



XLRI - Xavier School Of Management

Global Business Management

Class of 2017

Recruitment Brochure





CONTENTS



ABOUT XLRI	02
DIRECTOR'S MESSAGE, PLACEMENT CHAIRPERSON'S MESSAGE	04
THE GLOBAL BM PROGRAM	06
ACADEMIC COURSE STRUCTURE	08
BATCH SNAPSHOT	12
PREVIOUS RECRUITERS, LIVE PROJECTS	14
PLACEMENT REPORT OF 2014-16	16
BATCH OF 2015-17	18
RECRUITMENT PROCESS	26
CONTACT US	27



XLRI

XLRI was founded in 1949 by Fr. Quinn Enright, S.J. in the Steel City of Jamshedpur. Fr. Enright visualized XLRI to be a partner in the liberation and development journey of the independent India with a vision of “renewing the face of the earth”. Fr. Bill Tome joined hands with him to bring that vision to fruition. Both, together with the other Jesuit companions, worked tirelessly towards translating the Vision “Renewing the face of the earth” into action. The institute always strives to be a management school with a difference. Pursuit of academic excellence and fostering whole-person integral growth of students has been the hallmark of XLRI for over six decades.

Vision

Inspired by the Jesuit spirit of ‘Magis’, XLRI aims at being a management school with:

- » A passion for academic excellence
- » Uncompromising human values
- » A sensitive social conscience
- » An abiding commitment to improving the quality of life in organizations and society
- » Integrity

Mission

- » To offer enriching learning experiences to aspiring managers
- » To enable them to realize their full potential
- » To ensure that they serve as agents of continuous improvement and change
- » To encourage entrepreneurship and service
- » To extend the frontiers of knowledge in management through cutting-edge research
- » To disseminate knowledge through a portfolio of educational programs and publications B School

Indian B-School Rankings

At XLRI, we are proud to be the oldest and the most modern B-School

2nd

Business India

3rd

OUTLOOK THEWEEK
business today

4th

MBA UNIVERSE
INDIA'S NO.1 MBA PORTAL Business Line

Director's Message

“ Dear Recruiters,

The Global Business Management program at XLRI is a flagship program offered in partnership with Case Western Reserve University (Cleveland, USA) and Tongji University (Shanghai, China). It constitutes a diverse class of Indian, American and Chinese students who study, work and grow together. We believe that taking an overview of the world of business will enable us to create a brand of managers with a global outlook, cultural empathy, experience of studying and working in the world's largest economies along with a will to adapt to changing circumstances. This fine batch of students has been selected after they have successfully fulfilled the qualifying standards set up by XLRI for admission into its coveted business management program.

As an extension of the regular BM program, students of global business management begin their journey at XLRI followed by an international year. Starting this year, the students also undergo the regular summer internship program to further strengthen their roots in India while at the same time pursuing international live projects in China and USA.

The students are not just intellectually at par with the best minds of the country, the focused course content, lectures and faculty interactions greatly enhance and contributed to the formation of effective global managers who are ready to take on international challenges in a variety of work environments. I am confident that, given an opportunity, they will be an asset to your organization and that you would greatly benefit from their experience and expertise.

”

Fr. E. Abraham S.J. Ph.D
Director, XLRI



Placement Chairperson's Message

“ Dear Recruiters,

'Change'. That word sure has a lot of meaning and purpose for all of us here at XLRI. It is the premise on which the academic programs are designed to be effective. Keeping this belief in mind and considering today's dynamic business environment which is highly competitive, the Global Business Management Program continues to grow from stride to stride. Through the coordinated efforts of all three participating schools, the students of Global Business Management go through extensive real world training to substitute the theoretical MBA education as they take up challenging live company projects in all three countries. By working in teams composed of students from different countries of the world, the XLRI students are able to leverage their management expertise in solving real world problems.

There is a need for innovative business leaders to help generate growth, but there is also a need for leaders who understand other cultures, economies, and policies to sustain the growth that's been generated. XLRI has maintained an aura of culture and legacy over six decades of innovative growth and excellence.

Having stamped its class in academic and corporate circles, the alumni of XLRI today don the most challenging and demanding roles in the industry - India and abroad. This is testimony to the trust and belief that the industry has bestowed in us for years and more importantly is a commitment from XLRI to deliver the best consistently. This journey from darkness to light for the students would not be possible but for the strong bond that XLRI shares with the business world. We look forward to forging stronger bonds of co-operation to traverse uncharted territories of excellence.

I welcome you to experience this novel initiative.

Welcome home to XLRI!

”

