

# Final Placement Report 2018

# Overview



SITM was established in 1996 as a pioneer in the field of telecom management. Keeping in line with industry changes driven by industry convergence, SITM, today focuses on ICT, Analytics and upcoming technologies. We offer three specializations :

1. Analytics and Finance
2. Marketing and Finance
3. System and Finance

SITM through experiential learning offers a fine blend of technology and management education to its students. Being 'techno-managers', they are well versed with technology and are well-trained in managerial and leadership aspects. Since its inception , SITM has received positive feedback from industry thus endorsing our unique techno managerial perspective on ICT. This has ensured that SITM shares an excellent rapport with the ICT industry and has resulted in SITM being a preferred destination in their for highly competent human resources. We would like to express our gratitude to our regular recruiters who continue to foster a strong relationship with SITM and appreciate the new recruiters who placed their trust in the students by offering them a gamut of new and various roles across a number of verticals.

# Overview



Reinforcing the motto, 'Building Techno-Managers', SITM commenced the season of Final Placements for the (Batch 2016-18) in November 2017 and some of the domains and sectors in which the students have been placed include:

- Telecom Service Providers
- IT/ITES
- Consultancy
- Banking, Financial services and Insurance
- E-Commerce
- Market Research and many more.

Our efforts have been brought to light by the well-placed 2300+ alumni who have made their mark in the corporate world, distinguishing themselves at senior management levels in the industry. We express our sincere gratitude for their sustained belief in their alma-mater.

Industry's confidence in SITM and its students is prominently evident as the Institute witnesses a wider range of organizations visiting the campus during flagship events, summers, and final placement process.



# Message from the Leadership



**Prof. Abhijit Chirputkar**  
**Director, SITM**

Symbiosis Institute of Telecom Management (SITM) is the pioneer institute started in 1996 for imparting managerial education in the field of Telecommunications and subsequently added ICT and Analytics considering the requirements in the industry. SITM is the leading institute in the entire SAARC region offering management education in this niche domain. At SITM, we have committed ourselves to develop world class techno-managers, who can effectively handle dynamic and ever-changing technological scenario with absolute ease and authority, individuals who can manage complicated business scenarios with confidence at all levels of the corporate ladder. We at SITM integrate a competitive learning environment through a broad curriculum encompassing classroom teaching, lab sessions and practical, simulations, industry relevant trainings and certifications in latest technologies and trends, valuable industry inputs, research projects, seminars, workshops and a myriad of extracurricular activities. In the pursuit of excellence and to give the curriculum its distinctive flavor, the syllabus is continually revived based on valuable inputs from the corporate sector.

# Message from the Leadership



- SITM lays deep emphasis on an all-round development of the student, which includes improving communication skills, nurturing teamwork and inculcating fighting spirit. We ensure that each student from SITM is trained to be an effective individual contributor and the most contributing team player.
- We simulate a competitive and dynamic environment for the students to build endurance and competence, necessary to excel and succeed in the corporate environment and to come out with flying colors. The primary focus lies on understanding the ICT industry and the changing dynamics of business, empowering the individual to develop and acquire managerial and technological skills to succeed. SITM students have stood the rigorous test of time in the corporate environment and have differentiated themselves because of their business and technological acumen.
- Last but not the least, we strive to instill human values to make students better citizens with moral courage and zeal to follow their heart, make a difference and help them achieve their goal.



# Message from the Leadership

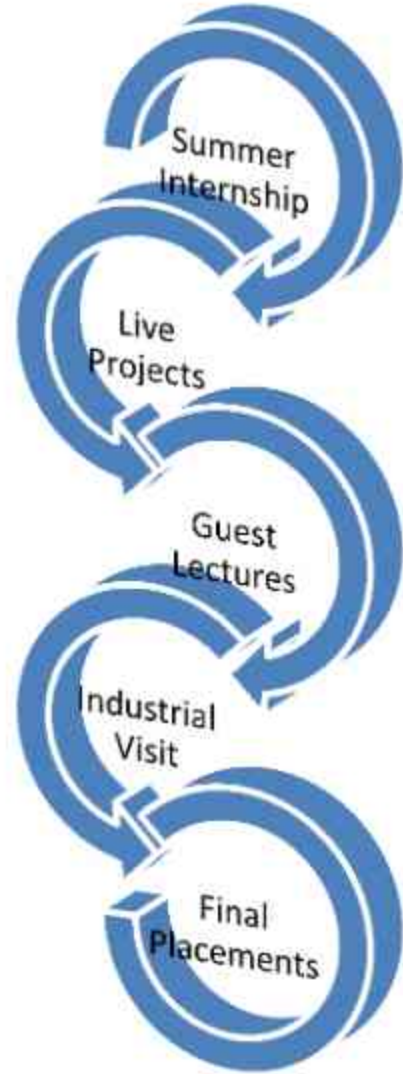


**Bhakti Vyawahare**  
**Corporate Interface Officer**

SITM has achieved almost 100% placement since its inception i.e. 1996. This year also we have achieved almost 100% placement. We have completed one more successful placement season as an outcome of close Academia – Industry Interaction. With continuous innovation in our academic curricula final and summer placements was a great success.

Apart from close to 100% placement for batch 2016- 18, we have distinguishing features such as international placements in various countries such as Malaysia, Abu Dhabi, Dubai etc. The placement for lateral and fresher's has broken previous records in terms of highest salary. We could add more companies and more profiles. The advantage that SITM has i.e. technology leadership has helped us in attracting various industries including BFSI profiles.

# Corporate Engagement Model



- **Summer Internship** : The Corporate Connect includes the Summer Internships offered through esteemed companies with varied roles in Systems, Marketing & Finance Domains.
- **Live Projects** : The live industry projects are organized for the students to apply their knowledge under the guidance of faculty members through which the corporates can understand the potential of the students.
- **Guest Lectures** : For Corporate Interaction, Guest Lectures by esteemed alumni's and corporates are engaged.
- **Industrial Visit** : To implement the practical knowledge, various industrial visits are arranged for the students.
- **Research Projects** : All the students undertake research project for a period of one year. These projects are carried out focusing industry's requirements and current trends.
- **Publications** : Students publish articles in various journals and magazines.
- **Final Placements** : The corporate interaction is facilitated by the final placements of the students in the renowned companies in various sectors of the industry catering profiles of Systems, Marketing & Finance.



# Curriculum Highlights and Profiles offered to students



## Curriculum Highlights:

### **Marketing & Finance :**

Consumer Behavior, Digital Marketing, Strategic Management, Product Management, Brand Management, CRM, Channel Management, Sales, Pre-sales, Operations Research, Research Methods

### **Systems & Finance :**

Wireless Technologies, IOT, Telecom Management Networks, Information Storage Management, Convergence of Telecom Networks, Cyber security, IT Consulting & Strategy

### **Finance :**

Financial management, Corporate finance, Business modelling and planning

## Profiles:

### **Marketing & Finance Specialisation:**

The roles offered were Client Serving Specialist, Inside Sales, Business Development Executive - Sales, Business Development Manager Pre-Sales, Territory Sales Manager etc.

### **Systems & Finance Specialization:**

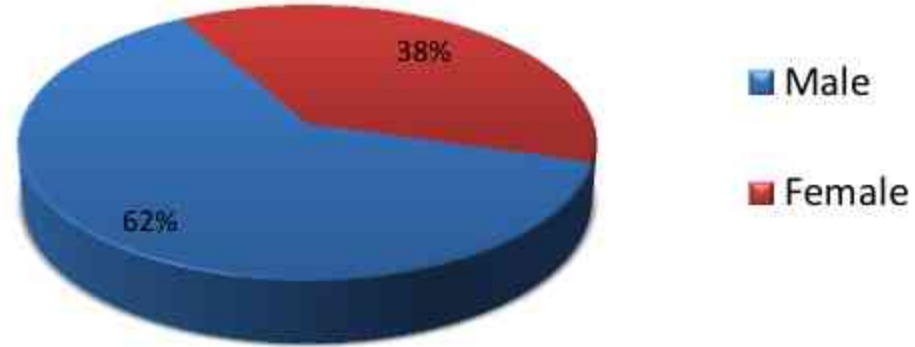
The varied roles include Market research, Partner Account Manager, Research Associates, Business Analyst, Business Development Manager etc.



