



**SOMAIYA**  
VIDYAVIHAR UNIVERSITY

K J Somaiya Institute of Management



**AACSB**  
ACCREDITED



# BE WORLD CLASS

Seeding Excellence Through Education

**K J Somaiya Institute of Management**

**MBA EXECUTIVE PLACEMENTS BROCHURE 2022-23**



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**Shri. Samir Somaiya**

Chancellor- Somaiya Vidyavihar University



**Prof. V.N. Rajasekharan Pillai**

Vice-Chancellor- Somaiya Vidyavihar University

## Somaiya Vidyavihar University

Somaiya Vidyavihar University - With over six decades of experience in building and managing educational Institutes of great repute, Somaiya Vidyavihar has become a Private University in 2019 (<https://somaiya-vidyavihar.s3.ap-south-1.amazonaws.com/Somaiya-Vidyavihar-University/SOMAIYA-VIDYA VIHAR-UNIVERSITY-ACT.pdf>). We are delighted to have given Mumbai its first new-age Private University of global stature. As part of this accomplishment, we are now offering our students, programmes with the flexibility to simultaneously earn degrees and certifications in multiple disciplines offered by our constituent colleges. Somaiya Vidyavihar University is located in the heart of

Mumbai and boasts of a sprawling green campus. The University is equipped with excellent educational, recreational, community, health, and sports facilities such as full-sized football ground, an athletic track, volleyball and tennis courts, gymnasiums, squash courts, a yoga room, a medical centre and an open-air Amphitheatre. The curriculum, designed by distinguished names from academia and industry, ensures that every graduate from Somaiya Vidyavihar University is a future ready and multi-faceted professional with much to offer to the world. We have a dream to build and support a world-class institution, one that is proudly Indian, and excels in Education, Research and Service.

### 1 VISION AND 60+ YEARS OF LEGACY



8 Campuses  
34 Institutions



1500+ Faculty  
2500+ Staff



40,000 Students  
100+ Student Clubs



230+ Courses  
20+ Libraries



6 Hostels  
1500+ Student  
Accommodation



15+ Dining  
Options



Girls : Boys  
Ratio 1:1



20 Sports  
Offerings



100+ Start-ups  
20+ Project Patents



# Director Message



**Prof.(Dr) Monica Khanna**  
Director

## SEEDING EXCELLENCE THROUGH EDUCATION

The new emerging buzz words in business are adaptability, agility, circular economy, flexibility, hybrid work formats, platform based business models, green ocean strategy, sustainability etc, with the base requirements being creativity, leadership and integrity at the workplace and ability to stretch oneself beyond the call of duty.

Management education being industry facing, has to keep pace with Industry 4.0 + and train graduates who can handle these challenges and add value to the organizations that they seek to join. Transformational leadership is the need of the hour for businesses facing disruptive forces, high competition and paradigm shifts in business models and regulatory norms.

At K J Somaiya Institute of Management, we are seized of these issues and provide academic inputs accordingly. The students at our Institute are young, energetic and enthusiastic adults with or without work experience, and have come through a rigorous selection process. The Institute is committed to develop professionally trained management graduates who are grounded in

the reality of their local conditions while having a global perspective and exposure to hands on practical aspects of business management. Experiential learning opportunities are provided that give the young students real time opportunity for analyzing, evaluating and contemplating on problems to come up with solutions as part of the curriculum delivery process.

While the subjects being taught may be similar around the world, the Institute faculty contextualize the management knowledge and its applications to the regional and cultural aspects - that enables the students to appreciate and resolve local challenges and opportunities. Formal mentoring, providing suitable platforms and seed money could convert some of these into entrepreneurial opportunities at our campus incubation center RIIDL.

I welcome you wholeheartedly to take part in our placement process and I'm sure you will get the talent that you are looking for among our students.





# The Institute

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 consistently ranked among top 20 Management Institutes and top 10 private B-schools in India. The Institute offers doctoral studies in Business Management, full time, part time, Masters in Business Management and Master of Computer Applications. Apart from the regular programmes, the Institute offers customized and subject/ industry specific certificate and executive development programmes for Government Bodies, Companies, Defence Personnel and NGOs. The Institute also undertakes research and consultancy for both public and private organizations.

