



**SOMAIYA**  
VIDYAVIHAR UNIVERSITY

K J Somaia Institute of Management



# CATCH THE NEW WAVE

**K J Somaia Institute of Management**  
**Campus Invite**

**Placements A. Y. 2020-21**



## Padmabhushan Late Shri K J Somaiya

Founder, Somaiya Vidyavihar (Estd: 1959)

### 1 VISIONARY AND 60+ YEARS OF LEGACY



8 Campuses  
34 Institutions



15,00+ Faculty  
25,00+ Staff



40,000 Students  
100+ Student Clubs



230+ Courses  
20+ Libraries



6 Hostels  
1,500+ Student  
Accommodation



15+ Dining  
Options



Girls : Boys  
Ratio 1:1



20 Sports  
Offerings



100+ Start-ups  
20+ Project Patents

# INVITATION

## Campus Placements 2020-21

Respected Sir / Madam,

Greetings from K J Somaiya Institute of Management, Mumbai.

We would like to take this opportunity to invite you to participate in our Final Placements as well as for the Summer Internship Program for the year 2020-2021.

K J Somaiya Institute of Management, since its inception in 1981, has been consistently ranked among the top B-Schools of India.

- Ranked "Super League 2" B-School by Business Standard, 2019
- Ranked 2nd Private B-School in Maharashtra by TIMES Survey, 2020
- Ranked 20th B-school in India by Business World, 2019
- Ranked 22nd B-school in India by MBA Universe, 2020
- Ranked 24th B-school in India by Outlook India, 2020

K J Somaiya Institute of Management has received ISO 9001:2015 certification by Bureau Veritas. The institute is the first private institute to have been granted autonomous status for its University of Mumbai affiliated Programmes. The Institute has become a member of AACSB and is actively participating towards getting the accreditation from AACSB.

The Institute conducts the following courses approved by AICTE/affiliated to the University of Mumbai.

- PGDM - 27th Batch (2019-21)
- PGDM IB (International Business) - 13th Batch (2019-21)
- PGDM FS (Financial Services) - 9th Batch (2019-21)
- PGDM RM (Retail Management) - 13th batch (2019-21)
- PGDM Comm (Communications) - 8th Batch (2019-21)
- MMS (Masters in Management Studies) - 37th Batch (2019-21)
- PGDM Executive - 9th Batch (2019-20)
- PGDM HCM (Healthcare Management) - 2nd Batch (2019-21)
- MCA (Master of Computer Applications) - 13th Batch (2018-21)

We will be following a roll-on process for both final and summer placements. We look forward to host you on campus this year.

Best Regards,

Prof. (Dr.) Monica Khanna

Director



# K J Somaiya Institute of Management

K J Somaiya Institute of Management was established in 1981 as a part of Somaiya Vidyavihar with the objective of providing state of the art education in management and allied areas.

The Institute is nestled in a 50 acre campus in the central suburbs of Mumbai and offers Full-Time & Part-Time Masters and Post Graduate Programmes in Business Management, Executive MBA, Master of Computer Applications and Ph.D. in Management Programmes. The Institute also offers several subject specific certificate and executive development programmes for various companies and NGOs. It has also had the privilege of developing and delivering management programmes for senior officers of the Indian Navy.

The rigorous and case based teaching – learning process ensures that the students of the Institute are able to apply their concepts to the real world business problems. The alumni have risen through the ranks and now occupy strategic positions of decision making across different industries in India and abroad.

Somaiya Vidyavihar was established by Padmabhushan Shri K J Somaiya in 1959. An Entrepreneur, Philanthropist and a Visionary, he firmly believed that modern education had to have its roots in strong values. This underlying theme and legacy of Somaiya Vidyavihar is continued and strengthened by our current president Shri Samir Somaiya. The Somaiya Vidyavihar campus comprises of 34 individual Institutes dedicated in the area of Liberal Arts, Sciences, Management, Humanities, Philosophies and Social Sciences as important aspects of scholarship, and is spread across a 50 acre complex in Vidyavihar, in north central area of Mumbai and a 25 acres complex in Sion in the heart of Mumbai. The Somaiya Vidyavihar has over 27,000 student residents and 1,700 teaching staff.