Dr. Rajiv Misra
Chairperson, Placements



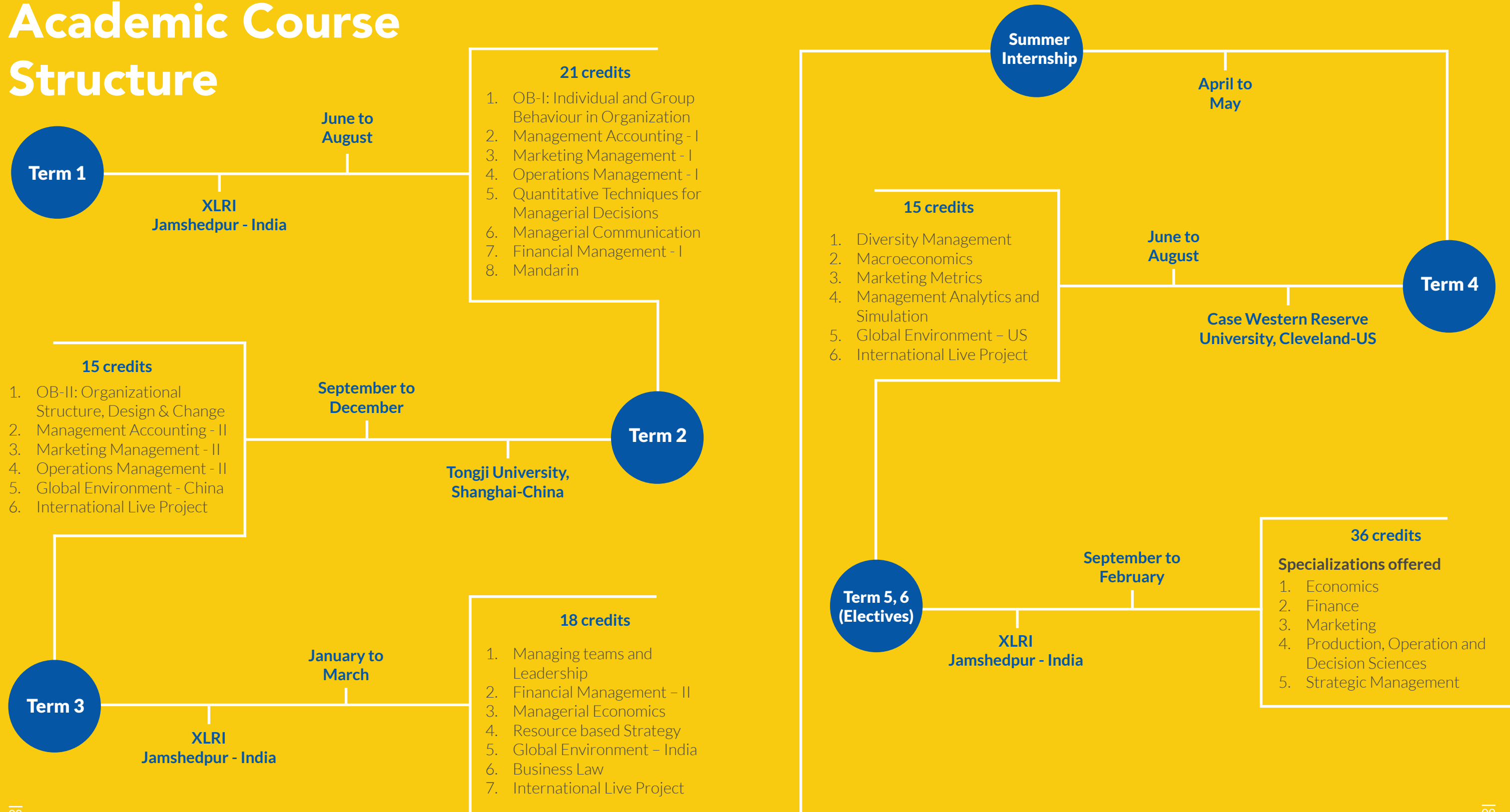
The Global BM Program

A Unique Global Business Management Program by India's Oldest B-School

In Partnership with
Tongji University, Shanghai, China and
Case Western Reserve University, Cleveland, USA



Academic Course Structure



Electives

Marketing

Advertising and Sales Promotion
Business-to-Business Marketing
Competition and Globalisation
Consumer Behaviour
International Marketing
Internet Marketing
Marketing Decision Models
Marketing Engineering*
Marketing in Emerging Countries*
Marketing Metrics for Marketing Performance Evaluation*
Marketing Research
Pricing Management
Product and Brand Management
Qualitative Market Research*
Retail Management
Sales and Distribution Management
Services Marketing
Strategic Marketing

Economics

Demand and Business Forecasting
Development Economics
Entrepreneurship and New Ventures
Firms, Markets and Global Dynamics
Industrial Economics and Competitive Strategies
Managing Private-Public Partnerships
Money Banking and Finance
Social Banking and Microfinance
Strategic Game Theory for Managers

Finance

Behavioral Finance*
Business Analysis and Valuation
Capital Expenditure Planning and Control
Commodities Derivatives Market
Corporate Taxation
Financial Analysis, Planning and Control
Financial Markets
Financial Modeling Using Excel
Financial Risk Management
Fixed Income Securities
International Financial Management
Issues in Empirical Finance
Management of Banking
Mergers, Acquisition and Corporate Restructuring
Options and Futures
Risk Management and Insurance
Security Analysis and Portfolio Management
Social Finance Impact Investing & Insurance
Structured Finance