The Institute has a large faculty base comprising of experts with rich academic and industry experience, many of them are also Ph.D. holders and authors of books. Few of them are regular visitors to foreign Universities for teaching. Also, faculty from foreign Universities visit the campus and



share their perspective by conducting lectures and workshops.

Apart from academics, there is ample opportunity to pursue extracurricular activities. The campus has world class infrastructure for various indoor and outdoor sports. Various committees of students allow those interested to learn and participate in hobbies like music, photography and professional clubs to provide experiential learning platforms.

The Institute has excellent track record of final placements. Every year new companies are added to the pool of recruiters visiting the campus for recruitment. The profile and salary package is also one of the best offered in Industry.

K J Somaiya Institute of Management offers programmes for future managers of business and industry. It is also suitable for students who wish to start entrepreneurial activities.

# K J Somaiya Institute of Management

1981 – 2022

41  
YEARS

K J SOMAIYA  
INSTITUTE OF  
MANAGEMENT



K J Somaiya Institute of Management, Mumbai, is a constituent Institute of Somaiya Vidyavihar University. With the founding value of 'Knowledge Alone Liberates', Somaiya Vidyavihar (Vidyavihar - abode of knowledge), an educational campus was founded by Padmabhushan (Late) Shri Karamshibhai Jethabhai Somaiya in the year 1959.

The Institute was inaugurated in the year 1981 by the Hon'ble Ex Prime Minister of India, Dr. Manmohan Singh, has completed 41 glorious years. The Institute is located in a vibrant, state of the art and lush green 50-acres campus in the heart of Mumbai.

The students have the benefit of getting the best management educational inputs from experienced faculty, industry professionals, ambassadors, celebrated achievers and international academicians.



**Padmabhushan Shri K J Somaiya**  
Founder, Somaiya Vidyavihar (Estd: 1959)



MBA with Major and Minor Specializations

2022



2021

MBA Data Science & Analytics

Institute renamed to  
K J Somaiya Institute of Management  
Launch of MBA HR, MBA Sports Management  
Relaunch of all PGDM as MBAs, 4 MBA (Part Time), PhD

2020

2019

Somaiya Vidyavihar University  
Established

MCA  
In affiliation with  
University of Mumbai

2006

PGDM  
International  
Business, PGDM  
Retail Management

2007

PGDM  
Healthcare Management

2018

MIM

2001

PGDM Executive,  
PGDM Financial  
Services

2011

PGDM  
Communication

2012

1994

MCSA, MFM, MAM  
& MMM

1993

PGPMS  
2-Year autonomous programme

MMS  
In affiliation with  
University of Mumbai

1983

1981

Institute Established  
Foundation stone for the institute was laid by  
Shri. Manmohan Singh,  
Hon'ble Ex-Prime Minister of India,  
DBM & DCM launched



## Guiding Factors

### Vision



To build a world class research and teaching institution that is global in the reach of its ideas and universal in its service.

### Mission



To foster a spirit of inquiry, enable livelihoods, encourage innovations and create good citizenships.

### Philosophy:



- Enhancing knowledge
- Building careers
- Begins through academia and continues through industry interactions, workshops, seminars, conferences and research. Approach that goes beyond a job to career and passion.

### Values:



- Be a socially responsible organization
- Continuously upgrade, evolve and accept best practices
- Create environment conducive for research
- Merge technology with tradition to create globally transferrable skill sets

### Strengths:



- Strong Legacy: Somaiya Trust is in Educational Services since 1959
- Location: Industry interaction and Industry based project for students
- Full Time Core Faculty: 15% - Senior Level Industry Experience and 85% are PhD's
- Linkages: With B-Schools abroad promotes Student and Faculty exchange programs and research.
- 13,000 + Alumni across the globe



# Programmes



**MBA**

**MBA –  
International  
Business**



**MBA – Retail  
Management**

**MBA –  
Financial Services**



**MBA – Integrated  
Marketing  
Communications**

**MBA – HR**



**MBA –  
Data Science &  
Analytics**

**MBA –  
Healthcare  
Management**



**MBA – Sports  
Management**

**Masters in  
Computer  
Applications**



**MBA Executive**

**Part time MBA  
(MMM, MFM,  
MHRDM, MIM)**





# Quality in Management Education

## AACSB



K J Somaiya Institute of Management is now AACSB accredited and is the 19th B-School in India to have earned this prestigious accreditation.

The Institute is amongst the 6% of AACSB accredited schools worldwide offering degree programs in business at bachelor or higher level.

The accreditation reinforces the Institute's commitment to quality and creates a strong platform to reach greater heights on the journey of building future leaders in management.

AACSB International (Association to Advanced Collegiate School of Business), a global non-profit association, connects educators, students, and business to achieve a common goal: to create the next generation of great leaders. Synonymous with the highest standards of excellence since 1916, AACSB provides quality assurance, business education intelligence, learning and development services to over 1,700 member organizations and more than 900 accredit business schools worldwide. The global organization has offices located in Tampa, Florida, USA; Amsterdam, the Netherlands; and Singapore. (<https://www.aacsb.edu/>)

## ISO 9001:2015

- The Institute has been rigorously focusing on building quality in delivering management education.
- The Institute is ISO 9001:2015 certified by Bureau Veritas and it is accredited by AACSB in May 2022.

**ISO 9001  
BUREAU VERITAS  
Certification**



**BUREAU  
VERITAS**





# About MBA Executive

The MBA-Executive programme is a 15 months General Management Programme similar to the global accelerated MBA programmes, offered in the US and Europe. This programme is structured around the unique leadership and organizational challenges that global companies need to contend with today. The major areas of emphasis for this course are Leadership and Strategic Focus. These expertise and skill areas are important for participants of this course, having over 5 years of corporate experience to boost their career to the next level and to accelerate the transition from functional/technical area to

general management. This programme is crafted to fill the knowledge gaps in essential management disciplines and prepare the participants to an elevated general management role by moving them from mastery in one specific functional area to a much broader and wider business leadership domain. In essence, this course gives the participants the required leverage to upgrade their skills and acumen from line management to managing people and resources for delivering value for the company.









# Differentiating Factors of MBA – Executive

## Decision Making:

Enhance more effective decision making at the General Management level to give increased confidence to take on challenging roles and develop an intense understanding of Value Management.

## Placements:

K J Somaiya Institute of Management has been receiving good placements year on year creating job opportunities for the future leaders. Some of the organizations who recruit from our campus are Amazon, Standard Chartered Bank, HCL Technologies Ltd., Astral Poly, Tata AIG, Polaris UK, Accenture, PWC, Target Inc etc.

## Market-Attuned Pedagogy & Curriculum:

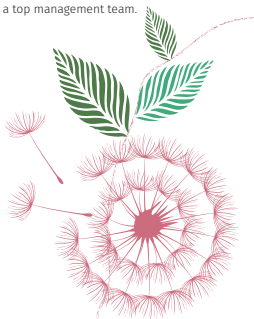
In the quest to expand the horizons of a future leader, to hone their skills and develop their forte, the pedagogy and curriculum encompasses the latest advancements in the industry.

## Multidisciplinary Learning:

The program is uniquely structured around a four pillared approach immersing the students in the cutting edge themes of strategy, leadership, digital transformation and global business.

## Unleashing the Leader:

Understanding of the four pillars provides insights into becoming an effective member of a top management team.



## Testimonials

For me, Life in K J Somaiya Institute of Management as PGDM Executive student has been breath-taking and enriching. The environment not only helped me in imbibing knowledge but also in developing my overall personality and fuelling confidence in me. Supportive faculty, beautiful campus, quality education, real world experiences and amazing friends. The classes are very interactive and faculties ensure that every student understands what is being taught before proceeding. Course is challenging, yet very informative, so that we don't feel lost when entering the competitive market.

My sincere thanks to all the Faculty members, mentors and everyone in the institute for their support and altruism. They have played a very crucial role shaping me & proved me right, in selecting K J Somaiya Institute of Management over other colleges.



