

SOME OF OUR ESTEEMED RECRUITERS



CORE TEAM - PLACEMENT CELL

PLACEMENT OFFICE :			
Mr. Vivek Chakrapani	Ms. Monika Tiwari	Mr. Brijesh Ramtani	Mr. Rajiv Ranjan
Sr. Manager Placements	Executive-Placement	Manager-Placement	Manager-Placement
vivek@fsm.ac.in	monika@fsm.ac.in	brijesh@fsm.ac.in	rajiv@fsm.ac.in
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PLACEMENT COMMITTEE

Prof. Rajneesh Chauhan , Dean (Corporate Relations)	Chairman
Prof. Sanghamitra Buddhapriya, Dean (Academics)	Member
Prof. Chandra Sekhar	Member
Prof. Anil Kumar Singh	Member
Prof. Lalit K Jiwani	Member

CALENDAR 2020-21 (FINALS / SUMMERS)

ACTIVITY	DATES
Pre-Placement Talks	September 1st to September 30th 2020
1st Placement Week	October 5th to October 10th 2020
2nd Placement Week	November 2nd to November 7th 2020
3rd Placement Week	December 7th to December 12th 2020
4th Placement Week	January 4th to January 9th 2021
5th Placement Week	February 8th to February 13th 2021

CONTACT DETAILS

SECTOR	MEMBER HANDLING	EMAIL ADDRESS
Automobile	» Akshat Bhargava	» placementdivision.fore@fsm.ac.in
Banking	» Anshika Agarwal	» fore.corporatecell@fsm.ac.in
eCommerce & Media	» Nitika Ahuja	» careerdivision.fore@fsm.ac.in
Financial Services & Insurance	» Parul Varyani & Vini Sharma	» placementcell.fore@fsm.ac.in
FMCD	» Jyoti Sihag	» fore.placement@fsm.ac.in
FMCG	» Sanya Sethi	» fore.placementcell@fsm.ac.in
IT & ITES	» Vidhi Seksaria & Kriti Kulshrestha	» fore.corporaterelations@fsm.ac.in
Manufacturing & Logistics	» Bhamini Nayal	» fore.placementdivision@fsm.ac.in
Market Research & Consulting	» Ruchita Garg & Rohit Rai Saxena	» fore.careercell@fsm.ac.in
Pharmaceuticals	» Nitika Ahuja	» fore.corporateconnect@fsm.ac.in
Real Estate, Retail, Travel & FinTech	» Jaikrishnan Nair	» fore.corporatedivision@fsm.ac.in
Telecom & Energy	» Chehak Mehta & Ranu Sancheti	» fore.careerdivision@fsm.ac.in



FORE SCHOOL OF MANAGEMENT, NEW DELHI INDIA
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FORE SCHOOL OF MANAGEMENT, NEW DELHI

PLACEMENTS
2020-2021

ACCREDITATIONS

- ▶ The Post Graduate Diploma in Management (PGDM), PGDM (International Business), PGDM (Financial Management), PGDM (Big Data Analytics), PGDM (Executive) and Fellowship Programme in Management (FPM) courses at FORE are AICTE (All India Council for Technical Education) approved.
- ▶ The PGDM & PGDM (IB) courses at FORE are accredited by National Board of Accreditation (NBA).
- ▶ FORE School of Management has also been granted SAQS Accreditation for a period of five years with effect from December 2017.
- ▶ The PGDM and PGDM (IB) courses are recognized as equivalent to MBA. Equivalence permission is granted by Association of Indian Universities (AIU)



ABOUT FORE SCHOOL OF MANAGEMENT

Foundation for Organisational Research and Education (FORE) is committed to the advancement of Management Education, Research, Training & Consultancy. Incorporated in 1981, as a Non-Profit Institution, FORE has been working with industry and academia for developing new domains of managerial thought and education and contributing to building leaders in today's global business environment.

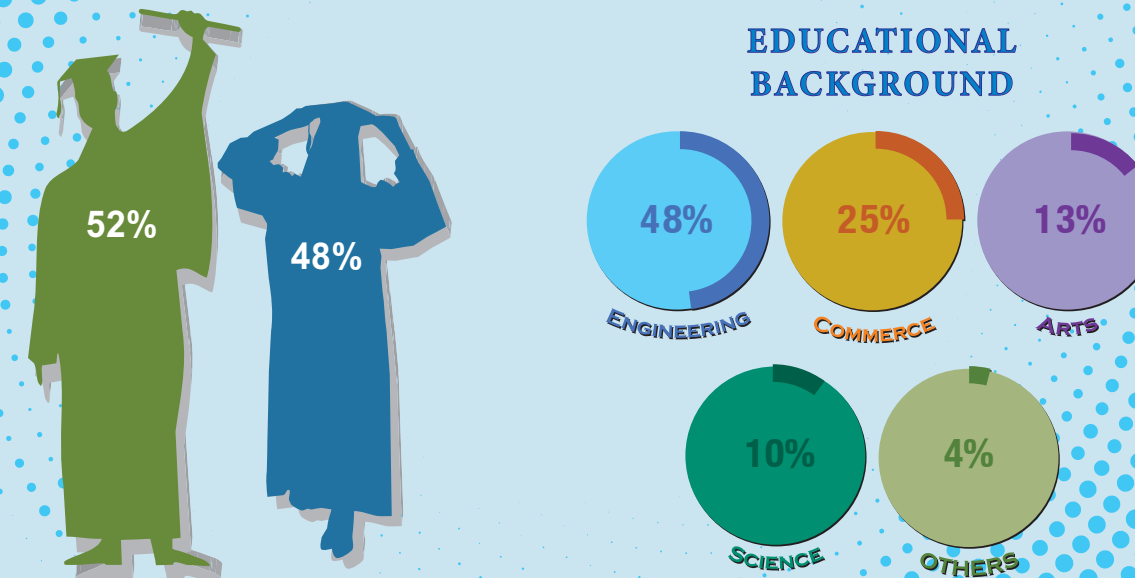
Located in the heart of South Delhi, FORE provides contextual learning and helps in the development of students as thinking professionals, who have the ability to meet the challenges of tomorrow's corporate leaders. The programmes develop multiple skills including managerial decision making, problem solving, analytical reasoning, communication, creativity and innovation.

FORE takes pride in its professional and high quality faculty, modern infrastructure, technology and resources – be it in the fields of General Management, Human Resources, Finance, Operations, Marketing, Information Technology, Economics and International Business.

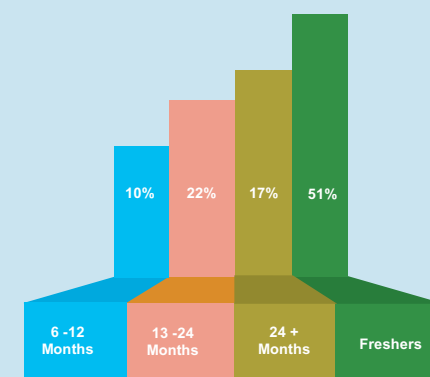
ACADEMIC PROFILE 2019-2021

355
STUDENTS

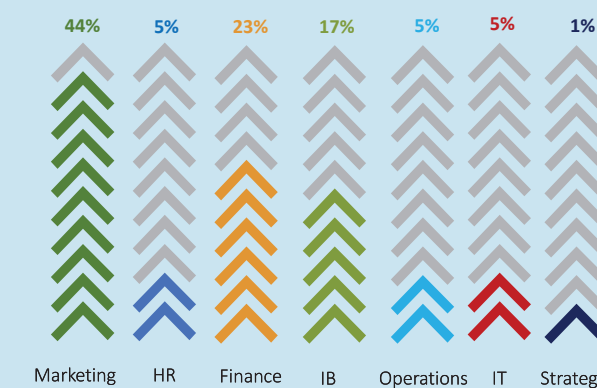
EDUCATIONAL BACKGROUND



WORK EXPERIENCE

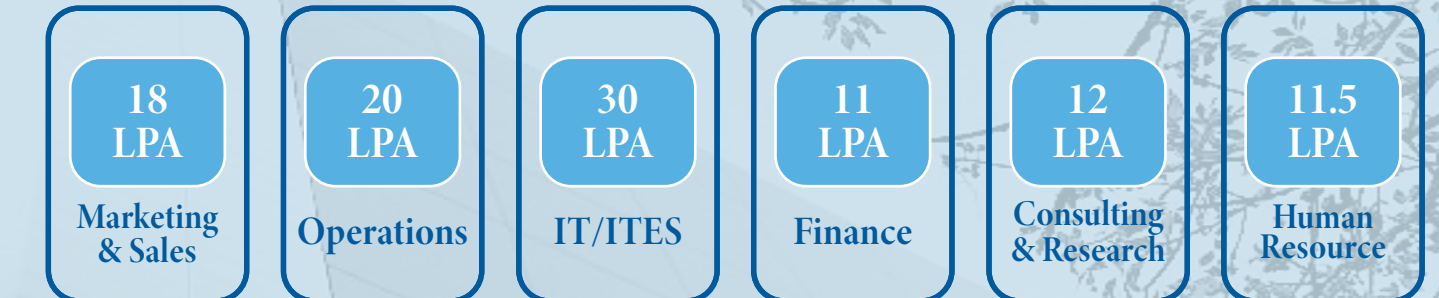


SPECIALIZATIONS



PLACEMENT SNAPSHOT (2019-20)

HIGHEST CTC OFFERED



AVERAGE CTC FOR TOP 10%:
INR 15 LPA

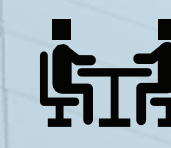
MEDIAN CTC FOR TOP 10% :
14.5 LPA

AVERAGE CTC FOR TOP 20% :
INR 13.5 LPA

MEDIAN CTC FOR TOP 20%:
13.2 LPA



353
Students



126
Recruiters



10.6 LPA
Average CTC



10.1 LPA
Median CTC



30 LPA
Highest CTC Offered



48 New
Recruiters



36
PPOs/ PPIs

FINANCE

Key Recruiters



ALUM NAME	DESIGNATION & COMPANY
Ankur Sinha	National Head-Inventory Funding, Axis Bank
Anuj Aggarwal	Director-Financial Risk (Global Process Manager), Royal Dutch Shell
Archana Karthik	Executive Director, Standard Chartered Bank
Ashwinder Raj Singh	Group Business Head, Bajaj Housing Finance Ltd.
Gautam Sewani	Senior Director & Team Head - Wealth Management, Kotak Mahindra Bank
Himanshu Puri	Vice President-Corporate Audit, Bank of America
Mohit Gandhi	Vice President, BNP Paribas
Mohit Jain	Vice President, Commercial Banking, CitiBank
Nishith Kejriwal	AVP, Aditya Birla ARC Ltd.
Puneet Maheshwari	Executive Director, Aurigin Inc (formerly BankerBay)
Raghavendra Swarup	President-Corporate Finance, Yes Bank
Saurabh Kumar	Business Head, India Infoline Finance Ltd.
Shiv Ram Krishna Pande	AVP, Darashaw
Shubhra Jain	Assistant Vice President, State Bank of India
Swati Mehta	Vice President-Treasury Sales, MUFG Bank
Varun Rana	Associate Vice President, Royal Bank of Scotland
Vinita Rustagi	Senior Vice President, Bank of America-Merril Lynch

FINANCE

- » FINANCIAL ACCOUNTING
- » CORPORATE FINANCE
- » MANAGEMENT ACCOUNTING-I
- » FINANCIAL REPORTING & ANALYSIS
- » MANAGEMENT ACCOUNTING-II
- » FINANCIAL MARKETS , INSTITUTIONS & SERVICES
- » EQUITY VALUATION AND PORTFOLIO MANAGEMENT
- » COMMERCIAL BANKING PRACTICES AND TREASURY MANAGEMENT
- » FINANCIAL DERIVATIVES
- » INVESTMENT BANKING
- » WEALTH MANAGEMENT AND ALTERNATIVE INVESTMENTS
- » FIXED INCOME SECURITIES AND STRUCTURED PRODUCTS
- » APPLIED FINANCIAL RISK MANAGEMENT
- » PROJECT APPRAISAL AND FINANCING
- » CIS IN FINANCE & ACCOUNTING
- » FINANCIAL STRATEGIES FOR VALUE CREATION (IIP)
- » CREDIT RISK MANAGEMENT (IIP)



HUMAN RESOURCE MANAGEMENT

Key Recruiters



ALUM NAME	DESIGNATION & COMPANY
Aatmada Singh	Compensation Partner, CITCO Group
Charu Maini	Vice President Human Resources, Finastra
Chitrakshi Munjal	Senior Director & Global Head of Compensation & Benefits, Bacardi
Deepika Banerjee	Co-Head HR, Goldman Sachs
Jasbir Singh Kochar	Vice President HR - Manufacturing & Quality, Cipla
Madhuri Mehta	Deputy Executive Director- HR, Dalmia Bharat
Rashi Bhatla Chatrath	Director Market HR, American Express
Ruchi (Mangal) Mago	Head-Global HR Shared Services Center, Orange Business Services
Sarika Saxena	Senior Client Lead, Recruiter, Amazon Web Services
Savit Anand	Executive Director-Technology Recruitment, JPMorgan Chase & Co.
Shaaista Quettawala	Director-Management Consulting-People and Organization Practice, PwC
Shujat Ali	Associate Director, Michael Page
Smitha Satyanarayan	Learning & Development Head, Marks & Spencer Reliance India Limited
Swayampriya Shah	Vice President HR and Administration, Bira 91
Sweta Kochar	Group President HRM, Uttam Galva Steels

HUMAN RESOURCE

- » HUMAN BEHAVIOUR IN ORGANIZATIONS
- » HUMAN RESOURCE MANAGEMENT
- » ORGANIZATIONAL DESIGN AND CHANGE
- » EMPLOYEE RELATIONS – LEGISLATIONS AND COMPLIANCE
- » COMPETENCY MAPPING
- » LEARNING & DEVELOPMENT
- » BUSINESS HR
- » PERSONAL GROWTH LAB
- » LEADING ORGANISATIONAL CHANGE & TRANSFORMATION
- » PERFORMANCE & COMPENSATION MANAGEMENT
- » PEOPLE ANALYTICS
- » HR ISSUES IN M&A
- » MANAGING TALENT AND CAREER IN ORGANISATIONS
- » NEGOTIATION SKILLS
- » CIS IN ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCE



INTERNATIONAL BUSINESS

Key Recruiters



ALUM NAME	DESIGNATION & COMPANY
Amandeep Singh	Business Head-S. Asia and E. Africa, Reflectives, Avery Dennison
Anujesh Dwivedi	Partner, Deloitte India
Hemant Sud	Head - Global Voice, Bharti Airtel Limited
Kavita Mehra	APJ Customer Care Director, Dell International Services, India
Manish Parbhakar	Vice President Sales (MEA), Alliance Tyres Group
Manish Sisodia	Zonal Manager- Asia & Oceania, Vetrotech Saint-Gobain International
Raghu Singh	Managing Director, Head of Digital Value & Strategic Cost Management, DBS Bank
Rohit Sodha	Managing Director - Germany, Bunzl plc
Sakshi Aggarwal	Head Global Consumer Insights, General Mills
Sandeep Das	Director-Middle East Banks, ANZ
Sonia Serrao	Director Marketing, Global Service Centre, A.P. Moller-Maersk
Vaibhav Punj	CEO - Burger King, Indonesia
Vandana Sharma	Global Process & Delivery Lead-P2P, GBS, AkzoNobel

INTERNATIONAL BUSINESS

- » **EXPORT - IMPORT PRO**
- » **CEDURES AND DOCUMENTATION**
- » **TRADE AND GEOPOLITICS**
- » **INTERNATIONAL MANAGEMENT**
- » **INTERNATIONAL FINANCIAL SYSTEM**
- » **EXPORT-IMPORT MANAGEMENT: A STARTER'S TOOL KIT**
- » **BUSINESS IN ASIA-PACIFIC**
- » **INTERNATIONAL FINANCE AND FOREX MANAGEMENT**
- » **GLOBAL FINANCIAL RISK MANAGEMENT**
- » **INTERNATIONAL ECONOMIC ORGANISATIONS**
- » **TRADE DATA AND TRADE OPPORTUNITIES**
- » **COMMERCIAL GEOGRAPHY**
- » **CIS IN INTERNATIONAL BUSINESS**
- » **INTERNATIONAL BUSINESS (IIP)**
- » **GLOBAL BUSINESS ENVIRONMENT**
- » **INTERNATIONAL BUSINESS MANAGEMENT**
- » **TRADE & GEOPOLITICS**
- » **WTO & INTERNATIONAL TRADE POLICIES**