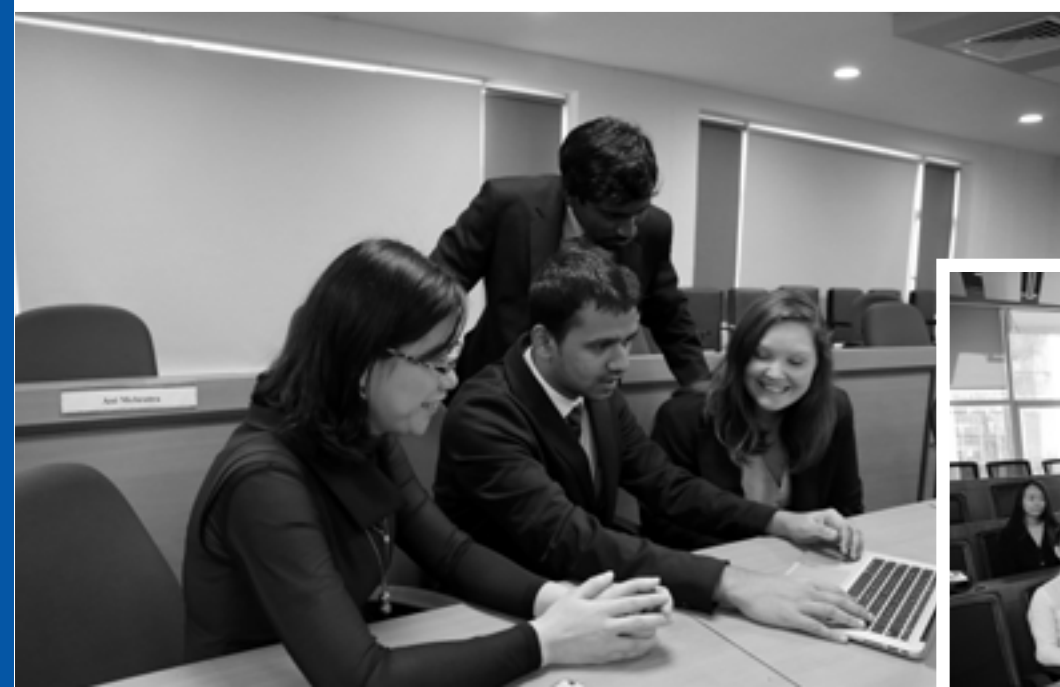
Production, Operation and Decision Process

Advanced Inventory Control
Advanced Operations Research
Demand and Business Forecasting
Electronics Business and Markets
Enterprise Resource Planning
Logistics and Supply Chain Management
Materials Management
Production Planning and Control
Project Management
Service Operations Management*
Supply Chain Analytics
Technology Management
Theory of Constraints
Total Quality Management

Strategic Management

Balanced Score Card
Building Learning Organisations
Competition and Globalisation
Contemporary Business Practices
Designing Organisations for Uncertain Environment
Entrepreneurship and New Ventures
I S Strategy
International Relations and Management
Introduction to Management Consulting Practice
Introduction to Social Entrepreneurship
Managing Private-Public Partnerships
Mergers, Acquisition and Corporate Restructuring
Strategic Game Theory for Managers
Strategic Marketing
Strategies of Co-operation
Transformation for Sustainable Superior Performance

