



**IMB**  
**FINAL PLACEMENT**

BATCH OF 2018-20

MUMBAI | INDIA



## SDA BOCCONI ASIA CENTER

SDA Bocconi Asia Center is a pan-Asian hub in Mumbai that has been delivering Executive Education and Postgraduate Programs designed by SDA Bocconi School of Management, Italy since 2012. SDA Bocconi Asia Center strives to deploy and disseminate innovative business knowledge to contribute to the overall development of individuals and organisations.

A unique approach is offered, by promoting knowledge through SDA Bocconi School of Management industry-relevant research and teaching. It spreads SDA Bocconi School of Management expertise and excellence in design, branding innovation and entrepreneurship to build soft and managerial skills and share practices across borders to empower people. SDA Bocconi School of Management has been a leading institution in management training for over 40 years. The School's mission is to help individuals, companies, and institutions grow by promoting managerial culture, knowledge, and innovation.

MBA Programs, Executive and Specialized Master, Executive Programs, Custom Programs, Applied Research, Knowledge Centers and Research Labs all contribute to this - a wide offering aimed at professionals from all over the world and from all sectors of the economy. SDA Bocconi is among the leading Business Schools in Europe and is among the few to have gained the triple accreditation - EQUIS, AMBA and AACSB - which puts it in the élite of Business Schools worldwide.

## UNIVERSITÀ BOCCONI

Università Bocconi, Italy's first economics university, was founded in 1902 by entrepreneur Ferdinando Bocconi, a man who understood the value of innovation and the importance of thinking beyond borders. Thanks to the ongoing respect for these same tenets, over a century later Università Bocconi stands as one of the top European institutions of higher learning and research in the fields of management, economics, finance, law and political science. Bocconi is constantly striving to combine its strong theoretical background with real world applications. To this end, it seeks to attract the most talented students who may become future business leaders.

## SDA BOCCONI SCHOOL OF MANAGEMENT

SDA Bocconi is the leading School of Management in Italy and the only Italian School present in all of the important International rankings. SDA Bocconi has been engaged in the promotion and organization of Executive Education since 1971, with an International approach. The School's vision of empowering life through knowledge and imagination lies behind its program offerings: Executive Education Open and Custom Programs, MBA and Specialized Master Programs, for the development of individuals, companies, institutions and economic systems.



## IMB - INTERNATIONAL MASTER IN BUSINESS

The International Master in Business (IMB) is a specialized master program fully equivalent to a postgraduate program that brings to India the expertise and the international standing of SDA Bocconi School of Management, Italy. The program is built with a combination of solid theory, case-study methodology, international experiences and corporate exposure. It is specifically designed to create responsible, reliable, and effective business leaders. It comprises of two 11-month modules, which includes a 4-month specialization semester spent at the Bocconi main campus in Milan, Italy in the second module. It is an intense experience that maximises learning opportunities in a limited scope of time. It allows students to specialize while offering the experience, the international outlook and the multicultural environment essential for a successful career in a global economy. Upon completion of the program, participants are awarded a Diploma by SDA Bocconi School of Management in Italy.







SDA Bocconi Asia Center has been a place for people to start their careers or reorient them in exciting new directions. But most of all, it has been a space for reflection, where rigorous academic work meets corporate practical experience in order to create innovative and impactful knowledge.

In that effort of offering high quality educational experiences of SDA Bocconi, we have gone from national champion to global leader. Our global SDA Bocconi faculty and staff ensure that we bring the best of Western and Eastern worlds in every program, with deep knowledge of India's corporate reality as well as of international best practices in every industry.

I look forward to meeting you in SDA Bocconi Asia Center, where we will start a stimulating journey of knowledge and imagination together.

**Prof. David Barolet**, Dean, SDA Bocconi Asia Center



**Ratan N Tata** | Chairman of Tata Trusts

“

Through the years, we've grown manifold and built programs that merge the global curriculum standards with local excellent practices. We're proud to say that our educational institution represents the best of both worlds – international academic flavours with a strong local corporate network. Personalised to the Indian market - and Asia at large - we've further researched areas of intervention that are important for this region. Extracurriculars, cobranded certifications, and corporate networking will be part of your everyday activity on the premises, thus giving the students and executives an edge over most.

**Alessandro Giuliani**, Managing Director, SDA Bocconi Asia Center

# CAREER DEVELOPMENT SERVICES

The journey and beyond

## MODULE 1



### BOOT Camp

- Analytics
- Advanced Excel
- Certifications

- Industry Interactions
- Self-Assessment



### Experiential Learning

- Industry live projects
- CV and Interview Preparation
- Internship Interviews

- Soft Skills
- Industry Tools



### Internship Ready

- Industry Information
- Project Management
- Work flow management

- Public Speaking
- Oral and Written Communication

## INTERNSHIP



ALUMNI MENTOR AND GUIDE

COURSE CREDIT ASSIGNED

WEEKLY PROJECT STATUS CALLS

## MODULE 2



### Reasses and plan

- Advanced Certifications
- Personalized Career Counselling
- Consultative Sales Skills

- CV finalization
- Interview Skills
- Negotiation Skills



### International Experience

- Industry live projects
- CV and Interview Preparation
- Internship Interviews

- Soft Skills
- International - Industry



### Career Readiness

- Industry Information
- Project Management
- Work flow management

- Personal Finance and Tax
- People Skills

## CAREER



LIFELONG LEARNING

ALUMNI NETWORKING

JOB OPPORTUNITIES FOR ALUMNI

### CERTIFICATIONS AND TRAINING

To Augment the curriculum there are options provided to students to take up one or more certifications that are supported/subsidized. Some of them are:



# STUDENT PROFILE

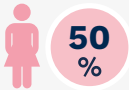
IMB BATCH 2018-20

## BACKGROUND

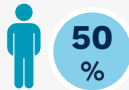
Number of students **116**

Average Age **24** Years

Female



Male



Indian States & Union territories **19**

## ACADEMIC BACKGROUND

Engineering **58%**

Commerce **17%**

Management **9%**

Others **16%**

## WORK EXPERIENCE

Average **1.3** Years

Freshers **35%**

Between 6 to 24 months **42%**

Above 24 months **23%**

## PAST WORK EXPERIENCE COMPANIES

Deloitte, Societe Generale Global Solution Centre, KPMG Global Services, Vistara Health & Technology Solutions, Ernst & Young, Consure Medical, Infosys, TCS, Tech Mahindra, Accenture Solutions, Cognizant, Kronos Inc, Bharat kanakia, Wipro Technologies, Nokia, Citrix R&D, ITC Grand Chola, Wizcraft, MuSigma Business Solutions, Bank of America Continuum India, Teach For India, Tata Motors Finance, Larsen & Toubro Infotech, Waltair Builders, IBM, Nykaa, Amazon, Ericsson, Kotak Securitie, Berger Paints, Tata Elxsi, UrbanClap, Kaar Technologies, Hewlett Packard Enterprise, etc



“

I worked in unison with the CDS to bridge skill gaps with the help of industry and subject matter experts. A continuous and conducive learning environment helped me understand my core competencies in sales and devise a successful career path.

**SAMEER MEHTA** | Class of 2019  
Management Trainee  
**Manpower Group**

# PLACEMENTS

Class 2020

## SALARY DETAILS (INR\*)



Highest **19.8** Lakhs PA

Average **11.8** Lakhs PA

The above does not include international offers.

## PARTICIPATING COMPANIES SECTOR WISE



E-Commerce /Retail /Digital Marketing	<b>25%</b>
Consulting	<b>14%</b>
IT / TLC	<b>13%</b>
FMCG / FMCD	<b>11%</b>
Manufacturing, Media & Advertising, NGO, Reality & others	<b>10%</b>
Pharma / Healthcare	<b>8%</b>
HR Consulting	<b>7%</b>
Analytics/ Artificial Intelligence/ Emerging Technologies	<b>6%</b>
BFSI/ Investment Banking	<b>6%</b>

**Career Development Services** focusses on providing relevant opportunities for students as per their career aspirations.