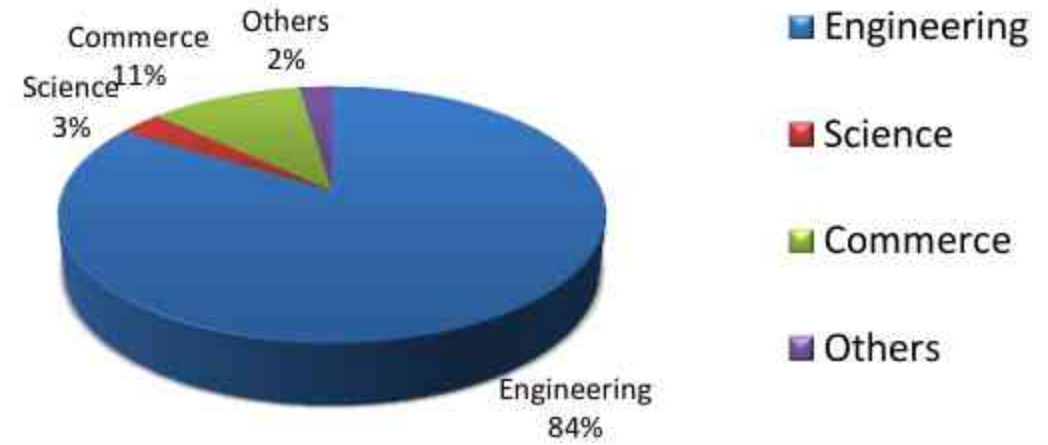
# Batch Profile



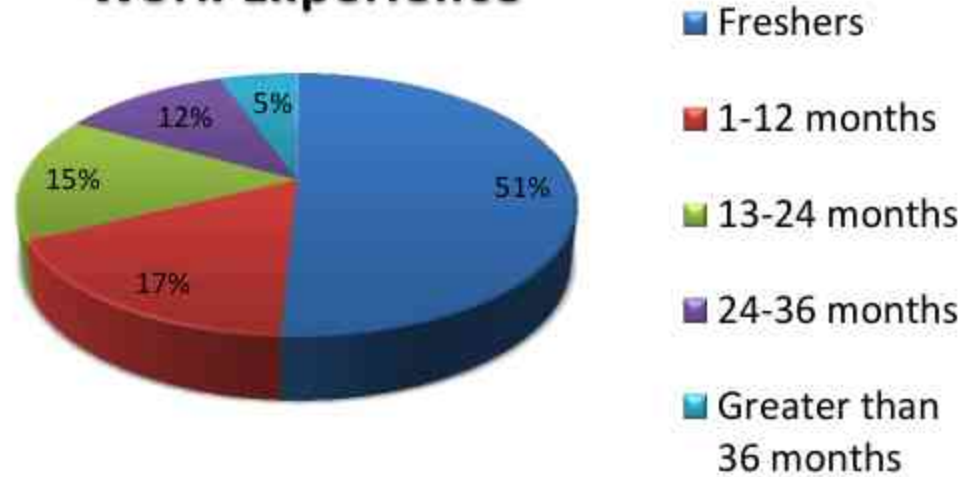
## Gender



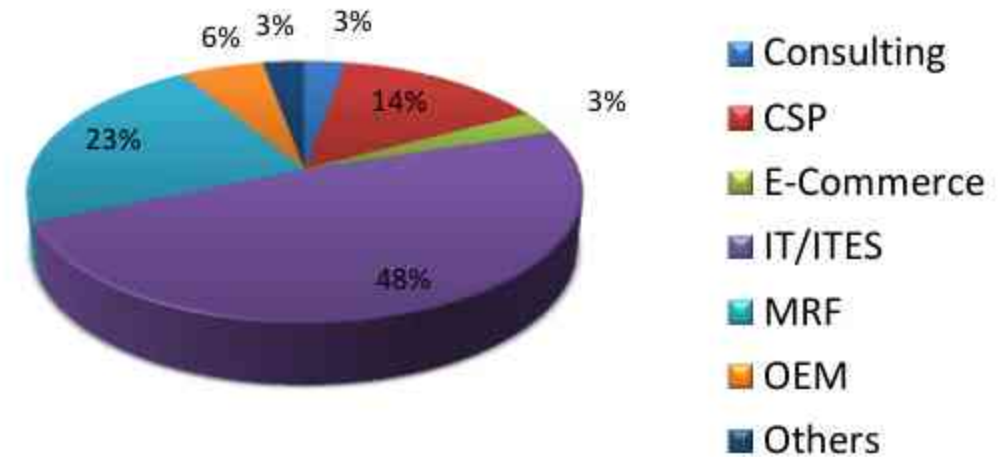
## Graduation Details



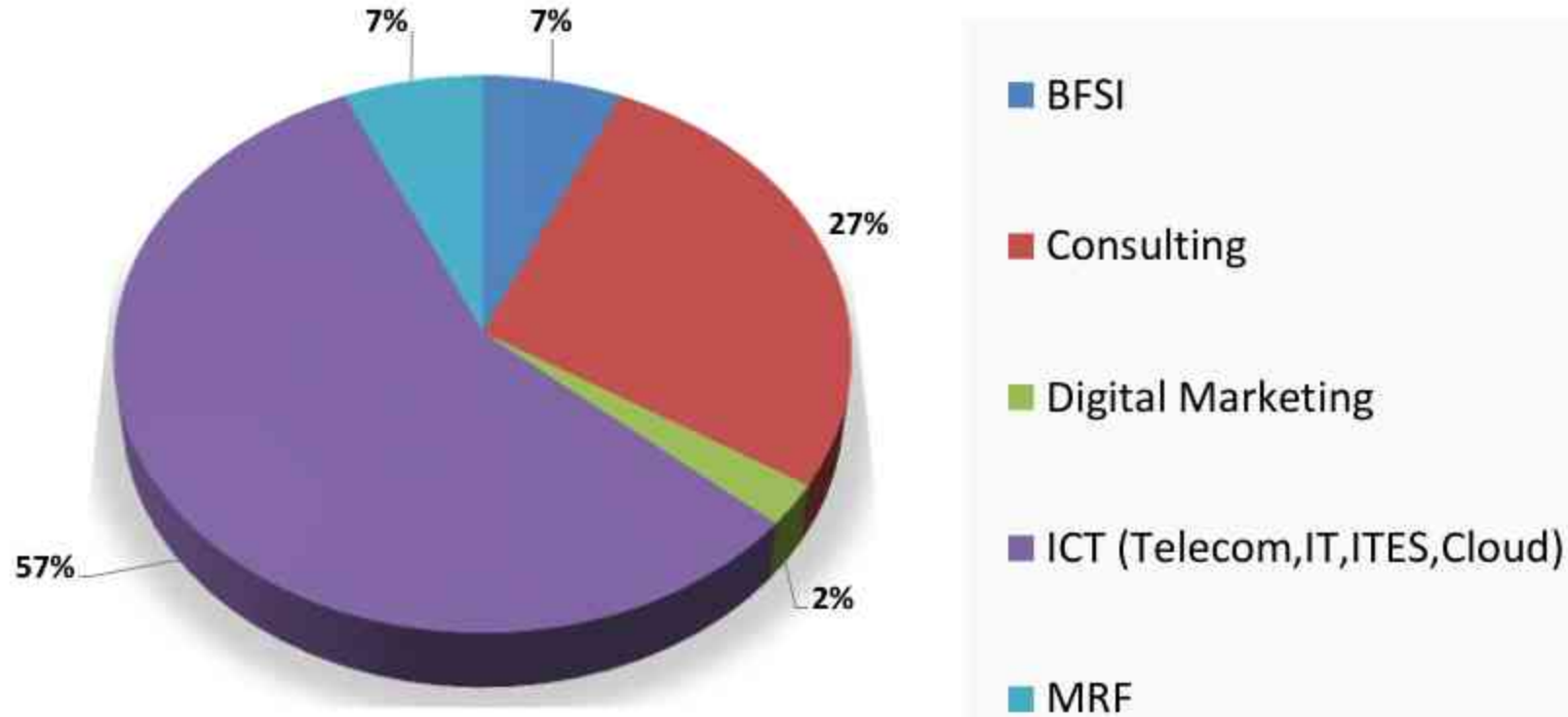
## Work Experience



## Summer Internship Domain