INFORMATION TECHNOLOGY

Key Recruiters



ALUM NAME	DESIGNATION & COMPANY
Ashootosh Chand	Partner, Digital and Emerging Technologies, PwC India
Bishwapriyo Chakraborty	Vice President, Gartner
Namrata Bhattacharya	Managing Director, Accenture
Reema Malhotra	Vice President, IHS Markit
Sachin Goel	Chief Technology Officer and Head of Digital, Tata AIA Life Insurance
Sajith Sivanandan	Managing Director & Business Head, Google Pay India
Sameer R Kapur	GM Sales-Financial Services, IBM India Pvt. Ltd.
Samik Roy	Country Head (Modern Workplace), Microsoft India
Sandeep Arora	Country Head (Services & Customer Experience), Cisco
Saurabh Pandit	Regional Sales Director-JAPAC, Resulticks
Shamik Das	Associate Director-Data Analytics, UBS
Srijib Chatterjee	Solution Manager, Deloitte Consulting
Sumita Bhatia Vijh	National Head Retail Business & Trade Marketing, HP Inc

INFORMATION TECHNOLOGY

- » **INFORMATION TECHNOLOGY & SYSTEMS**
- » **DIGITAL COMMERCE**
- » **INFORMATION TECHNOLOGY & SYSTEMS**
- » **DATA SCIENCE IN BUSINESS APPLICATIONS**
- » **SOCIAL MEDIA ANALYTICS**
- » **BUSINESS COMPUTING AND INFORMATION PROCESSING**
- » **MACHINE LEARNING, BLOCKCHAINS, FINTECH**
- » **MANAGING BUSINESS ON CLOUD**
- » **FINANCIAL ENGINEERING USING R**
- » **BIG DATA AND DATA ANALYTICS FOR MANAGERS (USING PYTHON)**
- » **BUSINESS DEVELOPMENT IN IT**
- » **DATA SUMMARIZATION AND VISUALIZATION**
- » **CYBER SECURITY**
- » **DIGITAL INNOVATION**
- » **CIS IN INFORMATION TECHNOLOGY**
- » **DISRUPTIVE TECHNOLOGIES (IIP)**

MARKETING & SALES

Key Recruiters



ALUM NAME	DESIGNATION & COMPANY
Aditya Singh	Vice President Marketing- Sports Leagues, Mashal Sports (Star TV)
Amarnath Dutta	Regional Marketing Manager - South West Asia, Coca-Cola India Pvt. Ltd.
Anshuman Goenka	Head of Marketing, Bacardi India
Ashish Nagpal	Head of Trade Marketing , Dabur India Limited
Ashwiny Thapliyal	Vice President - Adtech & Revenue Partnerships, Hotstar
Avi Kumar	Head of Marketing, ZEE5
Imran Qadri	Head- Marketing & Corporate Communication, Harley Davidson Motor Company
Kapil Grover	CMO, Domino's Pizza
Nipun J Mahajan	Vice President - Sales and Network Development, FCA Fiat Chrysler Automobiles
Pallavi Gopal	Director of Sales and Marketing - Taj Safaris at Taj Hotels
Prasanjeet Dutta Baruah	Business Head, Facebook
Prashant Agnihotri	EVP & Head, Customer Team, Nokia Siemens Networks
Prashant Dhar	Marketing Director, A. O. Smith Corporation
Prashant Gagneja	Business Head-Tropicana Juice & Premium Beverages, Pepsico
Ratika Mittal	Chief Sales & Marketing Officer, BMW Financial Services
Sujit Bawa	General Manager - Integration, Unilever
Vishal Sharma	Head of Customer Experience, MakeMyTrip
Vivek Saxena	National Sales Manager - Branded Content, MX Player

MARKETING & SALES

- » **MARKETING MANAGEMENT-I**
- » **MARKETING MANAGEMENT-II**
- » **CONSUMER BEHAVIOR**
- » **INTERNATIONAL MARKETING**
- » **SALES, DISTRIBUTION AND RETAIL MANAGEMENT**
- » **MARKETING STRATEGY WITH MARKSTRAT**
- » **ADVERTISING & BRAND MANAGEMENT**
- » **ADVANCED MARKETING RESEARCH**
- » **DIGITAL MARKETING & ANALYTICS WITH DIGITAL MEDIAPRO**
- » **B2B MARKETING**
- » **RURAL MARKETING**
- » **SERVICES MARKETING**
- » **MARKETING MODELS AND ANALYTICS**
- » **CIS IN MARKETING**
- » **MARKETING ANALYTICS (IIP)**
- » **DIGITAL MARKETING (IIP)**