**Half-Credit Course*



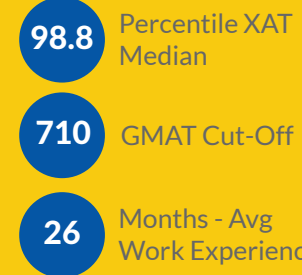
Batch Snapshot

Indian Students

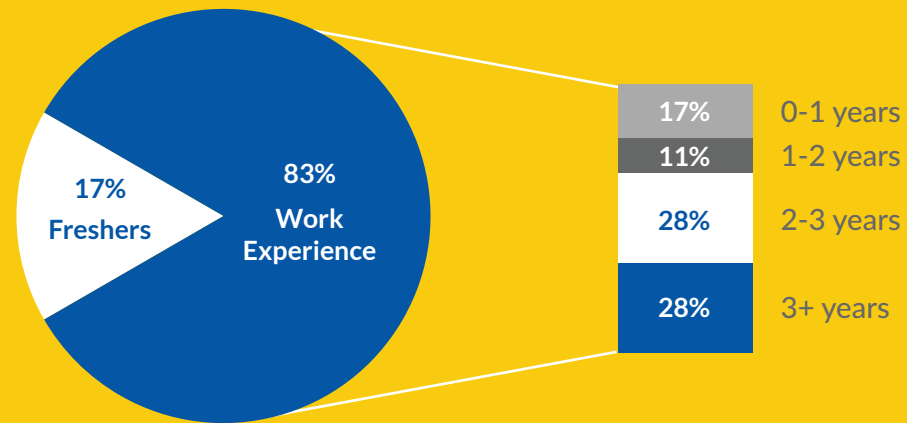
Rigorous Selection Process



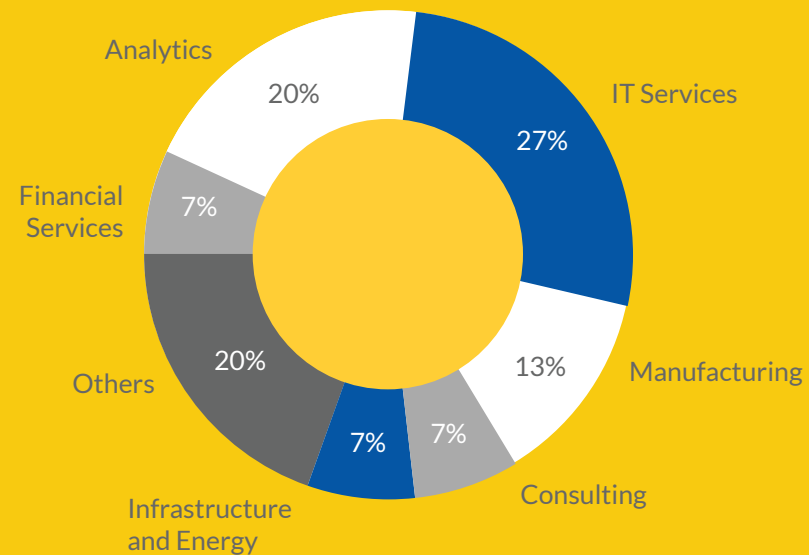
Graduates from IITs, NITs, BITS



Work Experience



Industry-wise Experience



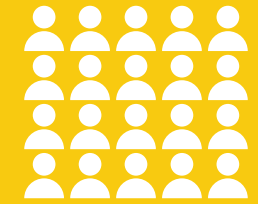
The Global Class



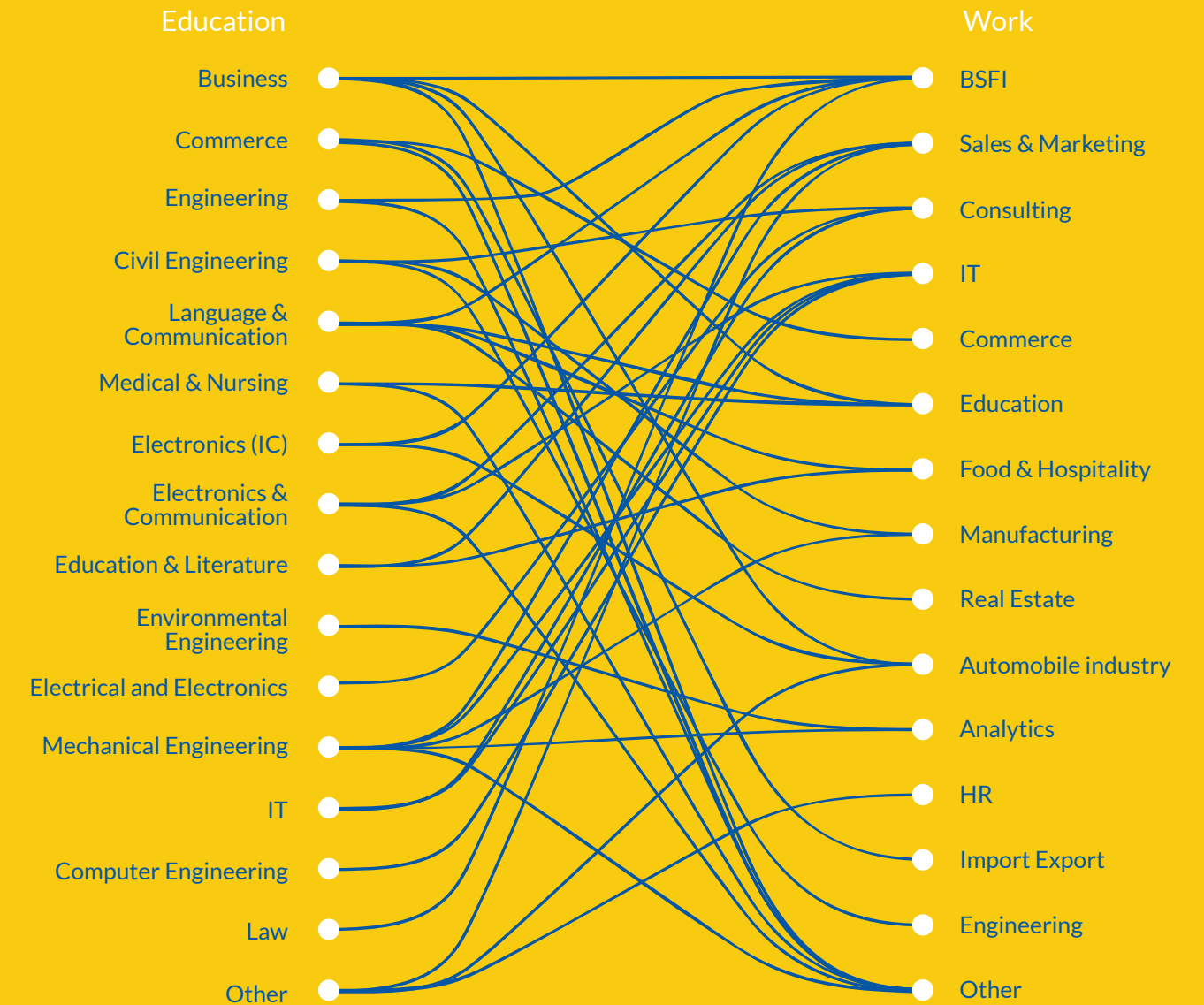
India



China



USA



Previous Recruiters



Live Projects



Placement Report

Batch of 2014-16

- XLRI's flagship two-year PGDM Global Business Management program continued to attract a multitude of global firms offering diverse premium roles to the students ensuring 100% placements for its second batch.
- The number of firms participating in the recruitment process increased by 11% as compared to last year.
- The highest salary offered saw a whopping 74% rise against the previous year while the average salary offered increased by 25%.
- Increased participation by a large number of reputed organizations bears testimony to the reputation of XLRI as a trusted management school and the acceptance of Global Business Management in the global corporate landscape
- The batch saw roles being offered across varied domains such as Consulting, Sales & Marketing, BFSI, Analytics, Operations and General Management.