**Brijmohan  
Tiwari**

**Course & Batch:** PGDM Executive - 2016-17

**Designation:** Senior Business Consultant

**Organization:** Infosys Consulting

## Testimonials

If you want a transformation or a career change then K J Somaiya's MBA-Executive course is a must for you.

Inspite of being offered a new role of a Functional/Business consultant in an MNC firm, the new role felt familiar because I was drilled down the concepts of Data analytics, Data science, Consulting, Change management, Design thinking and many more subjects during my Executive course.

With the brilliant faculty who keep encouraging you and pushing you to newer levels, its then you realize that this course has been tailor made for experienced professionals who need to upgrade themselves to the latest trends in the industry.

A power packed course which will give you a second new start in your career with the help of the constant efforts of the placement department as well.



**Kartik  
Kumar**

**Course & Batch:** PGDM Executive 2020-21

**Designation:** Assistant Consultant

**Organization:** Tata Consultancy Services

## Testimonials

I enrolled at SIMSR in 2016 and was a student there for 15 months. The reasons I am grateful for attending SIMSR are endless and helped shape who I am today.

The small classroom sizes allowed teachers to give their full attention to each student and the opportunity to work one on one with them when needed. It also made it much easier for teachers to get to know their students personally & nurture their skills. I was able to build relationships with my teachers, coaches, administration, and dorm staff, and always had an adult that I felt I could trust to turn to in times of need.

I will forever be grateful for my time at SIMSR, the faculty and my batch mate I met there, and the skills I acquired there that have helped me get to where I am today.



**Monil  
Hariya**

**Course & Batch:** PGDM Executive 2016-17

**Designation:** Senior Associate

**Organization:** PWC





# The Course Curriculum:

## Trimester 1

SR. NO.	SUBJECTS
1	Business Perspectives in the Global Context
2	Managing New Ventures
3	Strategic Marketing Management
4	Financial Reporting & Accounting Standards
5	Cost Modeling & Strategic Cost Management
6	Global Supply Chain Management & Operations
7	Human Behaviour at Work
8	Strategic HRM
9	Economic Indicators
10	Business Modeling with Spreadsheets

## Trimester 2

SR. NO.	SUBJECTS
1	Business Development
2	Corporate Law
3	Corporate Finance and Valuation
4	Country Analysis and Global Marketing
5	Financial Markets & Institutions
6	Performance Management System
7	Strategic Management
8	Design & Management of Information System
9	Demography & Business Statistics
10	Economic Environment of Business

## Trimester 3

SR. NO.	SUBJECTS
1	Summer Internship Project

## Trimester 4

SR. NO.	SUBJECTS
1	Artificial Intelligence and Machine Learning
2	Fintech
3	Project Management
4	Design Thinking
5	International Finance
6	Investment Management
7	Mergers, Acquisitions & Corporate Restructuring
8	Strategic Leadership & Change Management
9	360 Degree Integrated Marketing Communication
10	Strategic Management Simulation

## Trimester 2

SR. NO.	SUBJECTS
1	Strategic Brand Management
2	Corporate Strategy and Implementation
3	Leadership Incubator
4	ESG & Ethics
5	Digital Transformation
6	Management Consulting
7	Operational excellence (TQM, BPR, Benchmarking)
8	Master's thesis





## Faculty as Knowledge Enablers



### Faculty Development Programmes

The FDPs are designed to equip management educators with subject specific knowledge, evolving theories and practices in the areas of Finance, Marketing, Operations, Information Technology, Human Resource Management and Economics, Advanced Research Softwares, and Analytical Tools to enable them to become better facilitators and researchers.

FDP	Facilitator
Moderation and Mediation Analysis	Prof. (Dr.) Andrew Hayes
Mixed Method Research	Prof. (Dr.) Burke Johnson
Theory Building and Doing Research that is Useful for Practice	Prof. (Dr.) Ramon Rico
Workshop on Advanced Data Analysis Techniques in Qualitative Research using Atlas.ti	Mr. Sunil George
Storytelling with Data	Mr. Dhaval Thanki
Basics of Tableau	Dr. Manoj Kumar D
Block chain in Economics	Mr. Bharat Mallapur
Writing a Journal Article	Dr. Viswanath Venkatesh
Bibliometric Analysis	Dr. Satish Singh and Dr. Arunima Halder
Workshop on Structural Equation Modeling (SEM)	Dr. Ajinkya Navare
Workshop on 'Partial Least Squares Structural Equation Modelling'	Prof. Nikunj Jain
Workshop on 'Marketing Engineering' with Special Emphasis on Quantitative Marketing	Prof. Udo Wagner
Workshop on 'Cutting Edge Marketing Based on Service Quality Foundation'	Prof. A Parasuraman

# Business Perspectives and Research

**Business Perspectives and Research (BPR)** is the research journal of K J Somaiya Institute of Management, Mumbai and published by SAGE Publications three times in a year. The journal aims to publish empirically, applied, and conceptual research in the field of Management. BPR is Scopus indexed and is also part of multiple indexed databases like the Australian Business Deans Council (ABDC),

Chartered Association of Business Schools (ABS), Indian Citation Index (ICI), UGC-CARE (GROUP II), J-Gate DeepDyve, Portico, Dutch-KB, EBSCO, OCLC, Ohio. The journal has an international editorial board of eminence and comes out with Special Issues in contemporary areas of Business Management. BPR is a Category "C" Journal under ABDC Listings.

## Patents

Patent/Copyright	Applicant	Year of Application	Application No	Published
System And Method For Securing Variable Fidelity In Hybrid Networks	Dr. Asha Prasuna	May 12, 2017	PCT/IB2015/059349	Yes
System And Method For Evaluating A Corporate Strategy In A Data Network	Dr. Asha Prasuna, Dr. SNV Siva Kumar, VS Parthasarathy	Feb 16, 2018	201621028919	Yes
A Method And System For Ranking Entities Using Automated Input-Output Model	Dr. Asha Prasuna, Dr. SNV Siva Kumar	July 09, 2018	201821031510	Yes
Voice Controlled writing instrument using Machine Learning	Dr. Bharati Wukkadada	Feb 23, 2021	202141007545	Yes

## Case Research Centre @ K J SIM

The current dynamic economic and corporate environment with plethora of disruptions calls for new paradigms for developing ways of innovative thinking and providing managerial solutions to the continuously evolving and unforeseen issues in many fields namely, industry, technology, academia and society at large. It is in this context, a dedicated Case Research Centre was established in Nov 2021 at K J Somaiya Institute of Management.

The CRC has been set up to create a framework and process of encouraging faculty members in India and abroad to develop quality case studies with both Indian and global perspectives - that would enhance the teaching quality, pedagogy, and contribute to the creation of a sound knowledge base for

management students and the academic world.

Case Research Centre has set up Editorial Board, Panel of Reviewers. CRC plans to schedule quizzes, Case-writing competition across all domains of management studies along with other activities like faculty development programs (FDPs) and workshops to promote case writing skills. The First Annual Case Competition was held in 2021 which received good response and shortlisted cases are getting reviewed. A micro-website of CRC is in the process of getting launched shortly.





## Faculty Research Projects

The Institute actively promotes research by the faculty. Faculty is encouraged to undertake research projects on their own or in collaboration with faculty from other disciplines/institutions in India and abroad.

Project Topic	Faculty Members	Funding Agency/ Organization	Status
Team role structure in organizational work teams - development of a scale	Dr. Shailaja Karve and Prof. Aparna Pandey	National HRD Network	Completed
Insurance awareness among millennials with reference to purchase and policyholders protection	Dr. Pankaj Trivedi, Prof. Harnesh Makhija and Ms. Ema Garg	IRDA	Completed
Analysing the Consumer Behaviour of Middle-Income Group towards various Investment Instruments with special reference to Mutual Funds	Dr. Abha Wankhede and Dr. Ralston Rajvaidya	University of Mumbai	In Progress
A Study on Cultural Orientation and Development of Holistic Framework for the International Students in Mumbai Region	Dr. Krupa Rai and Dr. Satyendra Kumar Upadhyay	University of Mumbai	Completed
Pilot for Masters in Circular Economy	Dr. Monica Khanna and Dr. Satyendra Upadhyay Dr. Raman Ramchandran Dr. Lakshmikant Hari	British Council – Lead is Aston Business School, Aston University	Approved Project – and work has started on this project

# Engagement with External Stakeholders



## Global Exposure:

International Relations at K J Somaiya Institute of Management oversees and coordinates the internationalization activities and facilitates opportunities for outbound and inbound students for semester exchange program, faculty exchange program and collaborative research with foreign partner universities.