OPERATIONS & STRATEGY

Key Recruiters



OPERATIONS

ALUM NAME	DESIGNATION & COMPANY
Adarsh Kumar	COO, TATA Motors Finance Solutions Ltd.
Basabddatta Dasgupta	Vice President Operations, Bank of America
Debabrata Mishra	Global Head - Channel Partner Program, Tata Consultancy Services
Gaurav Anand	HWS Head, India Region, Nokia Siemens Networks
Gurpal Singh	Chief Operating Officer - India and Sri Lanka, Startek
Nitu Sharma	Business Initiative Manager (AVP), Wells Fargo
Pallavi Shome	Chief Operating Officer, BNY Mellon Technology India
Pushkal Arora	General Manager, CARS24
Rahul Raizada	Director, PwC India
Rahul Tandon	Vice President and Line of Business Head, Sify Technologies Limited
Rishi Dhuper	Director, Link Group
Ritesh Chopra	Partner & COO, KPMG Global Services
Sameer Srivastava	Director - Global Service Delivery, Mitel
Syed Ziad Ali	Senior Group Leader and Head - APAC, PayPal
Vineet Kohli	Chief Executive Officer, Mitsubishi Corporation RtM International Ltd.

STRATEGY

ALUM NAME	DESIGNATION & COMPANY
Ankur Kharbanda	Director, Retail, Max Bupa Health Insurance
Ajay Mandahr	CEO, Escorts CE
Anjali Joneja Amar	Country Head, Verizon Enterprise Solutions
Bindiya Chopra	Associate Director, PwC
Diwakar Gupta	Associate Director, Strategy&
Kirat Pal Singh	General Manager, Thomas Cook
Kush Mehra	Chief Business Officer, Pine Labs
Milan Narendra	Partner, Ernst & Young
Nipun Sharma	Sr Vice President, Tata Sky Ltd
Pritika Bhattacharjee	Vice President, Team Manager (Research), Gartner
Ravindra Singh Negi	President, ECD SBU, Havells India Ltd.
Subraneel Bose	Director - Very Large Enterprise Business, India/SA at Lenovo
Swarup Mohanty	CEO, Mirae Asset Global Investments India
Swati Rangachari	Chief Corporate Affairs Officer, Sterlite Technologies Limited
Vivek Gawri	Asst. Vice President, Times Internet Ltd.

OPERATIONS & STRATEGY

- 
- » **INTRODUCTION TO OPERATIONS MANAGEMENT**
 - » **OPTIMIZATION MODEL FOR DECISION MAKING**
 - » **BUSINESS ANALYTICS-I**
 - » **BUSINESS RESEARCH METHODS**
 - » **PROJECT MANAGEMENT**
 - » **BUSINESS ANALYTICS-II**
 - » **MULTIVARIATE DATA ANALYSIS**
 - » **PROCUREMENT MANUFACTURING PLANNING & CONTROL**
 - » **ADVANCE PROJECT MANAGEMENT**
 - » **OPERATIONS STRATEGY**
 - » **SERVICE OPERATION MANAGEMENT**
 - » **SUPPLY CHAIN MANAGEMENT**
 - » **WORLD CLASS SYSTEMS**
 - » **DECISION MODELLING WITH SPREAD SHEET**
 - » **GLOBAL LOGISTICS MANAGEMENT**
 - » **CIS IN QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT**
 - » **STRATEGIC MANAGEMENT**
 - » **STRATEGIC ENTREPRENEURSHIP & NEW AGE BUSINESS MODEL**
 - » **EXECUTING STRATEGIES IN DYNAMIC MARKET LANDSCAPE**
 - » **CREATIVITY AND DESIGN THINKING FOR STRATEGIC VALUE CREATION**
 - » **STRATEGISTS' TOOL-KIT AND COMPETITIVE INTELLIGENCE**
 - » **STRATEGIC INNOVATION: BUILDING & SUSTAINING BUSINESS ECOSYSTEMS**
 - » **MERGERS & ACQUISITIONS**
 - » **STRATEGY BUSINESS SIMULATIONS USING CESIM**
 - » **STRATEGIC ANALYSIS AND GLOBALIZATION**
 - » **DISRUPTIONS AND NEW BUSINESS OPPORTUNITIES IN INDIAN INDUSTRY**
 - » **SYSTEMS THINKING**
 - » **CIS IN STRATEGY**