31 Companies participated in the final recruitment process

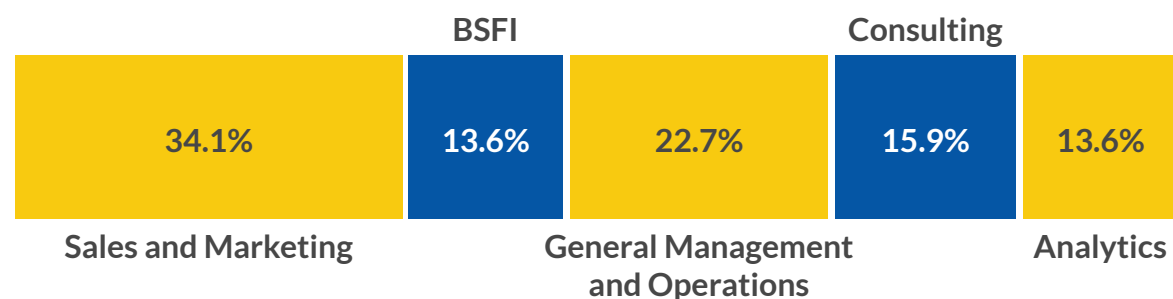
02 Number of international offers

48 LPA
Highest CTC offered

18.1 LPA
Average CTC offered

15 LPA
Median CTC offered

BREAK UP OF OFFERS



Sales & Marketing

XLRI continued to show its dominance as the preferred campus for Sales and Marketing with more than one-third of the offers being made in this domain. Major firms included Microsoft, 3M, Lenovo, Trident Group, Café Coffee Day amongst others. Roles on offer comprised leadership roles in Sales, Business Development, B2B & B2C Marketing and Marketing Research.

General Management and Operations

General Management was one of the preferred sectors on campus with major industry players such as Novo Nordisk, British Telecom, and Assa Abloy offering leadership profiles to students. Other recruiters included L&T Infotech, HCL technologies, and Syntel. Offers across various fields of operations such as Supply Chain management came from reputed firms such as ITC, Daimler and Tata Steel. Around 22% of the offers were roles were in General Management or Operations. International roles were also offered to students.

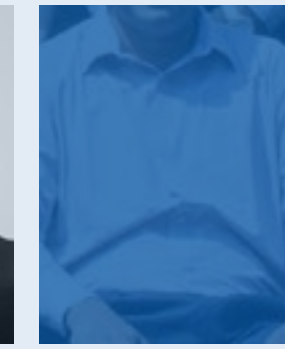
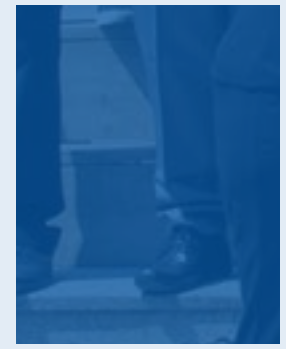
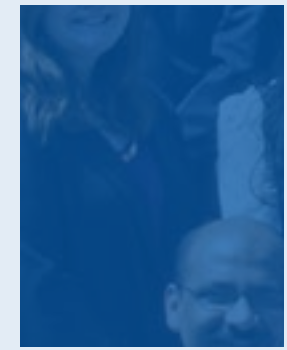
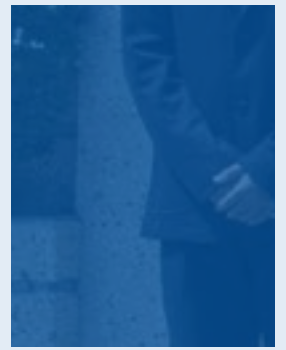
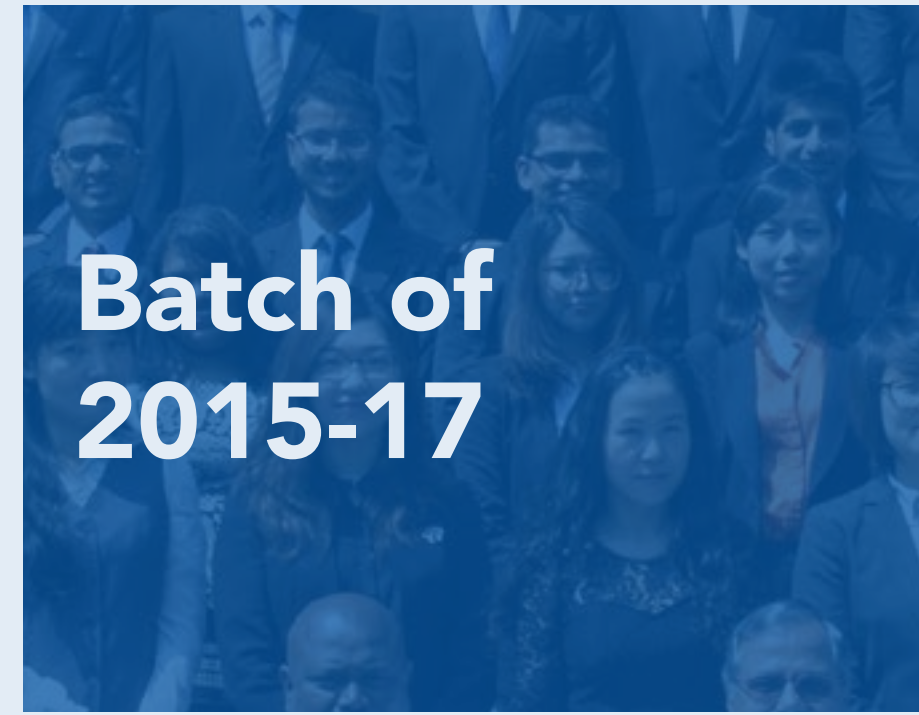
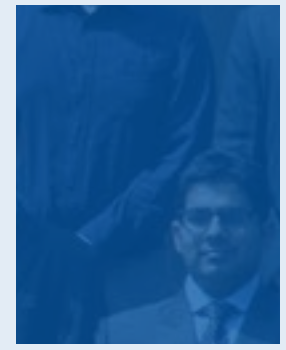
Finance

In spite of industry wide slow-down in hiring from this domain, 14% of offers came from banking and finance sector. Major recruiters included UAE Exchange, Tech Mahindra, Manali Petrochemicals among others. UAE exchange went on to offer international roles to the students hired. Students were offered job roles in fields such as Mergers and Acquisitions, Corporate Planning, and Account & Treasury Management.