Programmes commencing in academic year 2020-21 and onwards will be full-time/part-time MBA programmes under the Somaiya Vidyavihar University.

## Campus Engagement Activities



Connect with students and share industry insights and knowledge through guest lectures

Engage with students through B-plan and Case Study competitions. We'd love to host you!

Students work on part-time basis. The project duration may vary as per your requirements!

Full-time internships from the month of May to June help our students gain a practical exposure

Build a fruitful and win-win relationship through permanent employment



## PREPARATION FOR PLACEMENTS BY CAREER MANAGEMENT & CORPORATE RELATIONS OFFICE

At K J Somaiya Institute of Management, we ensure that students are in step with the demands of the dynamic environment. The effort is to prepare them for participating in the placement processes and getting these opportunities converted into job offers. This helps the Recruiting panels of companies to zoom on to candidates, who are a near perfect fit for the job profiles on offer.

While the Institute puts a lot of emphasis on assignments, curriculum, pedagogy, we also encourage our students to determine and evolve their purpose and objective in life and think logically. While imparting the above training and providing them the much needed exposure, we strive hard to not only make them job- ready, but also to face the multifarious challenges that will confront them as they move out of the portals of this institution.

Overall, we follow an integrated approach for broadening the horizons of the students and make them worthy of the assignments they will take up in industry.

### GROOMING STANDPOINTS

- Honing the Business Communications skills
- Ensuring that students are in step with current topics
- Soft skill courses and training in aptitude tests, mock GDs and PIs
- Personality grooming sessions
- Video-based feedback for encouraging critical thinking
- Exposure to the working of start-ups for firing the Entrepreneurial ambitions
- Mentoring sessions
- An overall integrated approach to enhance the capability of the aspirants
- Alumni from different corporate entities/verticals are invited to guide these students on interview preparations

#### HIGHEST STIPEND

₹ **1,45,000**  
per month  
(May-July 2020)

#### AVERAGE STIPEND

₹ **25,600**  
per month  
(May-July 2020)

# LIVING THROUGH HISTORY - STEPS TAKEN TO FACE CRISIS DUE TO THE GLOBAL PANDEMIC

“It is not the strongest of the species that survives, nor the most intelligent. It is the one that is most adaptable to change.” – Charles Darwin

The ongoing pandemic has tested every industry, organization and institution on all fronts. K J Somaiya Institute of Management faced the situation resolutely on multiple fronts, as the world entered the lockdown.

Along with the lectures, syllabus, examination, workshops, placements too faced challenges. When we already had placed 97% of the batch for final placements & 100% for Summer internships, every process came to a standstill with no limit in sight. As a result, all outstation students started moving back to their hometowns and with the lockdown still prevalent, students were not able to onboard their respective companies for Final jobs & Internships.

Companies deferred the onboarding for final placements but the institute was able to maintain such relations with recruiters which resulted in minimal job loss. However, for summer internships 50 recruiters cancelled the internships since the projects involved joining physically or doing field work or other implementation challenges.

It is said that ‘In the face of adversity, we have a choice. We can be bitter, or we can be better’. When it was announced by the regulatory authorities that the students are not mandated to do a summer internship and the scores (marks) can be given based on some internal grading or additional academic courses, the institute decided to try and provide internships to students with a view to impart on-the-job learning. The Career Management & Corporate Relations team along with the student placement committee contacted many companies across diverse sectors to get virtual internships and were able to place 97 % of the students for internship with remaining choosing to pursue training on Coursera.

## **Following are some steps adopted**

- Recruiters were approached to begin the on boarding for final placements virtually, resulting in having around 60% students joining their final placements companies virtually.
- Internships were pursued virtually to make sure that the students do not lose on the job learning. Alumni help was also sought for summers.
- Corporate connect activities were conducted virtually.
- Senior company officials were called to conduct guest lectures, webinars, guiding and motivation sessions to ensure the students get industry insights & stay motivated during the crisis.
- Virtual soft skill training sessions were conducted to improve the communication and interpersonal skills of the students to make them ready for the upcoming placement season.

