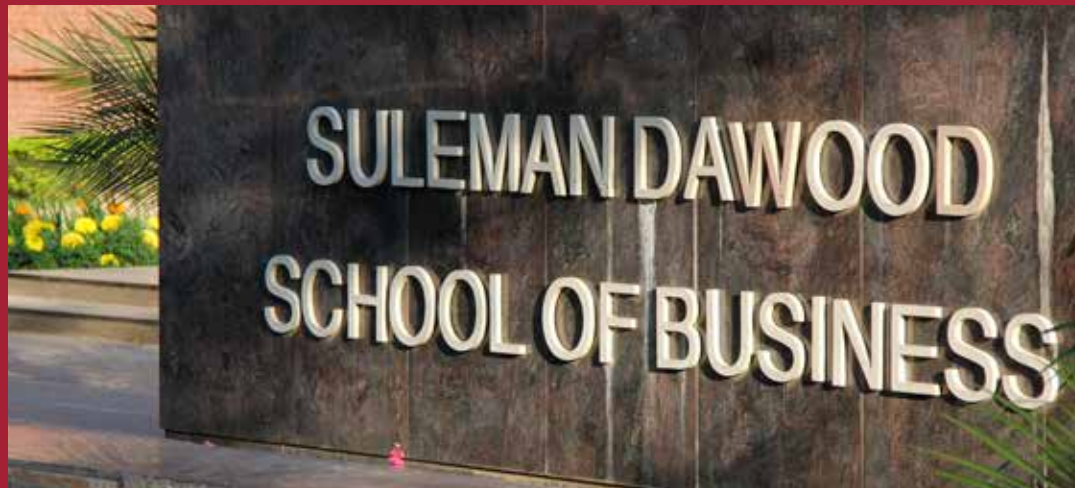




LUMS

Recruiter's Guide MBA 2018

Learn Lead Achieve



MPO

Introduction

The MBA Placement Office (MPO) has dual responsibilities of counselling the MBA graduates to set ambitious career goals, while providing them suitable opportunities to try and achieve these goals. It follows a sector-wise approach for internship and job placement of MBA graduates. A number of activities are undertaken to develop soft skills of the graduates and to acquaint them with the ongoing job market situations. These activities include special mentoring sessions with alumni, guest speaker sessions with HR personnel of top companies, mock interviews, resume writing workshops etc. Further networking opportunities are provided via sector-wise networking nights, company presentations, guest speaker sessions etc. The close linkages with industry, academia and alumni, support the MPO in assessing industry trends and guiding the graduates likewise.

Message from Head of the Department

It is my pleasure to share with you 2018 – 2019 Recruiter's Guide. The guide will give you an insight in the graduating class profile and explore different ways the office and your company can engage for mutual benefit. We are committed in providing you with an exceptional recruiting experience so please share your thoughts and priorities as we partner with you to meet your objectives. Our experienced team works closely with the companies and help identify candidates whose skills match your company requirements and hiring needs.

You can contact the sector specialist I am pleased to introduce the team below:



AYESHA ZAFAR ALI
Head of Department
Suleman Dawood School of Business
ayesha.ali@lums.edu.pk
042 3560 8308



JAWAD KHAN
Assistant Manager
jawad.khan@lums.edu.pk
042 3560 8484



KAMRAN BUTT
Corporate Relations Executive
kamran.butt@lums.edu.pk



BILAL BUKHARI
Senior Corporate Relations Executive
bilal.bukhari@lums.edu.pk

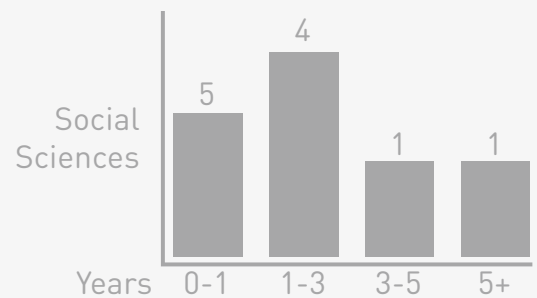
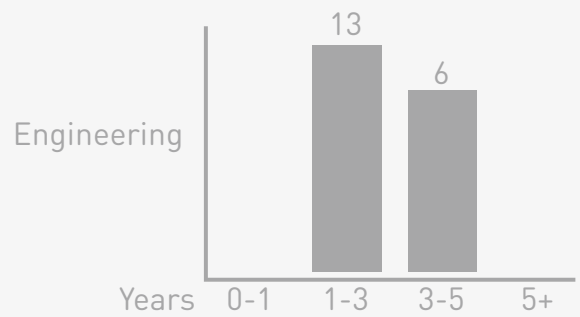
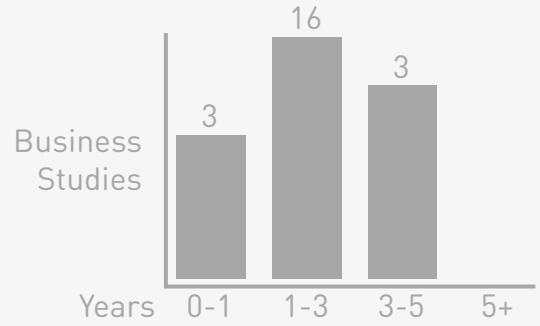
Industry Focus: Telecommunications,
Technology (IT/Engineering), Financial Institutions,
Consultancy, Pharmaceutical, Govt./Public, Development,
Automotive, General Building Materials, Diversified Machinery
042 3560 8309