Consulting & Analytics

The consulting domain saw participation from industry majors such as PwC, Goldratt Consulting, Gallup Consulting, among others. Rate Gain, Evive Health were some of the first time recruiters offering roles in Analytics while IBM led the hiring in this domain. 30% of the batch was offered roles in Consulting and Analytics.

Batch of
2015-17





Abhinav Sharma

35 months
Nomura Services
India Private Ltd. | BFSI

B.E., Electronics
(Instrumentation & Control),
Thapar University

Abhinav worked as a Business Analyst in Japanese Investment Bank, Nomura. He is a Mountain trekking enthusiast with two 17000 feet peaks under his belt.

Achievements

Shortlisted in World Bank's Group Analyst Program 2016 (Top 10% among 14000 candidates worldwide)

Recommendation made to Blue Star during summer internship is being implemented Firm Wide

Achieved 7% improvement in trade handling capacity by undertaking sole ownership for decommissioning a Lehman legacy application in Nomura

Cleared CFA Level 1; secured highest attainable grade in 8 out of 10 topics



Ajit Reddy Kandela

29 months
Gain Theory | Business Analytics

B.tech, Environmental Engineering, ISM Dhanbad

A Passionate and experienced analytics consultant, Ajit finds himself at the confluence of marketing and data science.

Achievements

Awarded PPI by Latentview Inc for winning Data Premier League (predicted medal count of countries at Rio Olympics 2016)

Crisil Young Thought Leader award for best dissertation on Disruptive Technologies

Secured best AdWords impression share (53.6%) for a small ecommerce firm outranking Amazon and EBay

Rewarded for leading projects which won awards in Asian Marketing Effectiveness Awards 2015



Ani Mehrotra

B.Tech, Electronics & Communication, Nirma University

Brought up in seven different cities and best known for his persuasive skills, Ani is an adaptable individual who firmly believes in building strong relationships with people and leveraging his skills to help deliver management insights.

Achievements

Ran a successful Adwords campaign for an e-commerce firm achieving 3.7% CTR, surpassing the 1% target

Analyzed international commodity market for aluminium and cooper and the associated KPIs as a summer intern at Aditya Birla Finance Ltd

Published an article on the economic status of African Economy in the IIFT Finance and Business Magazine ('16)

Successfully completed certifications for NCFM 'Wealth Management' module, Google Adwords, Microsoft Excel Power BI



Anirudh Sangubhotla

52 months
Amphora Software Private Limited | IT

B.E.(Hons.), Mechanical Engineering, BITS Pilani - Pilani campus

Having over 4 years of experience in the ETRM industry, Anirudh enjoys challenges and loves to innovate. He is an avid traveler who drove over 8000 km across 12 states in the US.

Achievements

Achieved a breakthrough in the automation of logistics app which a team from Microsoft could not.v

Received PPI for winning Latent View analytics competition with over 1500 teams competing worldwide.

Six sigma green belt certified, among top 5% of the participants including foreign students in XLRI

Improved performance of all applications by 20% by making framework changes



Belal Ahmed

24 months
Tata Advanced Systems | Manufacturing

B.E (Hons) in Mechanical Engineering,- BITS Pilani, Hyderabad

Belal is a determined and result oriented individual with a knack for numbers. He enjoys reading, travelling, playing pool and hopes to learn shooting and horse riding in the future.

Achievements

As production engineer at Tata Advanced Systems, managed to achieve 50% reduction in assembly time with zero defects

Interned at research division of Kuwaiti investment bank, Markaz, where he forecasted the Sovereign Wealth Funds in GCC region

Completed several Live Projects related to Supplier delivery compliance, Customer surveys, Marketing Solutions.

National Finalist in Marketing and Strategy competitions hosted by institutitons such as Tata Steel, ISB, SREI and IIM Trichy



Deepankar Mathur

10 months
Deloitte US India Consulting

B. Tech, Electrical and Electronics Engineering, Manipal Institute of Technology, Manipal University

Deepankar possesses a sharp business acumen and a panache for innovation. His long term ambition is to lead change that creates a positive global impact for all stakeholders.

Achievements

Cleared CFA L1 with securing highest possible grades in Corporate Finance, Equity Investments, Financial Reporting and Analysis amongst others.

World Semi-finalist at International Business case challenge, Go Green in the City in 2014 conducted by Schneder Electric

Finalist of MTV GetAJob Season 2. PPI from Adidas

Campus stage finalist out of more than 140 teams at National level Tata Crucible Business Quiz in 2016



Dhwanit Patel

12 months
Progressive Technologies | Manufacturing

Mechanical Engineering, Sardar Vallabhbhai National Institute of Technology, Surat

“ Dhwanit is a sports enthusiast who actively pursues weight lifting, football, and hiking . He likes to read about versatile topics ranging from Economics to Astronomy & Science.

Achievements

Set up & managed Google Adword & Content marketing campaigns for Stratbeans Consuting during summer internship

Scored 93 % in Certified Supply Chain Analytics course of S.C.Next

Developed content for United Nations Office For Drugs Control

Completed Six Sigma Green belt certification course



Mohit Kamboj

3 months
The Elitists | Consulting

B.Tech, Civil Engineering, SRM University

Mohit is passionate about solving real world problems.

Achievements

Secured a PPI after MBA summer internship; Secured PPO after undergrad internship

Ranked 3 out of 240 students in department of Civil Engineering in Undergrad (CGPA 9.32/10)

Worked with 5 start-ups in various capacities

Part of Career development, Public relations & Sports committee of Global MBA



Piyush Madhukar

55 months
Tata Consultancy Services Limited | IT

B.tech, Information Technology, NIT Patna

Piyush is a self-motivated individual with an entrepreneurial mindset. He has a passion to work in an innovation driven environment and create positive impact.

Achievements

Co-founded “Shopnrelax”, an e-commerce firm engaged in hyperlocal and Pan-India delivery of groceries and books

Co-founded “Sankalp”, an NGO focused on teaching, mentoring and healthcare of underprivileged children

Achieved an annual saving of \$9000/ license by implementing Big data and analytical technologies for Citi Bank

National Finalist at several prestigious B-school competitions organised by XLRI, ISB, IIMs and Tata Steel among others



Prithviram Govinda Narayana Reddy

47 months
Deloitte Support Services India Ltd | IT

B.E, Electronics and Communications Engineering, RVCE, VTU

“ With proven excellence in professional, academic and co-curricular activities, Prithviram is a versatile individual well equipped and eager to demonstrate required competencies.

Achievements

One of the top performers at Deloitte as per the FY 2012 Annual Performance Review, owning end-to-end performance delivery.

National Finalist at 11 B-school case study competitions organized by Tata Steel, ISB, various IIMs, MDI and XLRI among others.

Proposed new reporting frameworks and guidelines to SEBI, which are likely to be made the standard for all companies listed in India.

Class Representative and Senior Executive Member of Career Development Committee at XLRI



Rishav Raj

56 months
Nuclear Power Corporation of India Ltd | Construction

B.tech, Civil Engineering, NIT Calicut

Travelling Enthusiast who loves to drive, explore and live through his journeys. Driven 10000 km on the golden quadrilateral across the length and breadth of country.

Achievements

Used his strong analytical skills to develop in-house competencies that resulted in savings to the tune of 40 lakhs per project

Leverages his convergent learning style to develop ideas into action. Developed a modular construction plan that reduced construction time by 3 months

Passion for learning led to internship in Shanghai to understand the efficiencies behind the success of manufacturing companies in China

Commitment and self motivation are reflected in his being a consistent top performer in school, undergrad, and MBA



Saket Bhardawaj

36 months
Accenture Strategy | Business Analytics

Integrated Post Graduate, IT + General MBA, IIIT Gwalior

Saket is an analytics professional with global consulting experience including business development, multinational client engagement and business analysis in networks and retail domain.

Achievements

Filed a patent for Intelligent Core Network Maintenance--Predicting Mobile tower failure

Presented an econometrics model for predicting IPO performance to ICDR department of Indian regulatory body SEBI

Presented an econometrics model for predicting survival of IPOs launched in India to ICDR department of Indian regulatory body SEBI

Suggested and discussed ways to improve retail participation in Primary market with department head of ICDR-SEBI



Siddhant Agarwal

B.Tech, Mechanical Engineering, PDPU

A passionate sportsman, Siddhant has successfully delivered projects in diverse fields which include healthcare, telecom and an american personal defence brand.

Achievements

One of the top performers during Internship - Awarded PPI from Sterlite for delivering smart city projects

National Finalist and reached top 20 among 11000 participants in Pepsico Apprentice Competition, 2016

Achieved All India Rank 8 in a National Creativity Aptitude Test in 2011

Organized various Cultural Events at School and College Level and represented Tongji University in badminton at an international sports festival in Shanghai, China



Sumeet Dalvi

35 months Accenture Digital | Digital Marketing

B.Tech, Computer Engineering, K. J. Somaiya College of Engineering, University of Mumbai

Sumeet has industry experience in both Online as well as Offline Sales & Marketing. He used to be an Athlete and a Footballer during his school and college days.

Achievements

Studied the feasibility of and built Offline Sales & Distribution Channels from scratch, for a pharmaceutical company

Worked as a General Management Intern in Shanghai, with one of Europe's largest retail corporations

Has a Professional Diploma in Digital Marketing, and is a Lean Six Sigma Green Belt certified professional

Runner-up in Indian Institute of Management Shillong's national level IT Consulting competition



Swarnim Srivastava

9 months Blueocean Market Intelligence | Business Analytics

B.E., Mechanical Engineering, BIT Mesra

Swarnim is a marketing enthusiast with a strong exposure to analytics. He is passionate about swimming and solo travelling.

Achievements

PPI offer from Sterlite for setting up Market Intelligence system for Sterlite's Global Telecom Business

Senior Executive Member of Public Relations - Responsible for Branding of Global BM to recruiters and prospective students

Awarded 'Employee of the Month' for improving NPS for a multi-national client

Campus finalist among 300 teams at TATA Crucibles business quiz



Vikas Kumar Gupta

34 months Centre for Development of Telematics | Sales & Marketing

B.Tech, Electronics and Communication Engineering, N.I.T Trichy

A highly ambitious and performance driven individual with unparalleled work ethics, Vikas has comprehensive experience in B2B Marketing and is driven by the passion to innovate and invent.