- Internal training sessions for faculty, staff & students were conducted to learn about the virtual platforms to ensure smooth operating of the institute during the lockdown.
- Various online conference apps like Zoom, WebEx, Microsoft Teams, Go to meeting etc were tested, bought and used to be ready for the upcoming placement season.
- Examinations were conducted online so there would not be a break in the academics.

Finally the efforts fructified and the summer internships commenced towards end of May 2020 and were completed 18th July 2020. The Institute is happy to announce that even during this pandemic the highest stipend was Rs. 1.45 Lakhs per month where the students had to work from home. The avg stipend was Rs. 25,600/- per month.

The outbreak of the Coronavirus disease or COVID-19 has affected every facet of human life. The virus has spread globally within a very short span of time. Activities across the world came to a standstill. Proper sanitization and social distancing remain the only ways to stop the spread of these virus.

As the first case was recorded in India, K J Somaiya Institute of Management started explaining the need for social distancing and installed sanitizers at all the entrances of the institute. Canteen and Hostel mess staff were provided with masks. As the situation became more critical and after the W.H.O declared the situation as a pandemic, the institute followed the government directive and closed the institute.

Though the institute was closed, Faculty & Staff members continued to work from home and conducted online lectures. The institute management took a call to switch to e-learning mode overnight. The pending syllabus of every class was completed via online learning platforms like Zoom, Google Hangouts, Google Classroom, etc.

The institute also decided to evaluate the students on internal assessments through different methodologies. Group presentations were converted into practical work from home assignments. All the faculty put extra effort to complete their subjects. Pedagogy was modified so that the students could understand the concepts without the physical presence of a faculty.

Special doubt clearing sessions were arranged online. WhatsApp groups, Google Classrooms, and emails were used for formal communications, to send out notes, submissions and various other academic insights. As the situation worsened all the trimester exams were postponed and conducted on a later date to ensure smooth and harmonious functioning of the process to bring the academic year to a close.

# BATCH PROFILE 2020-2021

## Academic Breakup



**Engineering**

**58%**

(291|505)



**Commerce**

**22%**

(113|505)



**Management**

**7%**

(36|505)



**Science**

**10%**

(50|505)

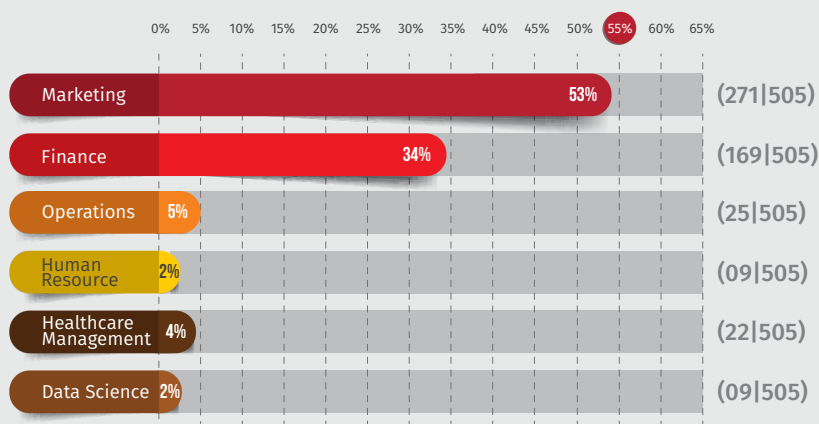


**Others**

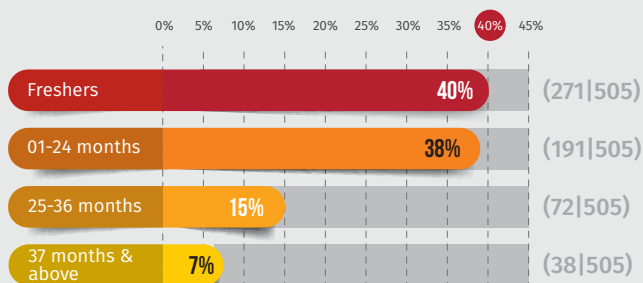
**3%**

(15|505)

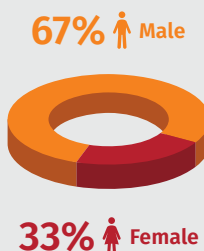
## Student Specialisation



## Work Experience



## Gender Ratio





# PLACEMENT PROCESS



We follow a roll on placement process.

