

Senior Placement Committee



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Ananya Singh

Parth Malik

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About us

Indian Institute of Management Rohtak (IIM Rohtak) established by the Ministry of Human Resource Development, Government of India by the IIM Act 2001. IIM Rohtak is an Institute of national importance. Established in 2009, IIM Rohtak is a benchmark for IIM management education in India with a vision to become a global leader in education.



The institute has an enlightened and progressive leadership, acclaimed faculty members, robust teaching pedagogy and state-of-the-art infrastructure. It continues to impart knowledge in the management domain with a unique cross-functional perspective to prepare future leaders who can manage and create powerful organizations. To realize the vision of the institute, IIM Rohtak is providing world-class education in management not only through fulltime and regular programmes but also through various long and short duration online programmes.

The institute offers a dynamic environment for high-quality research in all functional areas of management that will benefit multiple segments of the business and society.



Located within the National Capital Region (NCR) of India, IIM Rohtak is a 90 minutes' drive from the Delhi International Airport. The state-of-the-art campus spread over an area of 200 acres is strategically located on National Highway-10 and is well connected with Delhi.



Vision

The vision of IIM Rohtak is to be a global leader in the creation and dissemination of management knowledge, and a global learning center, in due course of time.

Mission

The primary mission of IIM Rohtak is to develop (corporate and non-corporate) managers with a sense of excellence, strong social commitment, and a passion for a value system. The broader institutional mission of IIM Rohtak is to create knowledge through quality publications and management education.





Prof. Dheeraj Sharma
Director
IIM, Rohtak

GREETINGS

Ancient Indian theological, spiritual and mythological literature has provided the basis for several modern concepts of management. Management practices that are rooted in the ancient Indian tradition have made the Indian economy one of the largest in the world despite the humungous challenges of population, literacy, and terrorism. Evidence of the success of these practices lies in the size and growth of India's Micro, Small and Medium Enterprises (MSMEs) as well as the large enterprises. The MSME sector played a pivotal role in driving the growth engine of the Indian economy by demonstrating strength and robustness even when the rest of the world was struggling to grow. The sector has grown at a rate of over 10% for the past several years. These growing MSMEs have provided the National Capital Region (NCR) with several thousand business units employing millions of citizens operating from the NCR. Additionally, several hundred large enterprises employing several more millions are headquartered in the NCR. With a GDP of \$370 billion (PPP basis), the NCR is now ranked 30th globally in terms of the size of the economy of a region and is expected to be 11th globally by 2030, according to Oxford Economics forecast.

I believe that the primary driver of the NCR growth are a) a just position to policy-making, availability of superior and growing infrastructure, and excellent education and research institutions. Therefore, IIM Rohtak's strategic location in the NCR and state-of-the-art facilities at its 200-acre campus will enable it to be a lever to further aid the development activity in this epicentre of business activities of the world. Consequently, I envision IIM Rohtak to be the number one management institution in entire north India and amongst the top five management institutions in the country in the next five years.

I believe that a business entity's interest must coincide with the benefit of the government and society at large. IIM Rohtak has undergone stimulating projects with government departments such as the Food Corporation of India, the Ministry of Consumer Affairs (Food and Distribution) and the National Academy of Defence Production, among others. Exclusive training programmes have been designed for assistant commandants of CRPF and senior police officers of the Haryana Police Department. IIM Rohtak has also started the Council for Strategic Affairs with the vision to take up specific research projects on strategic issues in the domain of management.

With the vision to introduce breakthrough programmes and strengthen the batch strength of IIM Rohtak, the Five Year Integrated Programme in Management (PI) has been introduced in 2019. IIM Rohtak is the first IIM to start BBA+MBA Programme. Also, nearly 3500 participants from both the government and private sectors were trained through short-duration online Management Development Programmes in the area of HR Analytics, Project Management, Data Analytics, Leadership, Entrepreneurship, and Sales Management. Institute has also

received an overwhelming response for its online long duration programmes like Executive Post Graduate Programme in Management, Fellow Programme in Management (Part-Time), and Executive Post Graduate Diploma in Sports Management. Due to the locational advantage, I hope to see more synchronization between the government, local businesses, and management education. In other words, we hope to see not only more participation in working on special projects with companies and government departments in the NCR but also the introduction of new programmes to cater to the market in this region.

Institute's leadership lectures series and multiple management summits included the participation of around 100 eminent business leaders and policy-makers. They shared their experiences, expertise, opinions, and ideas with students and faculty members on social and economic business conditions. I hope to continue with this lecture series to include more eminent scholars and bureaucrats, to help us develop and engage further. Our interactions with industry and government will provide us with opportunities to: a) invite more organizations to IIM Rohtak for recruitment, b) engage in practice research in the form of case writing, c) develop industry and government white papers and consult with government and the corporate world to shape various policies of the nation, d) utilize data to engage in cutting-edge empirical research for publication into peer-class journals, e) offer a bridge between theory and practice in the domain of business management.

The Institute has done remarkably well in improving the diversity of the batch in terms of both gender equality and academic background. It is the second year in a row that the Institute has demonstrated 1:1 ratio gender diversity in its PGP programme. This year, we have conducted the exclusive admission process for IIM Rohtak. It will help us recruit excellent students for the next year, taking into account diversity from all aspects of society.

The faculty of IIM Rohtak come from top-class institutions like IIM Ahmedabad, IIM Bangalore, IIM Calcutta, IIM Lucknow, IIM Indore and ISB, among others. The diversified faculty members of the Institute have led to continuous upscaling results in research and innovation. IIM Rohtak is ranked 5th among IIMs in research outcome as per NIRF Ranking 2018. I hope that we will continue to recruit top-class faculty. I have also impelled various foreign scholars across multiple global universities for short-term assignments at IIMR through different teaching and research engagement programs. The Institute entered into academic and research collaboration with the University of Namur, Belgium for joint research, faculty exchange, and student exchange program. Similar collaborations have also been initiated with the faculty of Ulster University, Lancaster University, Leeds Beckett University (UK), Zurich University (Switzerland), University do Porto (Portugal), British Columbia Institute (Canada), University of New Haven (USA), University of Helsinki (Finland), University of Alabama, and CEIBS, Shanghai, University of Missouri, USA, and NYU, Abu Dhabi, among others. Finally, the Institute will actively collaborate with other IIMs for FPM programs to enrich our student's learning experience.

Overall, I am committed to providing to our faculty, staff, students, and other members of IIM Rohtak community, a thriving culture that not only results in increased productivity but also fosters camaraderie and Institute spirit. I invoke the ancient traditions of India to guide us to treat our work as worship so that we strive not for "work-life balance" but for "work-life integration." I believe that IIM Rohtak culture that stems from our ancient traditions will produce scholars, managers, professors, and policy-makers who will exhibit superior work-ethic, high commitment, impetuous focus, extraordinary decisiveness, strong persistence, and positive attitude.



Dear Recruiters

I am incredibly grateful for your continued support. For the year 2020, I invite you to recruit our talented graduating students as full-time employees in your esteemed organizations. I also welcome you to hire the students who have completed their first year of MBA for summer internships. It is indeed a matter of pride to

Dr. Ankur Jain
Co-Chairperson Placement

present before you a group of dedicated, dynamic, and capable individuals who are now ready to add immense value to your organizations.

The Indian Institute of Management Rohtak follows a rigorous multi-stage process to select proficient and motivated individuals for its flagship MBA program. For two years, the students undergo the most advanced management curriculum. We follow a case-based pedagogy, thereby exposing our students to decision dilemmas that corporates face on a day-to-day basis. The courses equip the managers-to-be with in-depth subject knowledge and managerial understanding to excel in the professional roles they take up in their work lives. Even during the Covid-19 pandemic, we are the only IIM that started its classes on time. Although the medium is online, the faculty is leaving no stone unturned to engage and educate the students in the most befitting manner.

To foster the all-round development of the students, the Institute provides them a vibrant campus life during the two-years that they are here. In addition to developing their academic acumen, the students are encouraged to participate in industry competitions and management summits. The students form special interest clubs and committees that give them an opportunity to organize inter and intra college events. We can boast of having successfully organized the 9th edition of the Mini Marathon on the theme of "Unity, Peace, and Reconciliation" in January 2020. The guest of honor was Mr. Yogeshwar Dutt, the Olympic medalist freestyle wrestler, and around 2000 people participated in the event.

Over the years, IIM Rohtak has been working hard to achieve excellence in the field of management education and to develop a close association with industry. Receiving WES Higher Education Award for Industry Academia Interface for the year 2018 is a testimony of the quality of our students and their readiness for the job market. We are thankful to our industry partners for co-creating value with us in our pursuit of excellence. In the spirit of nurturing and expanding our engagement with the industry, I take the pleasure of inviting our legacy recruiters, as well as welcoming new recruiters, for a mutually beneficial Placement Season. On behalf of the Placement Committee, I look forward to having a long-term relationship with your organization.



Dear Recruiters

I am pleased to introduce the 11th batch of the two year full-time residential post graduate program in business administration (PGP-MBA), 2020-2022. The PGP-MBA is our flagship program which attracts the best intellect of our country. The programme aims to train and transform graduates into managers who can lead

Dr. Rama S. Yadav
Co-Chairperson Placement

organisations in challenging times. Over the past one decade, IIM Rohtak PGP-MBA program has emerged as a most sought-after programme by the students. It is our continuing endeavour to keep abreast of the challenges

and opportunities in the world of business and governance. Based on our research as well as feedback from industry, we have been fine-tuning the programme in terms of pedagogy and structure, with a view to provide contemporary business knowledge and insights as well as practical experience to the students.

At IIM Rohtak we offer a vast variety of cases-based courses which help students hone their decision-making abilities and skill sets which is most required in this present VUCA world. To give real time exposure of the industry students are encouraged to take up live projects throughout the year. Furthermore, our students not only interact with industry stalwarts in various courses and guest lectures but also organize multiple management conclaves across the country to understand the business pulse. It is a matter of great pride that IIM Rohtak has consistently maintained 100% placements record (CRISIL audited). This has only been possible because of the enthusiastic support of our loyal recruiters like you. Hence, to continue the glorious journey and our meaningful engagement with you, we once again invite you at IIM Rohtak for the summer and final placement process of our flagship program.

Mentors

Economics & Public Policy

Dr. Anshu Pant | IIM Indore

Dr. Devi Prasad Dasgupta | IIT Roper

Dr. Rupika Khanna | IIM Lucknow

Dr. Rama Mohanlal | IIM Indore

Finance & Accounting

Dr. Anshu Pant | IIM Indore

Dr. Smriti Joshi | IIM Bangalore

Marketing Management & Strategy

Dr. Amit A. Desai | IIM Lucknow

Dr. Anshu V. Thapar | IIM Indore

Dr. Madhu Mandal | IIM Lucknow

Dr. Rogers P. Joseph | IIM Bangalore

Prof. Chandra Sharma | Louisiana Tech University USA

Dr. Shivendra K. Pandey | IIM Ranchi

Dr. Neha Rameshwar | IIM

Human Resource Management & Organisational Behaviour

Dr. Ajitkumar Pandey | IIM Indore

Dr. Ankur Jain | IIM Bangalore

Dr. Koustubh Ghosh | IIT Kharagpur

Dr. Rama S. Yadav | IIM Ahmedabad

Dr. Sameer Dash | IIM Ahmedabad

Management Information Systems

Dr. Manish Tripathi | IIM Lucknow

Dr. P. R. Srivastava | IIT Guwahati

Dr. Ritu Yadav | IIM Lucknow

Operations Management & Quantitative Techniques

Dr. Anmol Singh | IIT Roorkee

Dr. Anand Thakur | Yuan Ze Univ. Taiwan

Dr. Chandra Prakash | IIT Roorkee

Dr. Deepika Jain | IIM Bangalore

Dr. Jyotiash Pandey | IIM Indore

Dr. Priyank Sinha | IIT Kanpur

Post-Graduate Programme in Management

The Post-Graduate Programme (PGP) in Management at the Indian Institute of Management Rohtak offers a judicious blend of theory and practice and is carefully designed to be change-oriented. The course curriculum is continually reviewed and updated to cater to the requirements of Industry and reflect changes in the challenges. A unique feature of the IIM Rohtak PGP is its in-built concern for the larger society, as reflected in the design of the curriculum, which aims at nurturing well-focused, value-orientated and socially committed managers and leaders of the future.



Courses

The curriculum is designed to impart knowledge and skills considered essential for managers to operate successfully in the increasingly dynamic and complex environment. It sharpens and deepens the student's understanding at different levels. Understanding the interdependent nature of organizational dynamics and its managerial implications is the primary thrust of the curriculum. It helps the student acquire conceptual and analytical abilities required for making and implementing managerial decisions effectively.



Curriculum

PGP First-Year Courses

PGP I - Term I

- Business Computing
- Business and Government Systems
- Financial Reporting & Analysis
- Human Behavior in Organizations
- Managerial Economics
- Marketing Management I
- Operations Management I
- Probability Analysis
- Quantitative Methods I
- Written Analysis & Communication

PGP I - Term II

- Data Analytics
- Macroeconomics and Economic Policy
- Management Accounting
- Marketing Management II
- Organizational Design and Dynamics
- Quantitative Method II
- Socio-cultural Environment of Business
- Workshop in Communication Skills

PGP I - Term III

- Business Ethics
- Business Research Methods
- Financial Management
- Human Resource Management
- Legal Aspects of Business
- Management Information Systems
- Operations Management
- Strategic Management



PGP Second-Year Courses

Economics and Public Policy

- Economics of Development
- Economics of Financial Development
- Economics of Financial Markets
- GIS and Big Data Application in Public Policy and Marketing
- Learning from Real-Time Entrepreneurship
- Public Policy Challenges of 21st Century
- Social Entrepreneurship

Finance and Accounting

- Corporate Tax Planning
- Corporate Valuation
- Corporate Restructuring
- Financial Modeling
- Financial Statement Analysis
- Fixed Income Securities
- Futures Options and Risk Management
- Investment Analysis & Portfolio Management
- Investment Banking
- International Finance
- Management of Financial Institutions & Services
- Money, Banking, and Financial Markets
- Private Equity and Venture Capital
- Project Finance
- Quantitative Applications in Finance

HR Management & Organizational Behaviour

- Competency-based Recruitment
- HR Analytics
- Industrial Relations and Labour Laws
- Leadership Development
- Management Lessons from Bhagavad Gita
- Managing Contract and Outsourced Services
- Performance and Compensation Management
- Strategies and Skills for Successful Negotiation
- Strategic Human Resource Management
- Talent Management
- Training and Development
- Behavioral Finance

Management Information Systems

- Advanced Business Analytics for Finance
- Business Model Using Cloud & IOT
- Business Analytics
- Business Dynamics
- Digital Marketing
- Growth Strategies for E-Commerce
- Information Technology and Business Innovation
- IT Consulting Management
- IT Project Management: Traditional, Agile, Extreme
- IT Strategy Management
- Managing Digital Transformation
- Managing Issues in ERP Implementation
- Network Training

Marketing and Strategic Management

- Advanced Marketing Research
- Advertising and Sales Promotion Management
- B2B Marketing
- Consumer Behavior
- Customer Relationship Management
- International Marketing
- Marketing Analytics
- Pricing Strategies
- Product & Brand Management
- Retailing Management
- Rural Marketing
- Sales & Distribution Management
- Service Marketing
- Entrepreneurship & New Ventures
- Knowledge Management
- Conquering the Knowledge Age: Knowledge Management for General Managers
- Strategic Marketing Management
- Competitive Intelligence
- International Business Strategy
- Management Control Systems
- Managing Technology and Innovation
- Models & Framework of Strategic Analysis
- Strategic Consulting
- Mergers & Acquisitions
- Strategic Thinking and Problem Solving
- Strategy in Emerging Markets
- New Product Development Strategy
- Corporate Governance
- Management of High Technology Industry
- Promotion Management
- B2B Marketing
- Consumer Behavior

Operations Management & Quantitative Techniques

- Business Games and Decision Analysis
- International Logistics Management
- International Purchasing and Supply Management
- Materials Management
- Manufacturing Systems Design
- Operations Strategy
- Operations Planning and Control
- Project Management
- Stochastic Business Modeling
- Supply Chain Management
- TQM and Six Sigma

Integrated Programme in Management

Five-Year Integrated Programme in Management is a comprehensive management program that has a combined course of management studies (BBA + MBA). The programme aims at molding the outstanding young students managerial and leaders.

The programme consists of 15 terms spread over five years. A year has three terms, each of 3 months duration. The entire programme is divided into two parts; the first part focuses on the foundation courses, whereas the second part focuses on the management. Students require to undergo internships at the end of every academic year. The BBA curriculum has four core areas: Mathematics, Economics, Statistics, and Humanities. Apart from these, other courses such as Business Communication, Management Information System, Business, and Foreign Languages are also offered. MBA curriculum of IPM is same as PGF programme.



Doctoral Programme in Management (DPM)

The Doctoral Programme in Management of Indian Institute of Management Rohtak has proved to be one of the most preferred doctoral programmes by aspirants who incline a career in research or academics. IIM Rohtak offers a doctoral programme with specializations in Economics & Public Policy, Finance & Accounting, Human Resource Management & Organizational Behaviour, Management Information Systems, Operations Management & Quantitative Techniques and Marketing & Strategic Management.



Fellow Programme in Management (Part-Time)

Fellow Programme in Management (Part-Time) is a doctoral programme for working executives in January 2020. It is a non-residential programme specially designed for working professionals associated with the industry, government, and social sector and interested in pursuing research in the field of Management. With the rapid expansion of management education in India, it has become inevitable that business schools cater to the demand of faculty by producing excellent researchers and policy-makers who have a strong practical experience of the corporate world.



Executive Post Graduate Programme in Management (ePGPX)

Two-year ePGPX programme is a complete mode (offline/online) (60 ECTS hours) PO Diploma Programme designed for working executives. The general Management Programme focuses on the needs of working professionals who wish to pursue management education along with their jobs.

Executive Post Graduate Diploma in Sports Management (EPGDSM)

Institute had become a pioneer among all IIMs to start 2-years Executive PO Diploma Programme in Sports Management (ePGDSM) comprising core sports courses for sports enthusiasts and working professionals who wish to pursue their career in the highly growing sports industry.



Certificate Program in Business Management (CPBM)

CPBM is 6-month duration programme exclusively designed and conducted for the officers of Central Reserve Police Force.



Life at IIM Rohtak

"I dived headlong into the foremost broiler, Pitting against cold and turbulent strife the feverish intensity of life."

Louis Untermeyer's classic lines provide perfect imagery of life at the Indian Institute of Management Rohtak. There is not a day that doesn't raise your heartbeat. Amidst the projects, assignments, classes, and quizzes, we have celebrations, festivals, dance nights, jamming sessions, and whatnot. The journey from the outset is a mix of surprises and shocks. Time is of utmost importance and success or failure depends on how you balance your work and life, a skill that would keep you afloat all through your life. One of the fundamental lessons that one learns here is the shedding of 'me' and embracing the 'we'. It is all about the team spirit, another skill that would take you a long way in the corporate world.

One also learns here the importance of individuality. It might sound contradictory to talk about teamwork and individuality in the same breath. Even when you are working in a team, you have to learn to communicate your opinion and to delegate; this is essential for an aspiring manager who would, in the future lead essential functions in an organization. IIM Rohtak shows you 'life' through a different lens, and it looks different altogether. The two years here broaden your thought process, you learn to manage your time, and no matter what, at the end of the day you come out as a winner.



Industry Relations & Interaction

IIM Rohtak connects with the corporate world through collaborative and informative initiatives like the Corporate Connect Program (CCP) which includes Live Projects, Guest Lectures, Workshops, and Management Summit Series.

Management Summit, the flagship event of IIM Rohtak, is a congregation of industry leaders for sharing their thoughts, ideas, visions, and experiences with the aspiring business graduates. Last year has been particularly active with respect to Guest lectures with 34 industry experts and prominent executives from companies like Coca Cola, Reliance Industries, Johnson and Johnson, Accenture Strategy, Schindler, DLF, Zomato, Network 18, Swiggy visiting the campus to share their valuable knowledge and engage in a healthy discussion with the students.

The first summit was held with a focus on people analytics and the rise of HR. Top Corporate Executives from multinational companies like Hero Motocorp, Emerson Group, Volvo, Grubers, RBS, and L&T, among others, discussed the topic "People Analytics and the Rise of HR." The second summit was organized with CXO members from various organizations like Lodha Group, TVS, Ravells, and Cognizant, among others. The third summit was the CXO Summit that focused its panel discussions on the "Marketing Analytics: from Measurement to Insights." Senior leadership from organizations like Keastar Insights, DCM Shriram, Times of India, Monitor.com, etc. participated in the discussion.



Live projects resemble virtual internships wherein students work from the campus itself. As an opportunity to apply their knowledge to real-life problems, 40+ live projects were floated to the batch to make them industry ready and provide them with an all-round exposure. Various industry workshops for students like Six Sigma Certification by KPMG and Equity Valuation by Finhiksha among others are also organized.



Corporate Guests

Guest Name	Company & Designation
Mr. Sameer Soni	Times of India, Director, International Business
Ms. Pooja Garg	Agility, VP (Finance)
Mr. Bikram Mahajan	Whitebox Capital, Founder & CEO
Mr. Rajeev Singh	Karyx, Chief Operating Officer & Business Head
Mr. Arun Karne	AT&T, Managing Director
Mr. Adarsh Katyol	Varita, CEO
Mr. Akash Poddar	TSI-Vatra, COO
Mr. John Matthew Sebastian	V-Guard, Head Talent Acquisition
Mr. Inder Jaisinghani	Titan Company Limited, Head Innovation
Mr. Arun Thakral	Sharekhan, VP & Head Digital Marketing
Mr. Ashok Ramachandran	Schindler India (P) Ltd, CEO & President India & South Asia
Mr. Bhanu Rajani	IBM Asia Pacific, Diversity engagement partner
Mr. Rahul Mukherji	Accenture Interactive Operations, Vice President
Mr. Saud Zafar	Fulcrum Digital, Global Head HR
Mr. Sagar Amrani	Fenoplast, VP
Mr. Dhruv Talwar	Godrej Properties, Head Brand Strategy
Mr. Chirag Patel	Pitney Bowes, CDO Advisory
Mr. Dinash Mishra	Abbott, Director HR
Mr. Sandeep Verma	Business Curve, Managing Partner
Ms. Lalita Narayan Nayak	Network 18, Head-Marketing
Mr. Abhinav Sahai	Niswey, Co-Founder
Mr. Sameer Mathur	Accenture Strategy, Senior Principal
Mr. Pawan Malni	Mace Project, Country Manager
Mr. Srideep Kesavan	Coca Cola, Director Marketing
Mr. Balpreet Singh	Baliance Industries Ltd, Asst VP-Enterprise Applications
Mr. Dhaval Thanki	Cartesian Consulting, Director - Solution Business
Ms. Neha Thakkar	Colabera India, Regional Director
Mr. Harshvardhan Singh	DLF Ltd, Chief Head of Marketing
Mr. Vivek Mehrotra	Zomato, Head learning and development
Mr. Ritesh Ghosal	Croma, Chief Head of Marketing and Insights
Mr. Jagatbir Salsija	WNS Global Services, Corporate Vice President

Mr. Mayur Vasani	Johnson & Johnson, Legal director
Mr. Anil Jena	Olam Agro India Pvt. Ltd., SVP & Head - Treasury & TSP
Ms. Nagha Talwar	Allianz Worldwide Partners, COO
Mr. Rajan Bhandari	Hitachi Systems MC India & International Business, CEO
Dr. Yogesh Misra	Thomas Assessments, VP
Mr. Shubin Chulliparambil	Mafatal Industries, CIO
Mr. NSN Murty	PwC, Partner and Leader Smart Cities
Mr. Deepak Ohyan	Dell Global Facilities, VP
Mr. Gurvinder Singh	Mitsubishi Electric India, CFO
Mr. Shubin chulliparambil	Mafatal Industries Limited, CIO
Mr. Ramakrishnan P	Lodha Group, COO (Chief Operating Officer)
Mr. Atanu Pramanik	HINDALCO - ABG Group Company, Chief Information Officer at HINDALCO - ABG Group Company
Mr. Vishwanath PS	Randstad India, Chief Finance Officer
Mr. Nitin Bahi	Signify India, Director
Mr. Parikaj Doval	Times of India, Senior Editor
Mr. Arun Verma	Brightstar, CHRO
Mr. Souvik Sengupta	Standard Chartered Investments and Loans, MD & CEO
Mr. Sanjeeta Sumesh	Dun & Bradstreet, CFO
Mr. Roohan Lal Tamak	DCM Shriram - Sugar, CEO
Mr. Anupam Arun	Cvent, Country Head and SVP
Mr. Ram Jalan	Omaxe Limited, CMO
Mr. Manoj Madhusudanan	Dunhumby, Country Head
Mr. Soumya Mohanty	Kantar Insights, Managing Director & Chief Client Officer
Mr. Anshul Purihani	Monster, CMO
Mr. Rajat Mathur	Future Group, Head customer analytics
Mr. Sahil Deswal	Times of India, Marketing Head
Mr. Dharmendra Gupta	Bry-air, Marketing head
Mr. Mariasundaram Antony	GE Power, General Manager
Mr. David Zakkam	Swiggy, VP-Analytics
Mr. Raja Reddy	Servier India, Head Of Marketing
Mr. Kushal Sanghvi	Rilance Entertainment and Digital, Business Head
Mr. Vivek Agarwal	Indiamart, Senior VP Business Intelligence
Mr. Jaswanth Shiranarthy	CavinCare, Head Learning Talent and OD

Major Events

Infusion'20

Infusion'20 is the annual cultural, sports, and management fest of Indian Institute of Management Rohtak. This year's edition was organized from 17-19 January 2020. The fest enjoyed humongous turnout attributable to the amazing events that are lined up for three days. The fest witnessed participation from 250+ institutes from across the country. One of the most anticipated events was the 9th edition of Mini Marathon, on the theme of "Unity, Peace, and Reconciliation". It witnessed participation of around 3000 people from all ages and walks of life. The guest of honour was Olympic medalist and freestyle wrestler Yogeshwar Dutt. Other major events of the edition included Aluminati, Udaan, star night by Darshan Raval, among other management, sports, and cultural competitions.



Aluminati'20

'Aluminati 2020' in association with its Alumni Committee was organized on 18th January 2020. Prof Dheeraj Sharma unveiled the 2nd edition of Alumni Magazine 'Alert'. The event comprised of a panel discussion on the theme "Aluminati: The Road Ahead." IIM Rohtak recognized the contribution of IIM Alumni in various domains like social sector, corporate sector, and the public sector.



Udaan

Udaan, the flagship Summit of Entrepreneurship and Innovation Council, was held together with Infusion. One of the biggest in the country, Udaan, consisted of two power-packed rounds of panel discussions. The event also hosted Ignitus, a Business Plan competition wherein teams from around the country presented their innovative plans before an esteemed jury of investors and mentors. The theme for this year's summit was 'Entrepreneurship as the key to unlocking the \$5 Trillion Economy Dream'.



Final Placements

IIM Rohtak takes immense pride in announcing the successful completion of the final placement process for Post Graduate Programme (PGP) in Management for the Batch 2018-20. The institute continued on its path of rapid progress by recording 100% placements yet again. Top firms from the industry reiterated their faith in the students of IIM Rohtak as they participated actively in the process. Our top recruiters included Deloitte, KPMG, Cognizant, Capgemini, Amul, ICICI Bank, Bain Capability Network, India Valley Partners, Lenkarta, RBS, Accenture, Byte Danoo, HDFC Bank, and Udaan.

The season saw more than 85 firms vigorously recruiting from the institute with active participation from some of the leading players in each industry. Consulting and Analytics emerged as one of the preferred choices with close to 40% of students obtaining some of the best offers in this area. Approximately 30% of the students bagged offers in Sales and Marketing domain from the best of firms. The highest domestic CTC offered stood at 24 LPA while the average rose to 13.67 LPA, an exceptional 15.61% jump from its average last year. This year also witnessed a steep increase in the number of PPOs & PPIs offered to the students. Many students from the class of 2020 also bagged many corporate competitions, some of them being Amazon Aze challenge, Tata Steelsathon, Hero Campus Challenge, Infosys Ingenius and UltraTech Next Campus Edition.



Forty new prominent recruiters were added in the list of companies visiting the campus for this year. The impressive skillset of the batch helped bag forty PPO and PPI offers.



Industry Wise Placements



Domain	Percentage	Domain	Percentage
Consulting	29%	IT & Analytics	12%
Sales & Marketing	28%	Operations	8%
Management	16%	Finance	8%

Summer Placements

IIM Rohtak has once again proved its eminence among the premier business schools of the country on achieving 100% summer placements for its batch of 242 students. The multitude of offers granted by industry giants reaffirms their trust in the Institute and its legacy. The season witnessed a highly commendable increase in the number of recruiters across multiple sectors. The recruitment drive saw participation from 80+ recruiters with 37 new recruiters added this year. The highest stipend offered this year stood at Rs. 2.5 lakhs while the average stipend figure is Rs.65,557.

Marketing stood as the top recruitment domain this season again. Prominent firms that made offers in this domain included Dabur, ICICI, Gartner and Bourgain Industries. Finance firms stood next in line, attracting both banking and non-banking institutions. Prominent banks such as ICICI Bank, Yes Bank, RBS, RBI, Jana Small Finance Bank and HDFC Bank recruited for multiple roles. Non-banking financial entities such as SIDBI, Indus Valley Partners, Thomson Reuters, and OfBusiness recruited for niche profiles. Other major sectors included IT and Consulting, HR, General Management and Operations. Some of the notable that hired interns in these domains were HPCL, Capgemini, Lowe Lintas, Bain Capability Network, OLX, Tata Steel and Cognizant Business Consulting.

Highest stipend offered

INR 2.5 Lakhs

Average stipend for 2 months

INR 65557

Corporate Engagement Calendar

Event	Tentative Date
Management Summit -1	July 25th , 2020
Management Summit - 2	September 5th , 2020
Management Summit -3	October 31th , 2020
Guest Lectures	July 2020 - January 2021
Live Projects	July 2020 - February 2021

Batch Details 2019-21



Batch Details 2020-22



Our Recruiters

Students Achievements

Competition Name	Host/Company Name	Position Won
Ultra tech next campus edition	Aditya Birla group	National finalist
Ultra tech next campus edition	Aditya Birla group	National finalist
Ultra tech next campus edition	Aditya Birla group	National finalist
Infocys Ingenious 2019	Infocys	National finalist
Infocys Ingenious 2019	Infocys	National finalist
Infocys Ingenious 2019	Infocys	National finalist
Infocys Ingenious	Infocys	National Winner
Infocys Ingenious	Infocys	National Winner
Infocys Ingenious	Infocys	National Winner
Tata Steel-a-Thon	Tata Steel	National finalist
Tata Steel-a-Thon	Tata Steel	National finalist
Tata Steel-a-Thon	Tata Steel	National finalist
Tata Steel-a-Thon	Tata Steel	National finalist
Beat the Curve	ICICI Bank	National finalist
Beat the Curve	ICICI Bank	National finalist
Optum Stratathon	United Health Group	Campus Winner
Optum Stratathon	United Health Group	Campus Winner
HERO Campus Challenge Season 5	HERO MotoCorp	National Runner up
HERO Campus Challenge Season 5	HERO MotoCorp	National Runner up
HERO Campus Challenge Season 5	HERO MotoCorp	National Runner up
Hero Peak Prize global case competition	ISCSA	National finalist
Hero Peak Prize global case competition	ISCSA	National finalist
Steel A Thon	Tata Steel	Zonal Finalist
Steel A Thon	Tata Steel	Zonal Finalist
Steel A Thon	Tata Steel	Zonal Finalist
Steel A Thon	Tata Steel	Zonal Finalist
Amazon ACE 2019	Amazon	National finalist
Amazon ACE 2019	Amazon	National finalist
Amazon ACE 2019	Amazon	National finalist
Amazon ACE 2019	Amazon	National finalist
FLIP National Challenge 2019 (Vivek Thakur)	FLIP	All India Rank 16
Finvalley 3.0	Indus Valley Partners	National finalist
Finvalley 3.0	Indus Valley Partners	National finalist
Finvalley 3.0	Indus Valley Partners	National finalist
Business Line on Campus Boardroom Challenge	The Hindu	National finalist
Business Line on Campus Boardroom Challenge	The Hindu	National finalist
Business Line on Campus Boardroom Challenge	The Hindu	National finalist
Business Line on Campus Boardroom Challenge	The Hindu	National finalist
Business Line on Campus Boardroom Challenge	The Hindu	National finalist
Mediaeval QCLP	Mediaeval	Campus Winner
Mediaeval QCLP	Mediaeval	Campus Winner
Mediaeval QCLP	Mediaeval	Campus Winner
Quantia Marketing Strategy competition	ES&S	National finalist
Quantia Marketing Strategy competition	ES&S	National finalist
Quantia Marketing Strategy competition	ES&S	National finalist
Quantia Marketing Strategy competition	ES&S	National finalist
Artha Bhedam	ES&S	National finalist
Artha Bhedam	ES&S	National finalist
Artha Bhedam	ES&S	National finalist