Achievements

Represented C-DOT and performed product demonstrations in numerous Global Trade Expos

Worked as a sales and marketing intern at Sinoguards Marine Security Limited, Shanghai and generated key leads for the company

Achieved Google AdWords Certification in best practices for managing and optimizing campaigns

Achieved Train the Trainer certification from American Tesol Institute and adept in providing training to increase competency and productivity



Vineet Vergis George

42 months Eureka! Books Pvt Ltd | Sales & Marketing

B.Tech, Mechanical Engineering GGSIPU

Vineet worked from the ground-up to help turn around a failing bookstore business and be an integral part of India's first ever children's literature festival.

Achievements

Instrumental in building the primary business as manager and team lead of Books Business

As Placement Representative, coordinated team efforts and achieved substantial progress in overall placements.

Created the Right Product Mix at the Right Volumes through and Increased client base of Organization

As Secretary of Rotaract Club, Winner of Club of the Year, 2010 for social development, environment protection and education projects



Yashwanth Reddy M

B.tech, Mechanical Engineering, NITK Surathkal

Yashwanth is an innovative and resourceful individual with passion in marketing and strategy. He has a proven track record of being the "go to" person within target driven environments.

Achievements

Led a team of 900+ members as Cultural Secretary of the 2nd largest college fest in India, and achieved 50+ sponsorships.

Elected Student Council Member of NITK, Surathkal which is the apex body overlooking affairs of 5000+ students.

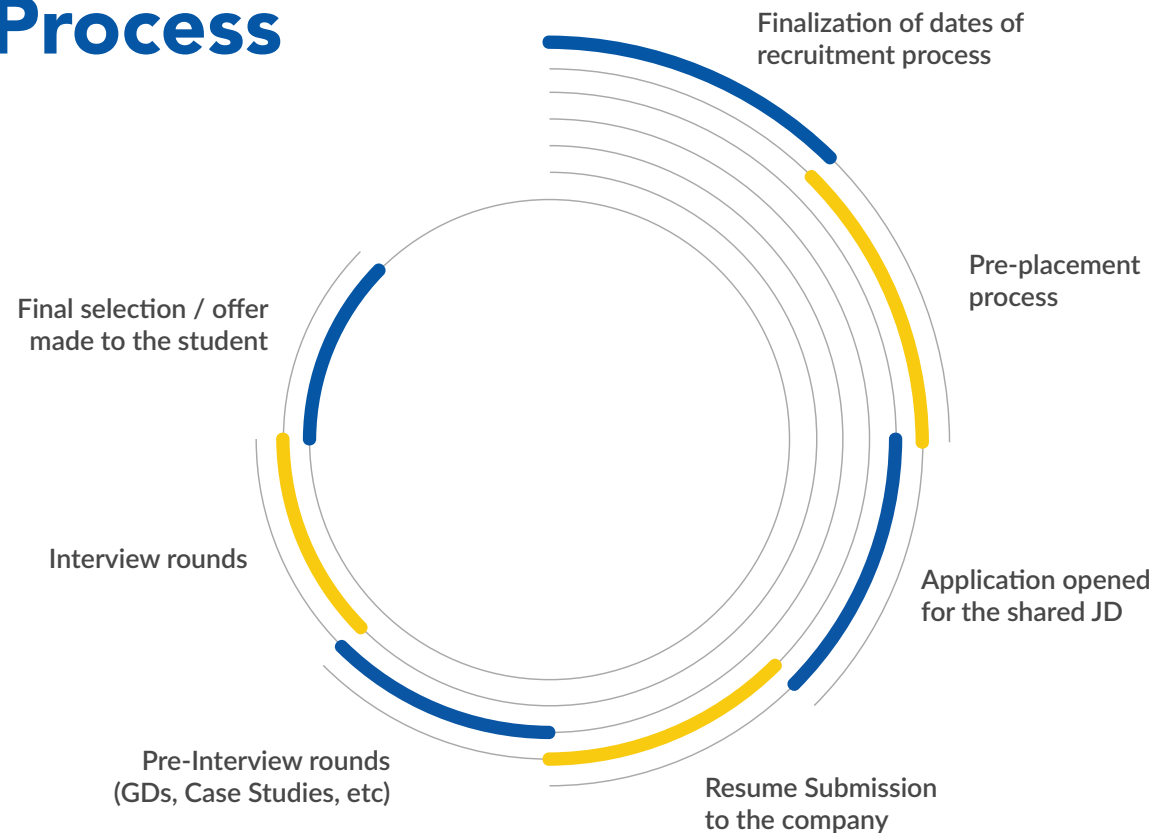
National Finalist at 12 B-school case study competitions organized by Tata Steel, ISB, various IIM's, MDI and XLRI.

Authored six consulting reports on GCC markets in the Infrastructure and R&D domain during summer internship at Markaz.

Recruitment Process

- Recruitment Processes are tailor made to make it convenient for companies to recruit best-fit students from a handpicked batch of Global BM students.
- Recruitment process can be conducted at XLRI campus as well as via Video Conferencing
- Based on the mutual convenience of the recruitment team of an organization and the placement process, Date and time for the recruitment process is finalized. Kindly contact the placement team for the same.

Placement Process





Global Business Management
XLRI Jamshedpur
Circuit House Area (East),
Jamshedpur 831001
Ph: +91-657-3983333
+91-657-6653334
Fax: +91-6572227814

Email: globalmba.placement@xlri.ac.in
Web: <http://www.xlri.ac.in>