**HIGHEST PACKAGE**

**₹ 28,50,000**

per annum A.Y. 2019-20

**AVERAGE PACKAGE**

**₹ 10,08,000**

per annum A.Y. 2019-20



# SOME OF OUR ESTEEMED RECRUITERS



Total Recruiters 321

New Recruiters 79



# STUDENT PLACEMENT COMMITTEE

Sector	Name	Course	Contact Number
Banking & Insurance	Siddharth Mehta	PGDM FS	+91-9167649135
	Karthik Rajagopal S	PGDM	+91-7026852864
	Payal Patil	MMS	+91-9579714922
Conglomerate	Pearl Sardana	PGDM IMC	+91-9501553561
	Kushagra Kasliwal	PGDM	+91-8103057336
	Ayush Dugad	PGDM IMC	+91-7498757498
	Rama Bhandare	PGDM IMC	+91-9552014357
Consulting	Vaidehi Gujarathi	MMS	+91-9167357350
	Akshmeet Kaur	PGDM IB	+91-8979953431
	Aashna Khanna	PGDM RM	+91-9163992760
	Sagar Kharche	PGDM IB	+91-9619032254
Financial Services	Rishabh Jain	PGDM FS	+91-8981223333
	Kavish Kejriwal	PGDM FS	+91-9925988625
	Shruti Sadalge	PGDM	+91-9920757421
	Vibhuti Sharma	PGDM FS	+91-7022597070
FMCG	Arnav Krishnan	PGDM RM	+91-9962766475
	Vishant Gogri	MMS	+91-9619389259
	Mugdhaa Goswamy	PGDM RM	+91-8194954653
	Hiba Shakeel	PGDM HCM	+91-9833281847
	Dr. Sana Kayanat	PGDM HCM	+91-7738183604
IT	Akhil Varshney	PGDM RM	+91-9967196026
	Smriti Basu	PGDM IB	+91-8290710843
	Avila Antao	PGDM	+91-9757394049
	Saurabh Sahoo	MMS	+91-9890609912
Manufacturing	Aditya Malhotra	PGDM IB	+91-8800263568
	Harsh Bhanushali	MMS	+91-8369894213
	Poorvi Pathak	PGDM	+91-9468821519



# Career Management & Corporate Relations Team (Placement Office)

## Mr. Hari Sabnis

Head – Career Management & Corporate Relations

📞 +91 9820845187 | 📞 +91 22 6728 3004 / 3050

✉️ hari.sabnis@somaiya.edu

## Ms. Pooja Anil Rasal

Senior Manager – Career Management & Corporate Relations

📞 +91 9653632079 | 📞 +91 22 6728 3089 / 3050

✉️ p.rasal@somaiya.edu

## Ms. Nikita Nimkar

Assistant Manager – Career Management & Corporate Relations

📞 +91 8291719569 | 📞 +91 22 6728 3230 / 3050

✉️ nikita.nimkar@somaiya.edu

## Mr. Niteen Pawar

Associate Head – Career Management & Corporate Relations

📞 +91 9969634293 | 📞 +91 22 6728 3005 / 3050

✉️ niteenpawar@somaiya.edu

## Mr. Prashant Sharad Wadkar

Administrative Officer – Career Management & Corporate Relations

📞 +91 9987770448 | 📞 +91 22 6728 3078 / 3050

✉️ prashantwadkar@somaiya.edu

## Mr. Rushikesh Patil

Assistant Manager – Career Management & Corporate Relations

📞 +91 8879010926 | 📞 +91 22 6728 3087 / 3050

✉️ rushikesh@somaiya.edu

## Route to K J Somaiya Institute of Management

