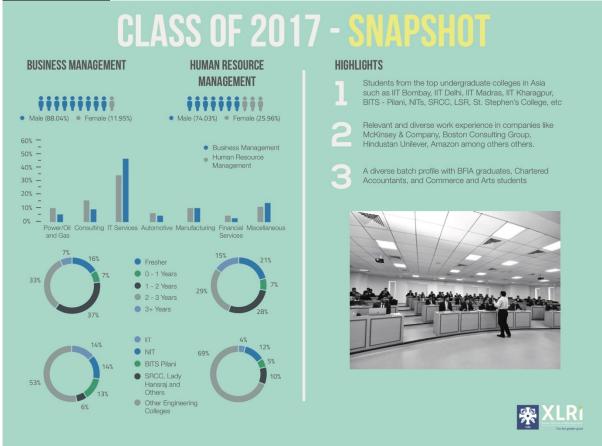
# XLRI Placement Report – 2017

The Placement Committee of XLRI would like to sincerely acknowledge the efforts of every student, faculty member as well as other key contributors towards running the placements of 2017.

We would like to express our sincere gratitude towards our recruiters who have once again reposed their faith in the institute and the students who graduate from its flagship programs year on year. We have seen an overwhelming increase in the number of recruiters willing to partner with XLRI and we owe this to the efforts of the students who consistently perform well and bring laurels to the institute.

### **Batch Snapshot**



### **Final Placements 2017**

- Total Number of PPOs received: 121 for a batch of 359, a significant increase in PPOs over last year
- The median salary offered to the batch is INR 19.00 lakhs per annum while the average is INR 19.21 lakhs. Both these figures have shot up over last year
- Average CTC in the Marketing Space: 21.8 lpa
- Average CTC in the operations Space: 26.5 lpa
- Number of offers with a CTC greater than 25 lpa up by 18%
- Number of new roles opened up on campus see a rise of 17% over last year
- XLRI's unrivalled reputation for its Human Resources Program was clearly visible as the HR students secured excellent job offers across sectors viz. Consulting, FMCG, General Management and other sectors in large numbers

#### *Sector-wise Turnout* Human Resources

Human Resources and Industrial Relations has for the longest time now been an immensely renowned degree offered by XLRI with most number of CHROs in the corporate space being its alumni. XLRI prides itself in the breadth of HR roles it brings on campus, spanning the FMCG, BFSI, Technology, Consulting sectors.

# Consulting

Reputed Management Consulting firms such as The Boston Consulting Group, McKinsey & Co., Accenture Strategy have continued to recruit students from XLRI. This year, XLRI has also seen an increased participation from industry majors such as Deloitte, Ernst & Young, Everest Group, Gallup, KPMG, Price Waterhouse Coopers, Infosys Global Consulting, Capgemini Consulting, Cognizant Business Consulting, Positive Moves and Zensar.

# Marketing and Media

Sales and Marketing opportunities offered by the FMCG sector have contributed to establishing XLRI as one of the most preferred recruitment destinations over the years. This year, was no different with industry majors like HUL, P&G, ITC, Mondelez, Nestle, Reckitt Benckiser, Coca Cola, PepsiCo, Asian Paints, Colgate Palmolive, AB InBev, Heinz, GSK CH, HCCB among others opening up roles in the Sales and Marketing space. The media sector too made its presence felt this Placement season, with Star TV and Bennett Coleman & Co. Ltd opening up multiple roles on campus.

# **Technology**

XLRI, this year has seen a huge increase in the number of technology management roles being offered on campus. Few of the firms that have recruited in this space include Uber, Directi, HCL, Capgemini, Infosys, Accenture, Tech Mahindra, Tata Sky and IBM among others.

# **General Management**

XLRI, with its students specializing in both the Human Resource and Business Management functions, continued to see reputed conglomerates such as Tata Sons Group (TAS), Aditya Birla Group, Mahindra & Mahindra, Reliance Industries, Lodha group, Future group, RPG among others recruiting students in good numbers for their General Management roles.

# Finance

In continuation with the positive growth of offers from the Financial space, that has been observed during the Summer Placements earlier in the year, XLRI has seen offers made by reputed firms in the financial sector. Students picked up PPOs from Investment banking roles offered by JPMC, Goldman Sachs and Avendus Capital. Recruiters from the BFSI space also include Citibank, Development Bank of Singapore, ICICI Bank, Yes Bank among others. ICICI Bank was the largest recruiter in this space. Students were also offered the wealth management role by Avendus Capital and Kotak Mahindra Bank. Other companies also visited campus offering PE, VC and IB roles.

# **Operations**

The Operations space at XLRI this year has been a major bright spot, with some of the best roles in this domain being offered on campus. Amazon BOLD, Uber, PayTM, Cloudtail, Rivigo are among the firms to have made offers to students this year.

# About XLRI

XLRI - Xavier School of Management (formerly known as XLRI - Xavier Labor Relations Institute) is a Premier, Private Management Institute in India founded in 1949 by Fr Quinn Enright, S.J. in the Steel city of Jamshedpur, Jharkhand. Over the last seven decades, XLRI has helped shape responsible business leaders who serve organizations of repute across the globe. As an institution, XLRI continually strives to contribute its mite to the professional growth and management of innumerable organizations that serve the public.

### For further information, please contact:

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