Focus: Professional Development,
MBA Internships & Externship
042 3560 8485

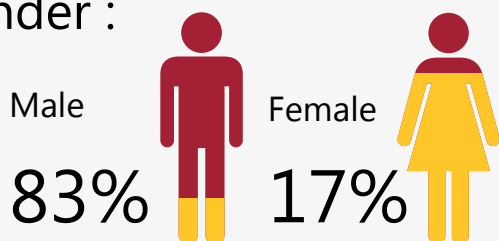


Graduating Class Profile

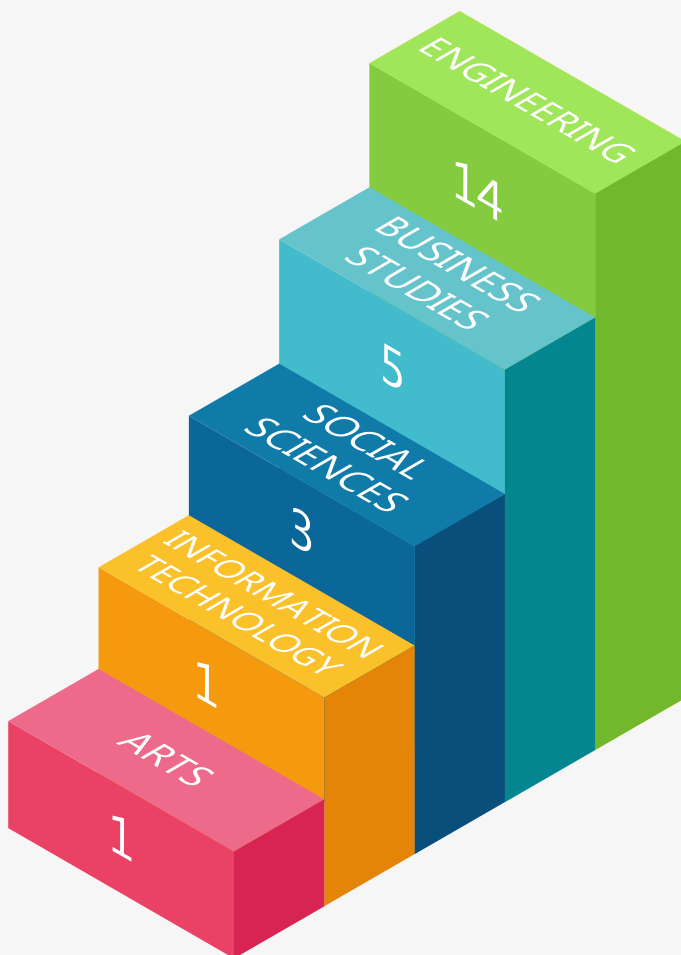
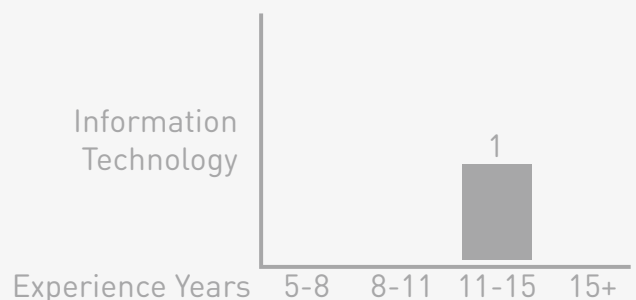
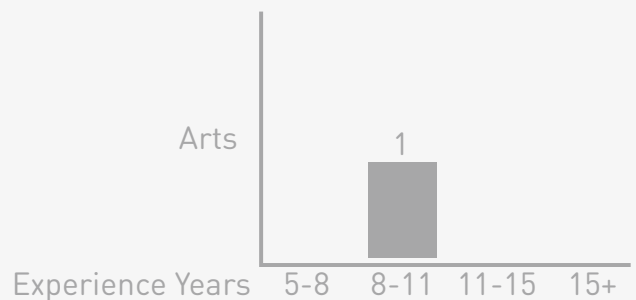
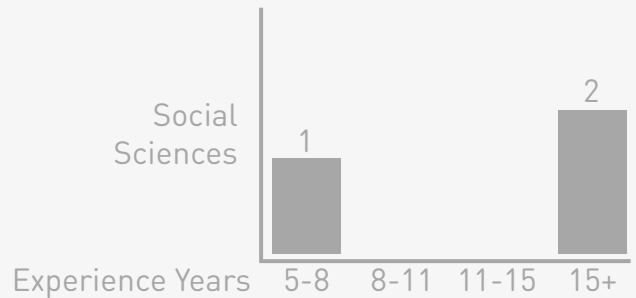
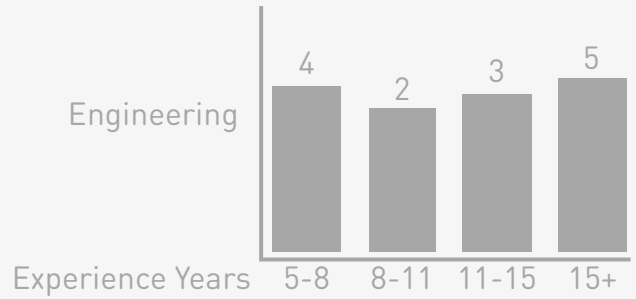
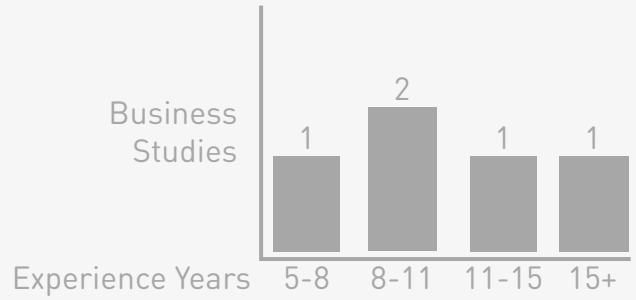
MBA 2018 Students



Gender :

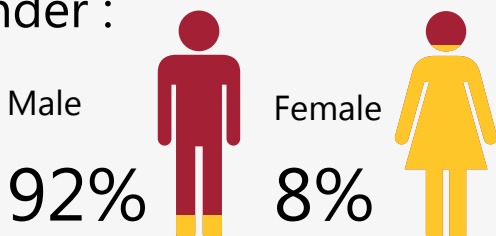


EMBA 2018 Students



Years of Experience	5-8	8-11	11-15	15+
Total	6	5	5	8

Gender :



Why Recruit At SDSB?

The programme develops global business leaders who can provide leadership at any level, in an increasingly global economy. The curriculum teaches students the underlying disciplines of management and provides graduates the flexibility to pursue careers in a variety of industries across geographical and functional boundaries. The primary teaching pedagogy at SDSB is "Case Method of Teaching" which sets it apart from all other business institutes in the region. At SDSB, we exercise the Case Method of Teaching through close collaboration with Harvard Business School and the University of Western Ontario, both of which are pioneers in this teaching philosophy. We take pride in our innovative and evolving curriculum, keeping it relevant by maintaining a close relationship with the business world.

~ The MBA programme was recently revised on the basis of current international best practices incorporating feedback from alumni, students, and the industry. The new experiential learning model is based on practical application of reflective learning process in an entrepreneurial environment, which augments personal leadership capacity building by bringing industry practitioners to the classroom.

~ The programme has an enriched portfolio of local cases and greater engagement with corporate industries.

The Exp. Module Is Divided Into Three Main Components:

① Experiential Learning 1 - Industry Analysis Exercise:

MBA students are provided with case studies published by Harvard, Ivey, and LUMS on International and local organisations in a ratio of 80:20. Throughout the four out of five days of the week, students go through the theories, concepts and tools in the core courses of MBA curriculum to explore various dimensions of a business setting using case method pedagogy. During the week each student group is required to visit their industry mentors to get an understanding of concepts in their sector and every alternate Friday is dedicated to sector specific functional area presentation such as operations management, marketing management, finance and human resource management/organisational behavior.

② Experiential Learning 2 - MyStartup:

This is intended to enhance students' willingness to set out on an entrepreneurial journey. Students will complete four major stages of a start-up venture i.e. conceiving a concept, testing a concept, commercialising a concept and eventually generating operating profits.

③ Experiential Learning 3 - MBA Consultancy Project:

Students will exclusively work on a specific client's consulting project in small groups, under the supervision of a faculty member from SDSB. Students will be encouraged to work at the company premises whenever practical to obtain relevant exposure and valuable insights. Interim progress will be monitored by the faculty supervisor and senior management of the client. The entire project culminates with a formal presentation to relevant stakeholders and submission of final reports to the faculty supervisor and client.





How To Recruit?

MBA students and EMBA participants come with diverse experience and varied academic backgrounds which makes them ideal for cross functional roles.

MBA students enter the programme with prior experience typically ranging from 6 months to 6 years with average experience of 2 years. Whereas experience of EMBA participants spans from 6 years to 22 years with average experience of 12 years. Companies consider our business graduates to fill roles from junior to senior levels across different functions.

▶ Lateral Hiring

MBA and EMBA students are most suited for companies seeking experienced candidates to fill key positions in the organisations. Register on the placement portal (<https://lums.talentera.com/>) or contact any Sector Specialist for assistance.

▶ Entry Level Hiring

Students with 0 – 2 years experience in the MBA programme are ideal candidates to fill entry level positions in management trainee programmes.

▶ MPO Partners with Bayt.com

The office proudly has joined hands with Bayt.com to power its Student Services Portal. It is a globally renowned end-to-end Applicant Tracking Solution that enables quicker and smarter applicant management through an easy-to use interface. The portal is now ready for you to register <https://lums.talentera.com/> and all opportunities will be routed through this portal for hiring LUMS graduates moving forward.

How to Register

- 1 Registering & Log In – If you are a new employer, follow this link <https://lums.talentera.com>, click on “Log In” then, “I’m a new employer” tab.
- 2 Fill in the fields in the above form, choose your password and provide the rest of your company information.
- 3 Click on Register to submit page.
- 4 A page will appear where you need to confirm your email address
- 5 Enter you email address , then click on “Continue” to continue the registration process.
- 6 Registration Confirmation email will be sent to your email address to summarize your registration.
- 7 Once the account has been approved by the Admin, an email will be sent to your email confirming the same.
- 8 After confirming your email address, you will be redirected to the “Dashboard” page.

◀ Connect with SDSB

- **MBA Consultancy Project (MCP)**

The MBA Project is a mandatory requirement of our MBA curriculum. Groups of students work with an organisations on a managerial issue/project over a course of 10 weeks. They construct and present an exhaustive solution to the client and faculty audience at the end and are graded accordingly by both. In many cases, these solutions are actually implemented by the clients and give successful results amidst real business environments.

Invitation for the MBA Consultancy projects are sent out by one of faculty coordinators in July/August every year. If interested, write to Dr. Shakeel Sadiq at ssj@lums.edu.pk or call at 042 3560 8000 (Ext. 8435)

- **Mock Interviews**

The office organises mock interviews for MBA students with successful senior alumni to hone their interviewing skills, prepare them for diverse interview environments and clear ambiguities related to industry dynamics.

Contact Bilal Bukhari (bilal.bukhari@lums.edu.pk) if you are an alumnus to volunteer for mentoring.

- **MBA Externship**

MBA Externships provide students with an experiential opportunity to visit an organisation. Each year, various organisations invite students to their offices. These externships offer unique insights into their day-to-day operations, people, and culture. Externships can also enable more interactions with senior leaders and alumni within the organisation. Popular times for externships lie during the semester break every year i.e. December and January. Students volunteer as temporary resources in short assignments, projects, case studies, business plans, research work or a helping hand in ongoing business operations.

Contact Bilal Bukhari (bilal.bukhari@lums.edu.pk) if you want to participate in the next cycle.

- **MBA Internship**

Summer internships are mandatory part of the MBA programme and internship cycle starts in February each year. Students are required to complete a 6 – 8 weeks project based internship where they can apply their learning from the programme

The office has a dedicated resource for managing the internships, this helps in meeting student expectations along with fulfilling company needs. Connect with Bilal Bukhari (bilal.bukhari@lums.edu.pk) for any internship opportunities in your organisation.



Internship Placement

Below is the list of internship offers and acceptance across the industry in 2017.