International relations office constantly works on expanding network and signing Memorandum of Understanding (MoU) with globally renowned universities so that our students and faculty can have access and participate in world class learning environment. We have MOUs with 33 renowned universities from Asia, Africa, Europe, USA and also networking for academic and research cooperation in 21 countries (Argentina, Australia, Austria, Belgium, Canada, China, France, Germany, Indonesia, Ireland, Italy, Japan, Malaysia, New Zealand, Nepal, Russia, UK, USA, Singapore, South Africa, Spain).

KJSIM offers an international semester exchange program at 7 foreign universities campus in 5 countries (Austria, Belgium,

Germany, France, USA) under credits transfer mechanism and 5 International Immersion Programmes in USA, UK, China, Germany and Japan, which are structured in such a way that it not only provides cross-cultural experiential learning but also helps the students to develop skills of global business leadership. It is indeed a great feeling for students to adapt to the new culture and connect with other international students with a lot of ice breaking activities during the course called Performance in a Globalized World.

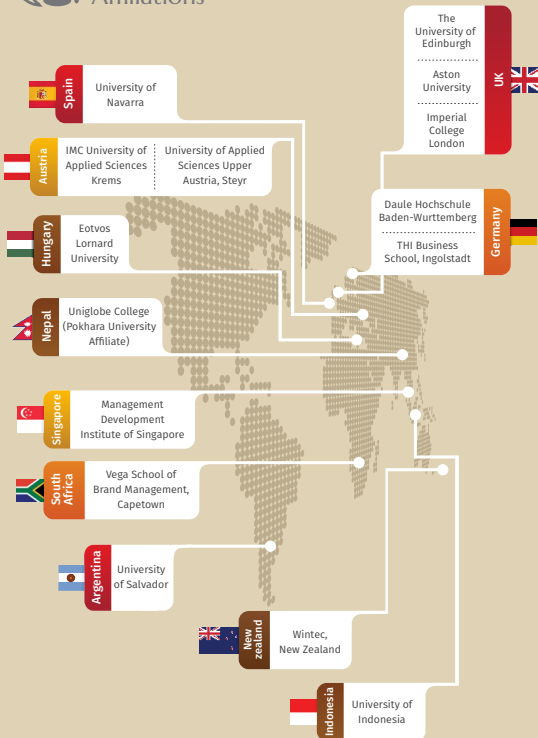
In 2019-20 KJSIM has received students from DHBW, Germany; University of Alberta, Canada and University of Edinburgh, UK and invited Consul General from Germany, Italy, Argentina, UK, Israel and Bangladesh for guest lectures to MBA students. Students found these cross-cultural exchange program and interaction very enriching and a lifetime experiential learning opportunity. This holistic process of internationalization provide an equal opportunity to MBA students to become global citizens and global business leaders.







# International Affiliations





# International Affiliations



# Management Development Programme

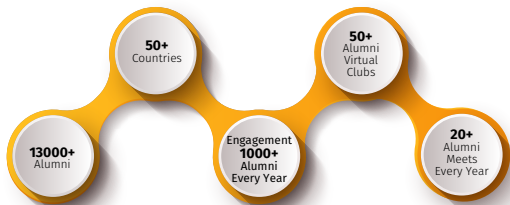
During the past 5 years, 29 new reputed client organizations for customized Leadership Development Programs (LDPs) & Management Development Programs (MDPs) were added across 16 Industry Sectors. The new clients being -