## ROLES OFFERED FUNCTION WISE:

### SALES & MARKETING

Management Trainee  
B2B Sales  
Asst Category Manager  
Area Sales Manager  
Associate Engagement Partner  
Asst. Manager Business Development  
Sr. Executive Marketing  
Revenue Strategist  
Asst. Brand Manager  
Sr. Executive Brand Management

### OPERATIONS

Management Trainee - Commercial  
& Procrument  
Operations Manager  
Demand Planning Executive  
Project Manager  
Principal analyst

### FINANCE

Manager Treasury Control  
Equity Research Analyst  
Credit Risk Analyst  
Management Trainee

### CONSULTING

Consultant  
Associate Consultant  
Project Manager  
Analyst  
Sr. Analyst  
Resource Manager

### HR

Consultant  
Future Business Innovator  
Associate Consultant



## PARTICIPATING COMPANIES

The class of 2020 received offers from industries such as FMCG/FMCD, BFSI, IT/ITES/Telecom, Management Consulting, Manufacturing, Luxury and Retail in functions across Sales & Marketing, Operations and Supply Chain, Finance, Human Resources, Analytics, Strategy and Consulting. Over the last five years a number of firms have partnered with us towards their talent requirements and have now made it an annual practice to hire from SDA Bocconi Asia Center.

The following companies have either offered jobs or interviewed our students for various opportunities

- ABInBev
- Acuvon Consulting
- Aspect Ratio
- AyurDNA
- Ashnik Technology Solutions
- Bausch + Lomb
- BeatO Health Arx Technologies
- BIBA Apparels
- BigBasket
- BrowserStack
- BuildMyInfra (BMI)
- Course5i Intelligence
- CredAble
- Cuemath
- Deloitte India
- Deloitte USI R&I
- DocOnline
- Exponentia
- Ernst & Young (PI)
- Frontier Markets
- Galleria Di Lux
- ICICI Bank
- ICICI Prudential
- IDfy
- Imagimake Play Solutions
- Innovative Incentives
- Microsoft
- Intugine Technologies
- Jigsaw
- KNR Management Consultants
- Larsen & Toubro Infotech
- Losung
- Mallcom
- Michael Page
- Native
- Netcore
- NIINE
- Nomura
- NuvoRetail
- NymbleUp Solutions
- Nykaa
- TataCliq
- Tresvista
- Zinnov Consulting
- ZS Associates
- Zycus
- Walnut Knowledge Solutions





## BOCCONI'S GLOBAL STANDING

### BOCCONI UNIVERSITY FACTS AND FIGURES

<b>5</b> Schools	<b>14,700</b> Students	<b>280+</b> Partner Schools worldwide
<b>8</b> Departments	<b>337</b> Core Faculty	<b>28</b> Double Degree Agreements
<b>10</b> Research Centers	<b>120,000</b> Alumni worldwide	<b>#1</b> In Europe per prestige in Research*

\* Per number of European Research Councils (ERC) projects hosted. ERC is the first pan-European funding body for frontier research and it counts six Nobel laureates and four Field Medalists among its grant holders.

### BOCCONI & SDA BOCCONI RANKINGS



**4<sup>TH</sup> EUROPE**  
Economics & Econometrics

**4<sup>TH</sup> EUROPE**  
Business & Management

**3<sup>RD</sup> EUROPE**  
Social Sciences and Management



**9<sup>TH</sup> Europe**  
Executive Education 2020

**3<sup>RD</sup> Europe 2019**  
Business School

**9<sup>TH</sup> Europe**  
Global MBA 2020



**1<sup>ST</sup> Europe**  
Faculty Quality 2020-21

**3<sup>RD</sup> Europe**  
Full Time MBA 2020-21



**4<sup>TH</sup> World 2020**  
Innovation and Creativity

\* Per number of European Research Councils (ERC) projects hosted. ERC is the first pan-European funding body for frontier research and it counts six Nobel laureates and four Field Medalists among its grant holders.

### SDA BOCCONI ACCREDITATIONS



**AACSB INTERNATIONAL**  
The Association to Advance  
Collegiate Schools of Business



**EUROPEAN QUALITY  
IMPROVEMENT SYSTEM**



**ASSOCIATION OF MBAS**  
MBA PROVISION ACCREDITED



**CAREER DEVELOPMENT SERVICES**

+91 80959 59268 | +91 95829 22284  
cds@sdabocconiasiacenter.com

**SDA Bocconi Asia Center**

9<sup>th</sup> Floor, Hiranandani Knowledge Park | Powai, Mumbai | 400076, Maharashtra, India  
tel. +91 90040 68518  
www.sdabocconiasiacenter.com

Follow SDA Bocconi Asia Center on:

