

B-schools See More Offers, Higher Pay This Yr

REVIVAL SEASON Overseas placements increase, IT cos come calling as recruiters scale up campus hiring

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Mumbai | New Delhi: Leading business schools, which have already wrapped up final placements for their graduating students, have seen a resurgence in recruiter sentiment, more overseas placements and higher salary offers, putting behind the challenges of last year's hiring season. Even IT companies, which were hard-hit last time, are more gung ho, according to placement cells at Management Development Institute (MDI), Gurgaon, SP Jain Institute of Management and Research (SPJIMR) and Indian Institute of Foreign Trade

(IIFT). "Our batch was placed in record time," said Kanwal Kapil, placements chairperson of MDI Gurgaon. Companies were far more bullish on hiring—it took 119 firms to absorb the entire batch, compared with 143 companies last time around. "Several recruiters had to go back empty-handed," he said.

Aventus Capital offered the highest domestic annual salary of ₹35 lakh at MDI, up 22% from Colgate-Palmolive's ₹28.74 lakh last year. There were 15 international offers with a top salary of ₹55 lakh.

"The after effects of demonetisation, Trump and GST have all faded away. Hiring sentiments have improved significant-

ly," added Kapil.

At IIFT in New Delhi, too, it took fewer recruiters to place the entire batch. The institute's international job postings jumped 55% to 31; four students were offered the highest international package of \$150,000 (₹96 lakh). TGI, AluZinc, ADM and Phoenix Commodities recruited for trade roles in Africa, Latin America and Southeast Asia; Thailand-based CP Group hired for its Future Leaders Programme and Godrej, British Telecom, DBS, Hero MotoCorp, Mother Dairy, Shapoorji Pallonji, TetraPak and TVS Motors recruited for international business streams.

Godrej is scaling up B-school hiring by almost

20% in line with business growth and imperatives. On the international front, it is hiring for its Africa, Indonesia and SAARC businesses in supply chain, sales, marketing and human resources. It is also exploring new schools IIM Trichy for its Godrej Agrovet business and IIM Calcutta for Godrej Properties, said Sumit Mitra, head-group HR and corporate services at Godrej Industries and Associate Companies.

"Business school recruitment has always been a core part of our talent acquisition strategy. It helps build a strong internal talent pool. The 2018 batch will have roughly 56 members," added Mitra.