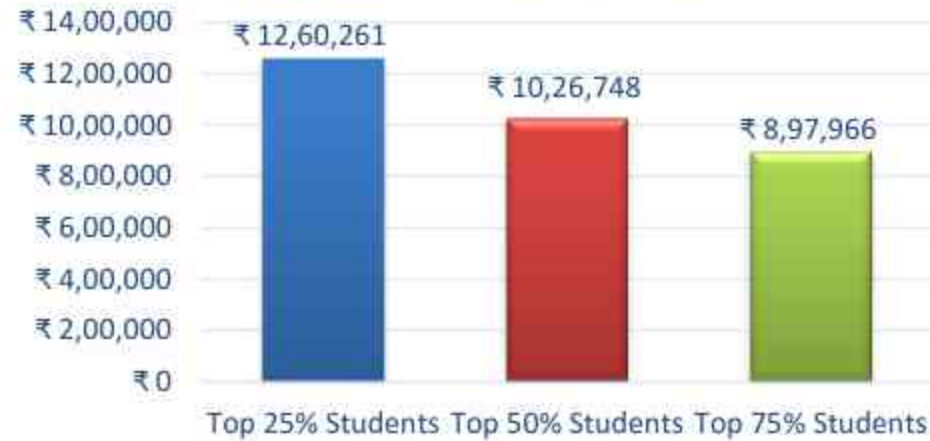
# Sector Wise Companies



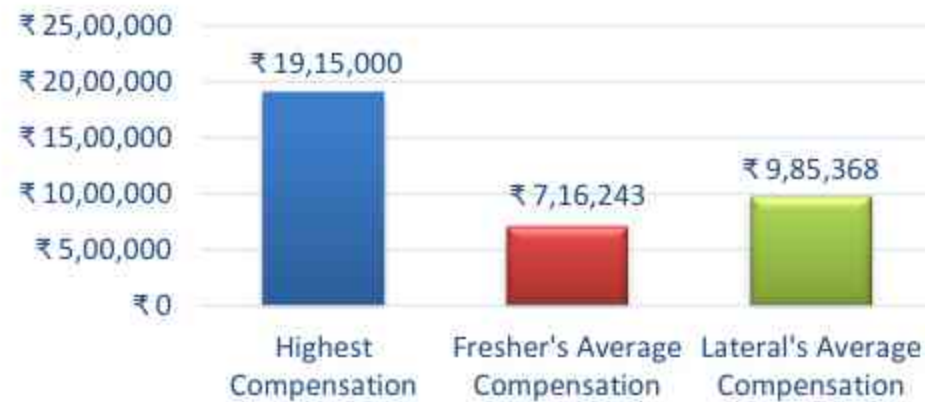
**Students placed in different sectors**

