 2008 batch. The average pay package surged to 8.61 lakhs per annum, an increase of 7.2% over the previous year. The highest offer on campus was 12 lakhs per annum. Recruits preferred dream profiles over plum offers. Companies like Schlumberger, BPCL, TCS, Kotak Mahindra Bank, Bristlecone, Genpact, ICICI Securities, HSBC Analytics, and Boston Analytics could not get any candidates.

Companies vied for the first slot in the placement process and the recruiters were highly impressed with the outcome of the whole process. In the view of the Placement Coordinator Prof. R. N. Sengupta, “The remarkable success of this year's placement process proves the high level of confidence that companies place on our students.”

Consulting firm KPMG said, “We are happy to see a bunch of young & dynamic professionals who are keen to know all the details about the company they want to join. Students displayed their remarkable knowledge in their areas of interests.”

Total no. of students	28
No. of companies confirmed for participation	22
Highest Salary	12 lakhs p.a.
Average Salary	8.61 lakhs p.a.
Median Salary	8 lakhs p.a.

The break-up of profiles and companies is as follows:

