A Note from the Placement Chairperson

VGSoM, established in 1993, has been the front runner of managerial excellence for the past 26 years. A testament to this is the fact that VGSoM has been consistently ranked as one of the best B-Schools in India in various rankings and surveys. We are currently ranked 6th in the list of India’s best B-Schools as per the prestigious NIRF Rankings which is curated by the Ministry of Human Resource Development.

The Final Placement season of VGSoM, Vantage 2020, witnessed active participation from some of the biggest names in the corporate sector from various domains offering diverse as well as niche roles. The placement season was successfully completed with 100% of the batch placed and that too in record time even in the midst of a significant economic slowdown. The institute scaled new heights in terms of the highest package offered. The average and median packages offered also witnessed a significant boost. The batch of 125 students bagged a total of 131 job offers. One in every three students received a Pre-Placement offer from their summer internship organizations. More than 70 corporates chose VGSoM, IIT Kharagpur for collaboration through final placements and this in itself is a testament to the calibre of our students and the value addition they provide to our industry partners.

We would like to extend our immense gratitude to our illustrious alumni, who have played a key role in enhancing the brand of VGSoM. We would also like to appreciate our Placement Committee for their incessant and whole-hearted efforts towards enhancing the corporate reach of the institute. We look forward to building upon this performance and carry forward its legacy in the coming years.

Dr. Prabina Rajib
Professor and Dean, VGSoM
Placement Chairperson
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Vinod Gupta School of Management, IIT Kharagpur | 01
**Work Experience**

- 8% 0-11 Months
- 41% 12-23 Months
- 39% 24-36 Months
- 12% 36+ Months

**Engineering Background**

- 25% Mechanical and Production
- 29% Electronics and Communication
- 17% Computer Science and Information Technology
- 11% Civil and Chemical
- 8% Electrical
- 6% Others
- 4% Metallurgical and Mining

**Key Statistics**

<table>
<thead>
<tr>
<th>Batch Size</th>
<th>Registered for placement</th>
<th>Total students placed</th>
<th>Pre-Placement Opportunities</th>
<th>Total Companies Participated</th>
</tr>
</thead>
<tbody>
<tr>
<td>126</td>
<td>125</td>
<td>125</td>
<td>41</td>
<td>70</td>
</tr>
</tbody>
</table>
Key Statistics

Highest CTC: 29 LPA
Average CTC of top 25%: 23.2 LPA
Average CTC: 18.1 LPA
Median CTC: 16.99 LPA
Lowest CTC: 9.55 LPA

Domain Distribution

- IT/ITES: 11%
- BFSI: 12%
- Analytics: 15%
- Sales and Marketing: 17%
- Operations: 19%
- Consulting: 26%
FMCG/FMCD/E-Commerce/Retail
Esteemed corporations like Crompton, Itilite, Texas Instruments and Titan offered niche roles in the field of Sales and Marketing. E-commerce giant Amazon continued its long-standing association offering coveted roles like Account Management, Product Management, Program Management, Catalog Management and Supply Chain Management.

Consulting
VGSoM has maintained its position as one of the most sought after campus for consulting roles. The school saw participation from leading regular recruiters like Axtria, Deloitte, PwC, Wipro and ZS Associates. These consulting stalwarts offered most of the coveted roles like Management Consulting, Business Consulting, Cyber Security Consulting, Advisory Consulting and Technology Consulting.

Analytics
Industry leaders like Accenture Digital, Tiger Analytics, Axtria, Arvind, Loadshare and Virtusa offered a number of analytics roles including niche ones thereby reaffirming VGSoM’s standing as a highly preferred destination for potential recruiters. The roles offered in this domain were Analyst, Business Analyst, Management trainee, Product Analyst and Decision Analyst.

Operations
Conglomerates like ITC offered niche roles in Supply chain and Operations. Mahindra and Mahindra, Vedanta, Thyssenkrupp, Cogoport, MediAssit, Blackbuck and EpikInDiFi offered roles in the domain of Supply Chain Management, Strategic Procurement, Delivery Management, Business Development and Business Operations.

BFSI
The BFSI sector witnessed participation from prominent recruiters like Kotak Mahindra Bank, ICICI Bank, Oxane Partners, EpikInDiFi, IDFC First Bank and TresVista. The cohort of companies offered roles in Financial analytics, Product Management, Product analytics, Business Analytics and Banking Operations.

IT/ITES
VGSoM continued its relationship with IT giants like IBM, Wipro and cemented new associations with first time recruiters like ITC Infotech. Diverse roles like IT Consulting, IT Operations, Pre-Sales and Project Management were offered in this domain, this placement season.
Major Associations

accenture digital  amazon.com  Arvind  AXTRIA
BLACKBUCK  Bloomberg  cogport  Crompton
Deloitte  epik  Ford  Indifi
Genpact  IBM  ICICI Bank  IDFC First Bank
ITC Limited  iC INFOTECH  itilite  Kotak Mahindra Bank
LOADSHARE  Mahindra  McKinsey & Company  media.net
MPower Financing  Mu Sigma  Ninjacart  Nuvoco
Oxane Partners  pwc  Quest  Jio Saavn
Sigmoid  Tata  Texas Instruments  thyssenkrupp
Tiger Analytics  Tata Power  Titan Company  Traficura
TresVista  Vedanta  Virtusa  Wipro  ZS
Closing Note

VGSoM, IIT Kharagpur takes great pride in accomplishing the feat of completing the Final Placements for the Batch of 2018-20 in record time. In spite of economic slowdown, the highest, median and average packages saw a significant increase. We would like to express our sincere vote of thanks to the Dean and the entire Faculty and Staff of VGSoM without whose continued support none of this would have been possible. Our Alumni network, who have always been highly active and steadfast in supporting their alma mater, have been instrumental in connecting the team with various corporate partners.

We express our sincere gratitude to our legacy recruiters for their continued association and for bestowing their immense faith in our students once again. We would also like to express our heartfelt gratitude to the first-time recruiters and look forward to establishing long term partnerships with them. We are confident that our students will work to the best of their abilities to bring success and add value to our corporate partners.

VGSoM, IIT Kharagpur wishes the students the best for their upcoming corporate journey. The institute expresses great hope and excitement for all the wonderful opportunities that lie ahead further down the road and we look forward to many such fruitful collaborations with our corporate partners in the years to come.
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