- ARKEMA India
- BASF India Ltd (Chemicals)
- Galderma India Pvt Ltd
- Godavari Biorefineries Ltd
- Godrej & Boyce Manufacturing Co Ltd (Engineering)
- Hershey India Pvt Ltd (Foods)
- Jaslok Hospital and Nanavati Super Speciality Hospital (Hospitals)
- K J Somaiya Hospital and Research Center
- Konkan Railway Corporation Ltd (Infrastructure)
- Larsen & Toubro Ltd
- Mahindra & Mahindra Ltd
- Merck Specialities Pvt Ltd (Pharmaceuticals)
- Nayara Energy Ltd (Oil & Gas)
- Nuvoco Vistas Corporation Ltd (Cement)
- Reliance Retail Ltd (Retail)
- Schaeffler India Ltd
- STELLANTIS- earlier Fiat Chrysler Automobiles India Pvt Ltd (Automobiles & Tractors)
- Zieta Technologies Pvt Ltd (Information Technology)
- Zydus Takeda Healthcare Pvt Ltd





## Alumni Relations



### Initiatives:

**SIMSR Jobs:** An initiative to share lateral job opportunities with Alumni

**Superstars - The Alumni Awards:** Recognize and honour the Alumni who have brought laurels to the Institute, business and/or to the society

**AlCheMy:** Placement mentorship program for the final year students to make informed career choices with the help of Alumni mentors