Offers | Acceptance
8 | 8



Offers | Acceptance
8 | 7



Offers | Acceptance
6 | 6



Offers | Acceptance
8 | 6



Offers | Acceptance
5 | 4



Offers | Acceptance
4 | 3



Offers | Acceptance
3 | 2



Offers | Acceptance
3 | 2



Offers | Acceptance
2 | 2



Offers | Acceptance
1 | 1



Offers | Acceptance
1 | 1



Offers | Acceptance
3 | 1



Offers | Acceptance
1 | 1



Offers | Acceptance
1 | 1



Offers | Acceptance
1 | 1



Offers | Acceptance
1 | 1



Offers | Acceptance
1 | 1



Offers | Acceptance
1 | 1



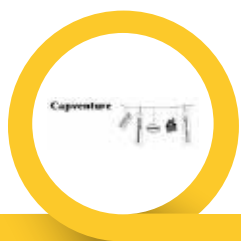
Offers | Acceptance
5 | 1



Offers | Acceptance
1 | 1



Offers | Acceptance
1 | 1



Offers | Acceptance
3 | 0



Offers | Acceptance
2 | 0



Offers | Acceptance
1 | 0



Offers | Acceptance
2 | 0



MBA 2017 Placement Stats

Maximum **Salary** 280,800

Average **Salary** 134,400



JOB PLACEMENT BY SECTORS

YEAR 2015

SECTORS	2015 (%)
FMCG	24
TELECOMMUNICATION	11
TECHNOLOGY (IT/ENGINEERING)	4
ENERGY (OIL/GAS)	3
TEXTILES	1
FINANCIAL INSTITUTIONS- BANKING	1
TRANSPORT & LOGISTICS	1
GROUPS/ CONGLOMERATES	13
ENTREPRENEURSHIP + FAMILY BUSINESS	8
CONSULTANCY	3
CHEMICALS	8
PACKAGING	5
EDUCATION	2
AGRICULTURE	1
MEDIA	1
OTHERS	6

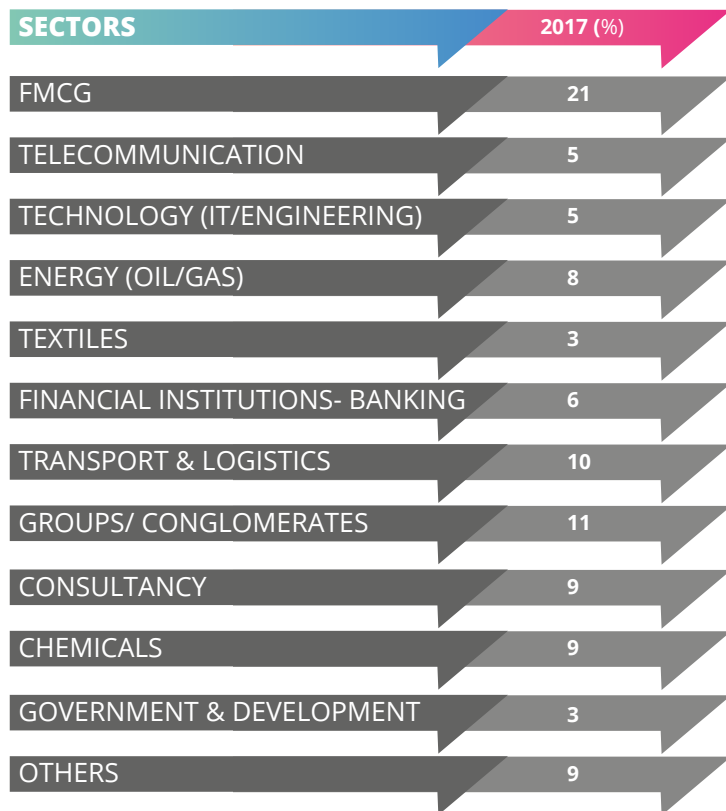
YEAR 2016

SECTORS	2016 (%)
FMCG	26
TELECOMMUNICATION	5
TECHNOLOGY (IT/ENGINEERING)	9
ENERGY (OIL/GAS)	5
TEXTILES	2
FINANCIAL INSTITUTIONS- BANKING	5
TRANSPORT & LOGISTICS	5
GROUPS/ CONGLOMERATES	14
ENTREPRENEURSHIP + FAMILY BUSINESS	5
CONSULTANCY	8
CHEMICALS	2
PHARMACEUTICAL	5
PACKAGING	9



JOB PLACEMENT BY SECTORS

YEAR 2017







JOB PLACEMENT BY FUNCTIONS

FUNCTIONS	2015 (%)	2016 (%)	2017 (%)
MARKETING/ SALES	43	42	51
MT PROGRAMME - ROTATION	8	12	15
FINANCE & BANKING	12	6	3
SUPPLY CHAIN	4	10	9
HUMAN RESOURCES	2		3
BUSINESS INTELLIGENCE/ BUSINESS ANALYSIS	3		
CONSULTANCY	4	3	6
PROJECT/STRATEGY	2	18	
BACK TO PREVIOUS ORG/FURTHER STUDIES	3	3	3
OTHERS (Family Business, Entrepreneurship)	6	5	9





AVERAGE SALARY BY SECTORS

SECTORS	2015	2016	2017
	(PKR)	(PKR)	(PKR)
CHEMICALS	99,000	85,000	106,429
CONSULTANCY	250,000	140,000	230,600
ENERGY (OIL/GAS)	94,333	124,333	101,667
FINANCIAL INSTITUTION- BANKING, TRADING, AUDIT, INSURANCE	80,000	108,333	96,000
FMCG	104,817	100,941	114,518
GROUPS/ CONGLOMERATES	101,455	116,859	106,222
TRANSPORT & LOGISTICS	70,000	115,000	110,625
PHARMACEUTICAL		108,667	
PACKAGING	92,000	91,667	
TECHNOLOGY (IT/ENGINEERING)	145,000	96,000	150,000
MEDIA	95,000		
TELECOMMUNICATION	105,000	108,667	93,750
TEXTILES	85,000	135,000	87,500
OTHERS (Services- Education & Training, Travel & Transport, Agriculture, Pharmaceuticals, Industrial Goods, Government/ Public, Development, Packaging, Media)	92,500		156,250

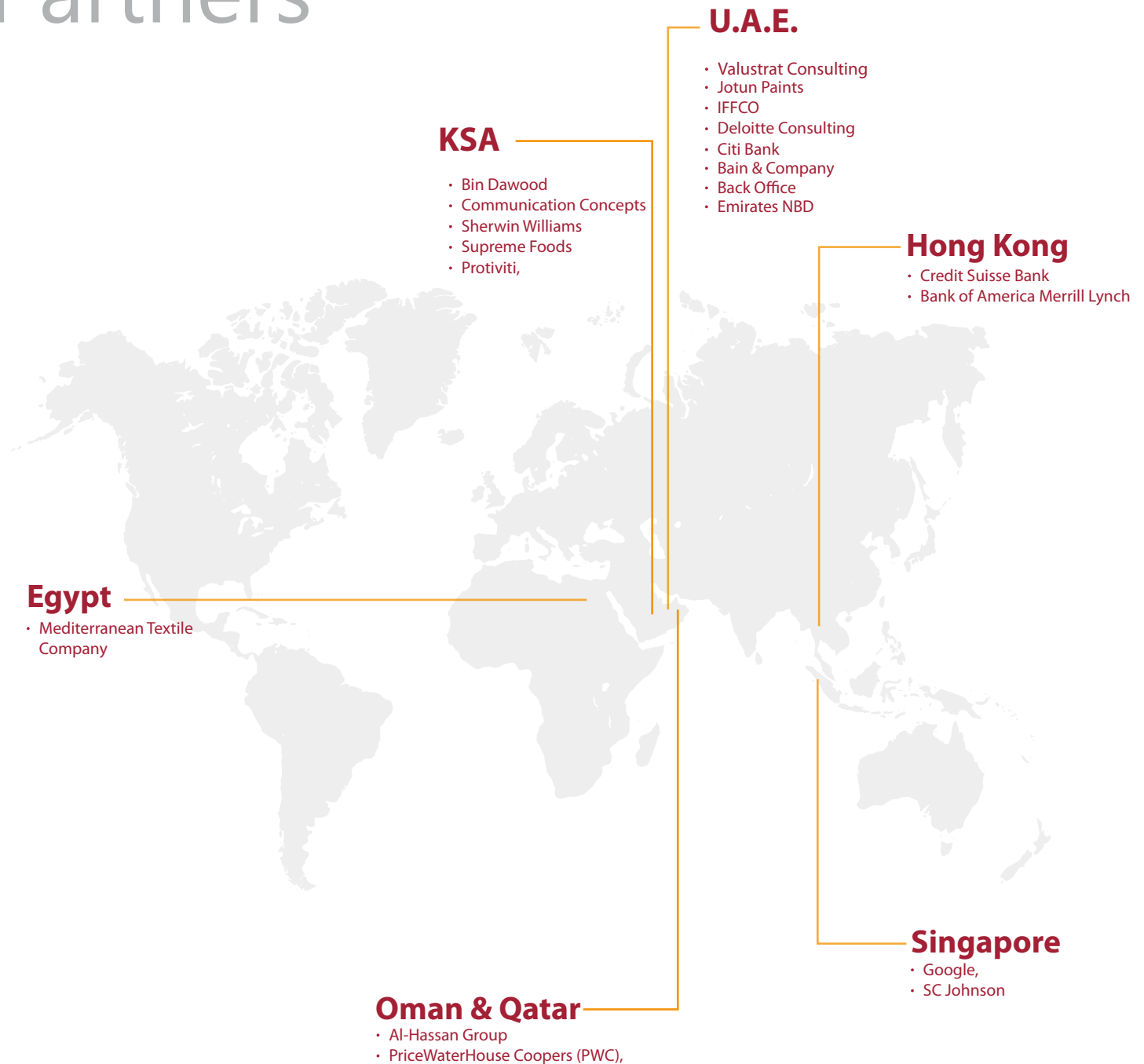


AVERAGE SALARY BY FUNCTIONS

FUNCTIONS	2015	2016	2017
	(PKR)	(PKR)	(PKR)
BUSINESS INTELLIGENCE/ BUSINESS ANALYSIS	105,000		
HUMAN RESOURCES	108,000		110,000
GENERAL MANAGEMENT/ OPERATIONS	91,667	70,000	
SUPPLY CHAIN	98,781	113,400	120,000

Recruiting Partners

International Recruiting Partners



A variety of exciting challenges

You are unlikely to get bored working with us at Sava Pak. No matter your field of expertise, your experience & new challenges will be put to the test. At Sava Pak we don't just set projects - we make it happen. And if you would like to try your hand with us, chances are good you will find it right in front of you. At Sava Pak, Whether your best bet is in engineering, real estate, marketing, design or another field, your options will be numerous.

CARE TO JOIN US?



National Recruiting Partners

- 3M Pakistan
- Abacus Consulting
- Active Capital IT
- Abudawood Pakistan
- AC Nielsen
- Acumen Fund
- AGCN Pakistan
- Akzo Nobel Pakistan
- Allied Bank Limited (ABL)
- Al-Baraka Bank
- Askari Bank
- Attock Refinery Limited
- Bank Alfalah
- Barclays Pakistan
- Bata Pakistan
- Bayer Pakistan
- Bayt.com
- Berger Paints
- Blue Group of Companies
- British Council Pakistan
- BroadPeak
- Buksh Group
- Burj Bank
- Care Foundation
- Chevron
- Caterpillar – Allied Eng. & Services
- Careem
- Citizen's Archive of Pakistan (CAP)
- Citi Bank
- Coca Cola Beverages Pakistan Limited (CCBPL)
- Colgate Palmolive Pakistan
- Competition Commission of Pakistan (CCP)
- Confiz Solutions
- Continental Biscuits Limited
- Crescent Bahuman Limited
- Cupola Group
- Clary Business Machines
- CureMD
- Daewoo
- Dalda Foods
- Dawlance Pakistan
- Dawn Bread
- Descon
- Dawood Hercules (DH Corp.)
- DuPont Pakistan
- Dubai Islamic Bank
- Eli Lilly Pakistan
- English Biscuit Manufacturers
- Engro Corporation
- ENI Pakistan
- Emirates Logistics
- Fatima Group
- Fauji Fertilizer Company (FFC)
- Faysal Bank
- General Electric (GE)
- Getz Pharma
- GlaxoSmithKline (GSK)
- Gulistan Group of Companies
- Habib Bank Limited (HBL)
- Habib Metropolitan Bank
- Haleeb Foods
- Hashoo Group
- House of Habib
- HUBCO
- IBEX Global
- IBM Pakistan
- ICI Pakistan
- IFFCO Group
- Inbox Business Technologies
- Indus Basin
- Johnson & Johnson Pakistan
- Jazz
- Kansai Paints
- Karachi Electric Supply Company (KESC)
- KASHF Foundation
- Kolson Foods
- Kot Addu Power Company
- Kraft Foods
- L'Oreal
- Lafarge Cement
- Lakson Group
- Levi's Pakistan
- Linde Pakistan
- Maersk
- Maple Leaf Cement
- Master Group
- Mayfair Group
- Maxim International
- Mckinsey & Company
- MDF International
- Merck Group
- Metro Cash & Carry
- Meezan Bank
- Milvik Pakistan
- Mitchell's
- Monsanto
- MTBC
- Mujtaba Jamal Law Associates (MJLA)
- Muslim Commercial Bank (MCB)
- Mitsubishi Corporation
- NDC Technologies
- Nestle
- Netsol Technologies
- Nippon Paints
- Nishat Group
- Novartis Pharma
- Oil & Gas Development Company Limited (OGDCL)
- OMV Group
- Orient Group of Companies
- Packages
- Pak Elektron Limited (PEL)
- Pakistan Petroleum Limited (PPL)
- Pakistan State Oil (PSO)
- Pakistan Telecommunication Company Limited (PTCL)
- Pakistan Tobacco Company (PTC)
- Pak Arab Refinery (PARCO)
- Panasian Group
- PepsiCo. International
- Pfizer Laboratories
- Philip Morris International (PMI)
- PITCO
- Procter & Gamble (P&G)
- Punjab Board of Investment & Trade (PBIT)
- Qarshi Industries
- Rocket Internet
- Roshan Packages
- Reckitt Benckiser (RB)
- Remington Pharma
- Rural Support Programmes Network
- Saif Group of Companies
- Samin Textiles Limited
- Sanofi Aventis
- Sapphire Group
- Searle
- Securities & Exchange Commission of Pakistan (SECP)
- SEFAM
- Service Sales Corporation (SSC)
- Service Industries Limited (SIL)
- Shan Foods
- Sharif Group
- Shell Pakistan
- Sofizar Constellationck
- Standard Chartered Bank (SCB)
- Style Textiles
- Stylo Shoes
- Systems Limited
- Tameer Microfinance Bank
- Techlogix
- Telenor
- Tetra Pak
- The Citizen's Foundation (TCF)
- Tlxel
- The Resource Group (TRG)
- TOTAL PARCO
- Transworld Associates
- UBER
- United Bank Limited (UBL)
- UCH Power
- Ufone
- Unilever
- US Apparel
- United Energy Pakistan (UEP)
- University of South Asia (USA)
- US Denim Mills Private Limited
- Vendevio
- Walmart Pakistan
- Zephyr Textiles Limited
- Zong – China Mobile Pakistan



