

ISB gets 541 offers; average domestic salary at Rs 16.7 lakh

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Hyderabad-based Indian School of Business (ISB) secured 541 offers, including 65 international ones, from 346 companies for its batch of 2010, which graduated in April. The placement season has been extended for the batch till June as part of its rolling placement system (RPS), to give more time for companies and students to find the right match.

The average domestic cost to company (CTC) has reached Rs 16.7 lakh, up 11 per cent from Rs 15.05 lakh in 2009. The average outgoing salary this year is more than double the incoming salary.

ISB usually announces the placement results in April, but for the past two years, it has been extending the placement season by about three months to let the maximum number of students bag jobs. This year, with companies back in the hiring mode following economic recovery, the offers have increased by 35 per cent over last year. The batch of 2010 has a strength of 579 students, their work experience ranging from 2 to 20 years.

ISB got 401 offers from 326 companies in 2009, when the class size was 437. Following a lukewarm response from the companies due to the economic slowdown last year, ISB had introduced a one-offer policy in 2009 to ensure students got fair deal. "Companies have reposed confidence in ISB once again," said ISB Dean Ajit Rangnekar. The institute would continue RPS in future, he added.

ISB did not disclose the average international CTC offered to the students. According to officials, the number of international locations has increased



Year	Total class strength	Students participated	Companies	Total offers	International offers	Average domestic CTC (Rs lakh)	Average international CTC (\$)
2006	345	327	143	442	45	11.7	120,700
2007	416	414	202	584	55	15.03	135,000
2008	421	418	230	657	111	19.0	144,812
2009	437	428	326	401	51	15.05	119,022
2010	568	552	346	541	65	16.7	NA

yet to pare the international CTCs," an official said.

In the words of Bhavani Shankar, who was a lieutenant colonel in the Indian Army before joining ISB, the placement process has been comfortable, allowing him to explore companies of his choice. He will now join Redpinesignals, a US-based semiconductor company that has a research and development facility in Hyderabad. He will be stationed in Hyderabad and his role will be to oversee sales and business development in the Asia-Pacific region and West Asia. Shankar, who feels the role offered is more critical than the salary, has declined the offer from a Hyderabad-based microfinance company for an annual CTC of Rs 40 lakh, which could have been the highest this year. "Salary

gy, consulting and finance sectors have been the main recruiters, with the number of offers made by top 10 companies in these sectors has risen by 116, 40 and 30 per cent, respectively, over last year. Pharma, health-care, infrastructure, real estate, media and energy are the other sectors that have recruited from ISB in significant numbers. This year witnessed a spurt in the number of companies from the 'Green Energy' sector.

This is in line with the assessment made by ISB earlier that consulting, technology and marketing sectors would come back strongly this year. Then, it had also said finance would continue to be bad. There had not been many career shifts last year, as students grabbed whatever offers came their way.

per cent of students have changed their industry and 62 per cent their functions (role). This, again, is attributed to companies increasing recruitments.

In international placements, some students have been offered global leadership programmes in Italy, Hong Kong, UK, Switzerland, Germany and Singapore in financial services, pharmaceuticals, aviation, information technology, agribusiness, luxury goods and other sectors.

ISB is thinking of inviting companies to visit the campus for placements in February or March and the process will continue till June to ensure the students are not distracted by early placements. In 2009, ISB had extended the placements season indefinitely due to poor attendance of companies. ISB