**Imprints:** Monthly Alumni Newsletter to share latest happenings on campus

**Alumni Virtual Clubs:** 56 virtual Alumni clubs (WhatsApp groups) as support groups

**SIMSR Alumni Network for Entrepreneurs (SANE):** Senior Alumni entrepreneurs mentor budding Alumni entrepreneurs

### Activities:

**Nostalgia:** K J Somaiya Institute of Management's Annual Alumni Meet

**Milaap:** Batch-wise reunions for Batches that completes 35, 30, 25, 20, 15 & 10 years of graduation

**Alumni City Meets:** International & domestic Alumni Meets

**CXO Meet:** Illustrious & senior Alumni industry leaders come together to build the Institute brand

**AlumSpeaks On The Go:** Knowledge sharing interview with illustrious Alum

**Ask The Alums:** Round table on contemporary topic with Alumni experts as panelists



# List of illustrious Alumni

**Narayanan Palani**

2012  
Engineering Lead (Quality)  
Lloyds Banking Group

**Neeraj Chauhan**

2012  
Sr. Financial Analyst  
Adobe

**Bharat Dalvi**

2013  
Sr. Consultant  
TCS

**Ajit Kumar**

2013  
Assistant Manager  
KPMG Advisory Services

**Hansal Oza**

2013  
Team Leader  
JP Morgan

**Ravi Sastry**

2013  
AVP  
IDFC FIRST Bank

**Prashant Arekar**

2013  
Product Head  
Finserv MARKETS

**Harshada More**

2014  
Change Management  
Consultant  
TCS

**Aditya Sisodiya**

2015  
Managing Director  
Top Leads Digital

**Keya Ghose**

2016  
Network Specialist  
United Nations Peacekeeping

**Kevin Fernandes**

2016  
Business Analyst  
BNP Paribas

**Renu Yadav**

2016  
Founder & MD  
CosMark

**Gunjan Singh**

2016  
Manager - HR  
Wiggles

**Monil Hariya**

2017  
Sr. Consultant  
PwC

**Garima Gupta**

2018  
Consultant  
CRMNEXT

**Pramit Guha**

2018  
Sr. Manager -  
Business Development  
Zaggle Prepaid Ocean Services

**Nivedita Bhattacharya**

2018  
Operational Procurement  
Manager  
Ambuja Cement

**Mili Bagade**

2019  
Workday Financial Consultant  
Alight Solutions

**Resmita Das**

2021  
Program Manager GRS-WHS  
Amazon

**Ankit Kohli**

2021  
Senior Manager  
Tata AIG



# Placements @ K J Somaiya Institute of Management





## Initiatives by Career Management & Corporate Relations Team (CMCR)

### Preparation for Placements:

At K J Somaiya Institute of Management, we ensure that students are in line with the demands of the industry. The aim is to prepare them for participating in the campus placement processes and thereby enhancing their chances of selection. This helps the recruiting panels of companies to zoom in on to candidates, who are a near perfect fit for the job profiles on offer. While the Institute puts in a lot of emphasis on assignments, curriculum, pedagogy, CMCR office also encourages our students to develop their cognitive abilities through various skill enhancement activities. We strive hard to not only make them job-ready, but also to enable them 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 student's business communications skills
- Ensuring that students are well versed with latest industry trends and topics
- Soft skill sessions and training for aptitude tests, mock GDs and PIs
- Personality grooming sessions
- Video-based feedback for encouraging critical thinking
- Exposure to the working of Start-Ups for igniting the Entrepreneurial ambitions
- An overall integrated approach to enhance the capability of the aspirants
- Alumni from different corporate entities/verticals are invited to mentor the students on resume building and placement preparation

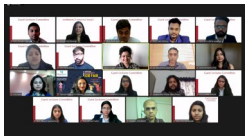




## Corporate Engagement Activities

### Guest Lectures, Webinars and Competitions

- Connecting with students and sharing industry insights and knowledge through guest lectures by dignitaries from various organizations. Companies may even engage with students through B-plan and Case Study Contests and National-Level Competitions. In the midst of the pandemic CMC has introduced an online knowledge sharing series called "Evolve" through which industry stalwarts shared their insights.



### Summer Internships

- Full-time Summer Internships in the months of April-June for a period of two months to gain hands-on training and learning experience with the organization, in partial fulfillment of the requirement of the degree. Students also get an opportunity to receive a Pre Placement Offer on successful completion of their summer internships.

### Live Projects

- Live projects are the short-term assignments extended by companies to enhance industry exposure and employment abilities of the students. The duration of the live project may vary from two weeks to maximum two months. Students pursue these live projects under faculty mentorship.

### Final Placements

- Building a fruitful and win-win relationship through permanent employment with the organization.







# Why recruit from K. J. Somaiya Institute of Management

## Legacy:

K J Somaiya Institute of Management was established in 1981. Legacy in education sector for almost 41 years, K J Somaiya Institute of Management consistently ranked among top 20 management Institutes and top 10 private B-schools in India. The Institute is accredited with AACSB global standards in management education.

## Sincere Students with Indian Ethos:

KJSIM aims to provide meaningful and relevant education steeped in rich Indian Culture, Values & Heritage that reflects in the quality of our students.

## Intellectual Capital:

K J Somaiya Institute of Management has 80+ full-time faculty members with rich industry experience, under whose intellectual guidance, students gain in-depth knowledge and clarity of concepts. This makes them worthy of getting on-boarded by large corporate houses and prepares them to become industry ready. The students are also taught, mentored and counselled by leading

industry stalwarts and dignitaries to make the pool of talent at K J Somaiya Institute of Management tremendously attractive for recruiters.

## Crème de la crème (Rigorous Selection Process):

At K J Somaiya Institute of Management we follow a very rigorous selection process which helps us select some of the best talent available in the country. The ratio of students getting selected to those seeking admission at K J Somaiya Institute of Management is 1:20. The selection process involves case based assessment, academic achievements of the students, Statement of Purpose (SOPs) and Personal Interviews (PIs).

## Multifaceted:

At K J Somaiya Institute of Management, students come from different parts of the country. This diverse culture allows the students to learn from and grow with each other. The course curriculum, state of the art facilities and practical exposure offer a holistic growth of the students.

# Placement Process





## Batch Profile 2021 - 2022

The present MBA-Executive batch is the Eleventh Batch in line to complete the course. The Batch comprises of professionals from various fields including IT, Manufacturing, Energy, Healthcare etc. Some of these candidates have had international exposure and this brings to the table a broad-based perspective that helps develop a clear understanding of business dynamics in totality. The students have been associated with global brands like TCS, DXC Technology,

BARC, Beumer Group, Rosenberger Electronics, ABG Shipyard, Desein, etc. The members from different domains share their experiences in the classrooms; thereby the entire batch gets a comprehensive insight into different business sectors. This instils in them an understanding of diverse business scenarios and practices.





# Prominent Recruiters





# Prominent Recruiters





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