MBA Recruiting Calendar

JANUARY

- Externships
- Semester Break Ends
21 Jan 2019
- Recruitment & Internship Drives

MBA I, II
MBA I, II

MARCH

- Mid Semester Break
- Recruitment & Internship Drives
- Internship Cycle
- Pakistan Day 23 Mar 2018

MBA I, II
MBA I, II
MBA I

FEBRUARY

- Recruitment & Internship Drives
- Clubs & Societies Events
- Kashmir Day

MBA I, II
MBA I, II

APRIL

- Recruitment & Internship Drives
- Networking Nights
- Internship Cycle

MBA I, II
MBA II
MBA I

JUNE

- Internship Cycle
- Semester Break Ends
3 Jun 2019

MBA I

MAY

- Labor Day 1 May 2018
- Recruitment & Internship Drives
- Internship Cycle
- Ramadan Starts 16 May 2018
- Semester Break Begins 22 May 2018

MBA I, II
MBA I

JULY

- Internship Cycle
- Summer Orientation Programme (SOP) for new MBA

MBA I

SEPTEMBER

- Orientation Session with MPO
- Resume Writing & interview Skills Workshop
- Mock Interviews

AUGUST

- Students
- Eid ul Azha Holidays 22 Aug 2018 to 25 Aug 2018

MBA I

OCTOBER

- Ashura Holidays 20 Sep 2018 to 21 Sep 2018

DECEMBER

- Final Exams
- Semester Break Starts
- Externships
- Quaid e Azam Day/Christmas 25 Dec 2019

MBA I, II
MBA I, II
MBA I, II

NOVEMBER





Business School Ranking

- ▶ The Suleman Dawood School of Business (SDSB) at Lahore University of Management Sciences (LUMS) now proudly stands amongst top 300 business schools of the world according to the latest rankings by Quacquarelli Symonds (QS) World University Rankings by Subject 2017. This is a momentous occasion for SDSB to have been identified as 'business and management studies' subject group within the QS rankings. This particular ranking covers a total of 46 disciplines, highlighting the world's top-performing universities in each academic area. The rankings are compiled annually to help prospective students identify the leading universities in a particular subject. Research citations, along with the results of major global surveys of employers and academics are used to rank universities.

<https://www.topuniversities.com/university-rankings/university-subject-rankings/2017/business-management-studies>

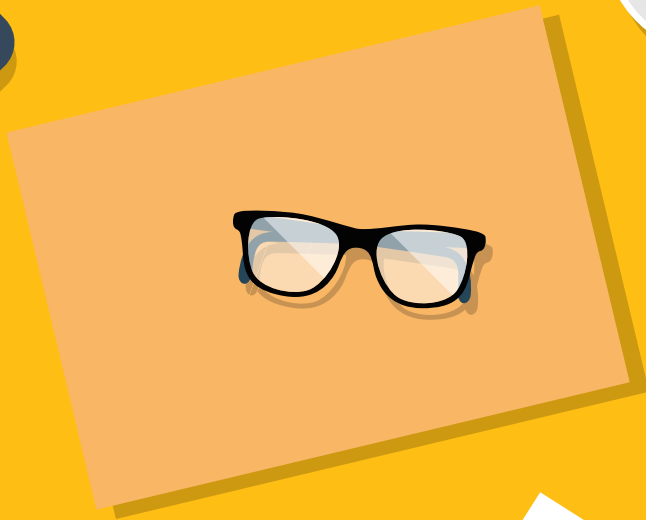
- ▶ Following the Peer Review Team (PRT) visit in April 2016 at LUMS, the Accreditation Awarding Committee (AAC) of the National Business Education Accreditation Council (NBEAC) awarded full accreditation to Suleman Dawood School of Business (SDSB) MBA and Undergraduate programmes, placing the School in the highest quality category: "W". NBEAC was established by the Higher Education Commission (HEC) in 2007 as a national-level body to assure quality in business education.

<http://www.nbeac.org.pk/index.php/accreditation-2/list-of-accredited-schools>

SDSB ranked as an excellent business school with reinforcing international influence in Eduniversal Business Schools Rankings 2017. It is the only business school from Pakistan with Eduniversal 3 Palmes of Excellence.

<http://eduniversal-ranking.com/business-school-university-ranking-in-pakistan.html>

LUMS has long positioned itself as a leader in developing and imparting business education. Its business school, SDSB, recognised for excellence in research, teaching and service is a pioneer in case based teaching methodology in the region. The school boasts 85% foreign qualified faculty from the world's top institutions, 6 research centres generating cutting-edge management research with a global impact and 16 international student exchange programmes with some of the best international universities.





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Lahore University of Management Sciences
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