# Final Placement Snapshot

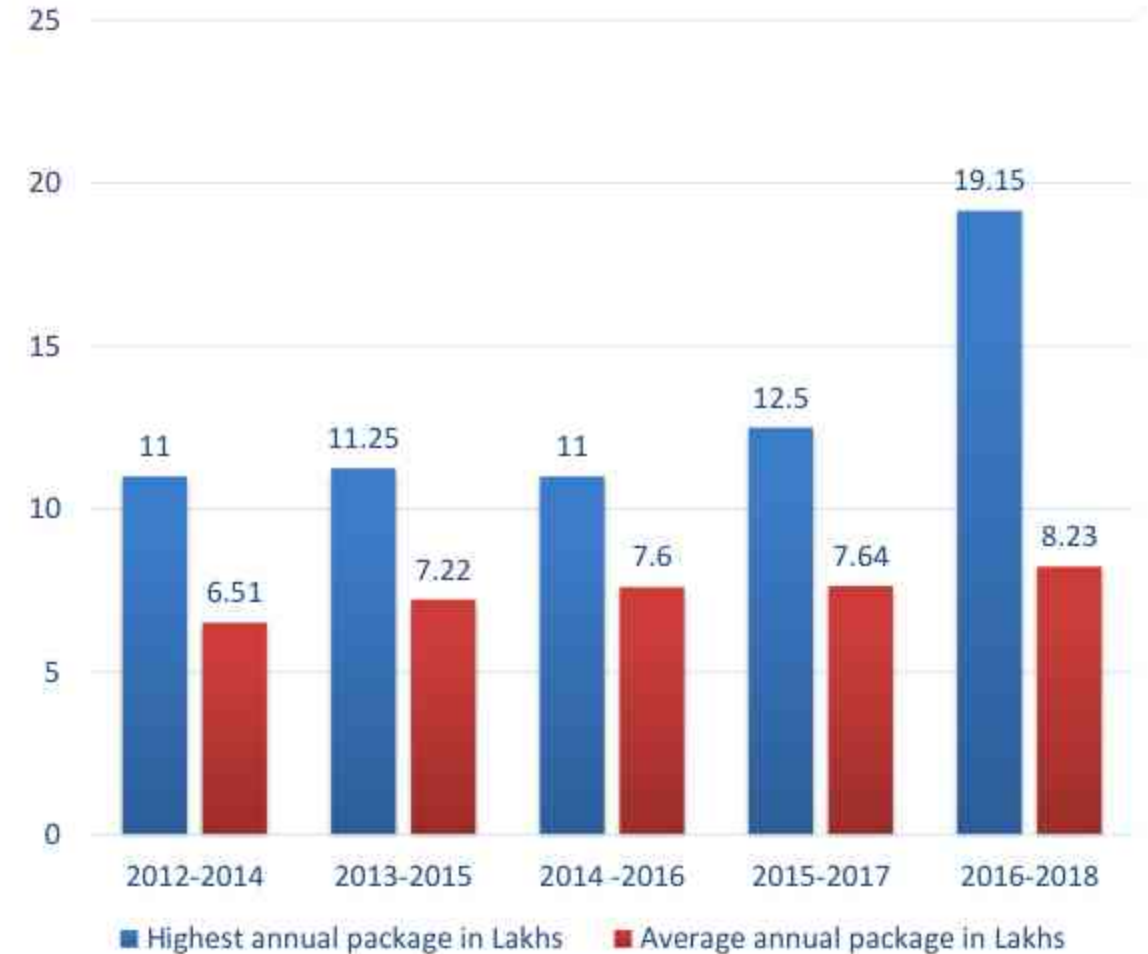
## Average Annual Compensation



## Batch 2016 -18 Compensation Details



## Batch wise compensation details





# Recruiters



Accenture	Finacus	Photon Infotech
Aircel	Frost & Sullivan	Protiviti
Airtel	Global Cloud Xchange	PWC
Alepo Technologies	Grant Thornton	Reliance Jio Infocomm Ltd.
Aricent	Happiest Minds Technologies	S R V Media
AT&T	HCL	Sify
American Tower	Hughes Systique Corporation	Sterlite
AtoS	IBM	Subex
Axis Risk Consulting	Idea Cellular	Tata Communication
Capgemini	IMRB International	Tata Consultancy Services
CGI	Indus Towers	Tech Mahindra
Cognizant	Infosys Ltd	TechnoTree
Commedia	July Systems	Tejas Networks
Convergent Communications	KPMG	Times Internet
CtrlS	Lava International	TTSL
Deloitte	mGage	Virtusa Polaris
Dimension Data	Micromax	Vodafone
DSCI	Mindtree	Wipro Infotech
Elitecore	MpHRx	Wipro Technologies
Entropik Tech	Mu Sigma	Xalted
Ericsson	Orange Business Solutions	Xelpmoc
Esec	Parallel Wireless	Xoriant IT Solutions
EY	Persistent	

# Contact Us



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