LEADING
BUSINESS SCHOOL

ADVANCING LEADERS FOR
MORE THAN 26 YEARS

WORLDWIDE
ALUMNI NETWORK

GLOBAL
RECRUITING

MBA
RECRUITER'S GUIDE 2013

Suleman Dawood
SCHOOL OF BUSINESS

LAHORE UNIVERSITY OF MANAGEMENT SCIENCES

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MBA PLACEMENT OFFICE (MPO)

AN INTRODUCTION

Dear Recruiter,

With their diversity, and highly developed business skills, LUMS students are ready to contribute to your company's success. Each year, more than 100 MBA students and close to 50 Executive MBA participants join companies from our network of over 250 recruiters across the region. Over 6000 alumni contribute to global, regional and local business growth all over the world.

To meet your talent acquisition and retention needs, LUMS MBA Placement Office will partner with you to help you source talent from our pool of MBA graduates. We will assist you to fill full-time, internship or project based roles. No matter where you are based, a member of our team will work closely on defining your sourcing strategy at LUMS.

In addition, you can build a strong presence on-campus by hosting students on MBA externships, through campus presentations, or participation in numerous networking events and executive panel discussions.

I am pleased to introduce the 'MPO team' below:

SARAH KARIM – UNIT HEAD
Industry Focus: International Market, FMCGs, Groups/Conglomerates
Email: sarahkarim@lums.edu.pk
+92-42-35608231



QURATULAIN BABUR
Industry Focus: Financial Institutions, Energy, Telecommunication, Manufacturing, Development, Govt./ Public, Consultancy, Retail, Services, Pharmaceutical, Textiles, Technology (IT/Engineering), Media/ Entertainment
Email: quratulainb@lums.edu.pk



MIAN SABOOR-UD-DIN
MBA Internships
Email: saboor@lums.edu.pk
+92-42-35608309

Looking forward to working together.



Ayesha Zafar Ali
Corporate Communications
Suleman Dawood School of Business
Lahore University of Management Sciences
Email: ayesha.ali@lums.edu.pk
+92-42-35608308

WHY RECRUIT AT SDSB?

TOP RANKED BUSINESS SCHOOL IN PAKISTAN

Suleman Dawood School of Business (SDSB) is the Business School of and for Pakistan. Our environment provides a complete learning experience that develops young professionals with a knowledge base, management expertise and leadership calibre second to none. SDSB continues to be ranked as the leading Business School across Pakistan by HEC for several consecutive years now. If you seek an opportunity of a lifetime that gives you a global exposure within a local context, it is only natural to partner with SDSB.

A RANGE OF RECRUITING METHODS TO SUIT YOUR NEEDS

The MBA Placement Office team is committed to find a recruitment strategy best tailored to your specific requirements. Both formal and informal platforms facilitate you with an ideal combination to tap and access the best talent to meet your hiring objectives all year round. Our flexible recruiting methods range from on-campus activities to our website to networking nights to club activities/guest speaker sessions.

A COMMITMENT TO EXCELLENCE

Our MBA Programme attracts the best – and makes them even better. Our reputation brings the best minds to LUMS SDSB. Nurtured by a world class faculty and further groomed and prepared by a globally expansive alumni network, they experience an intensive two year programme that enhances their business insights, organisational skills and entrepreneurialism. These competitive individuals then leave LUMS to pioneer constructive change and impact local and global businesses wherever they go.



THE PEOPLE

OUR STUDENTS

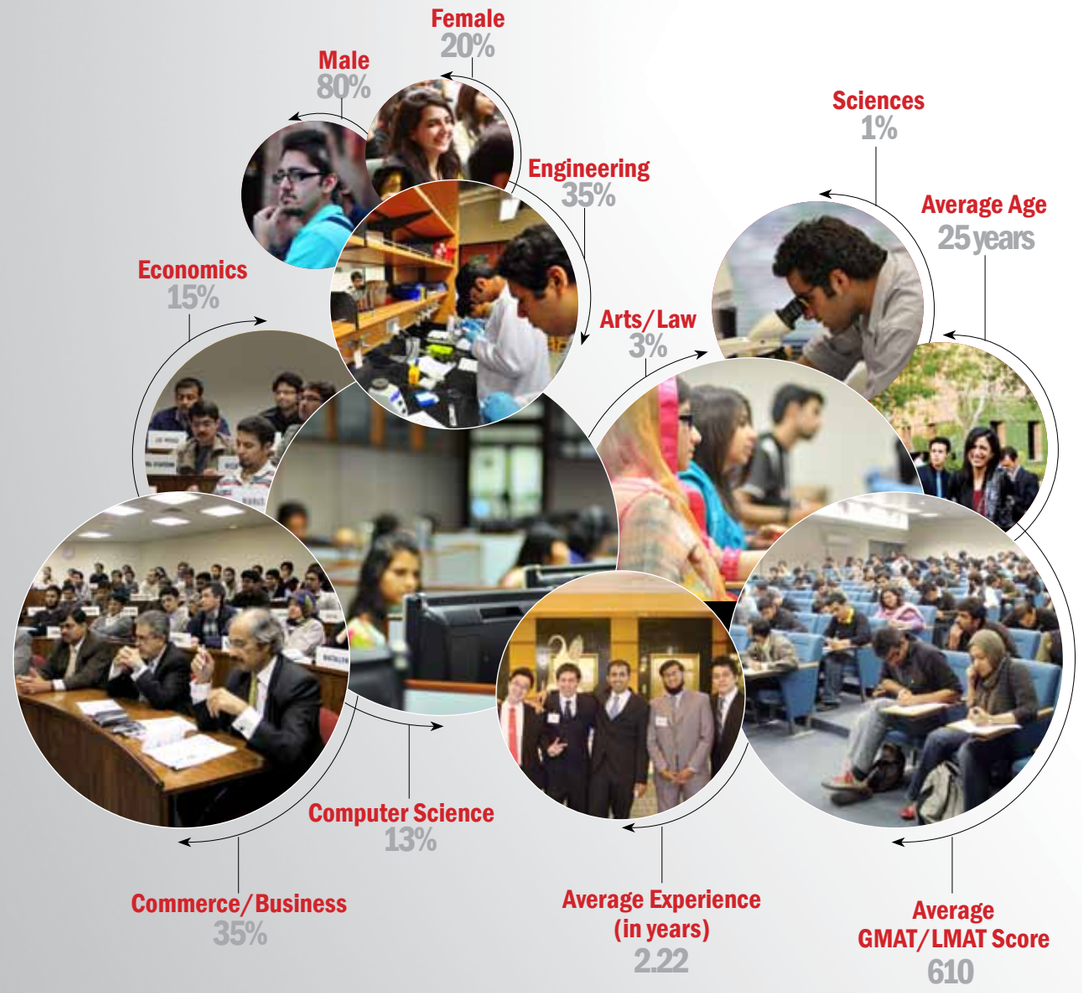
The target audience of SDSB subsumes all walks and professions of life. From engineers to computer scientists, architects to doctors, finance specialists to economics & business majors, such a diverse crowd adds to the richness of our MBA experience.

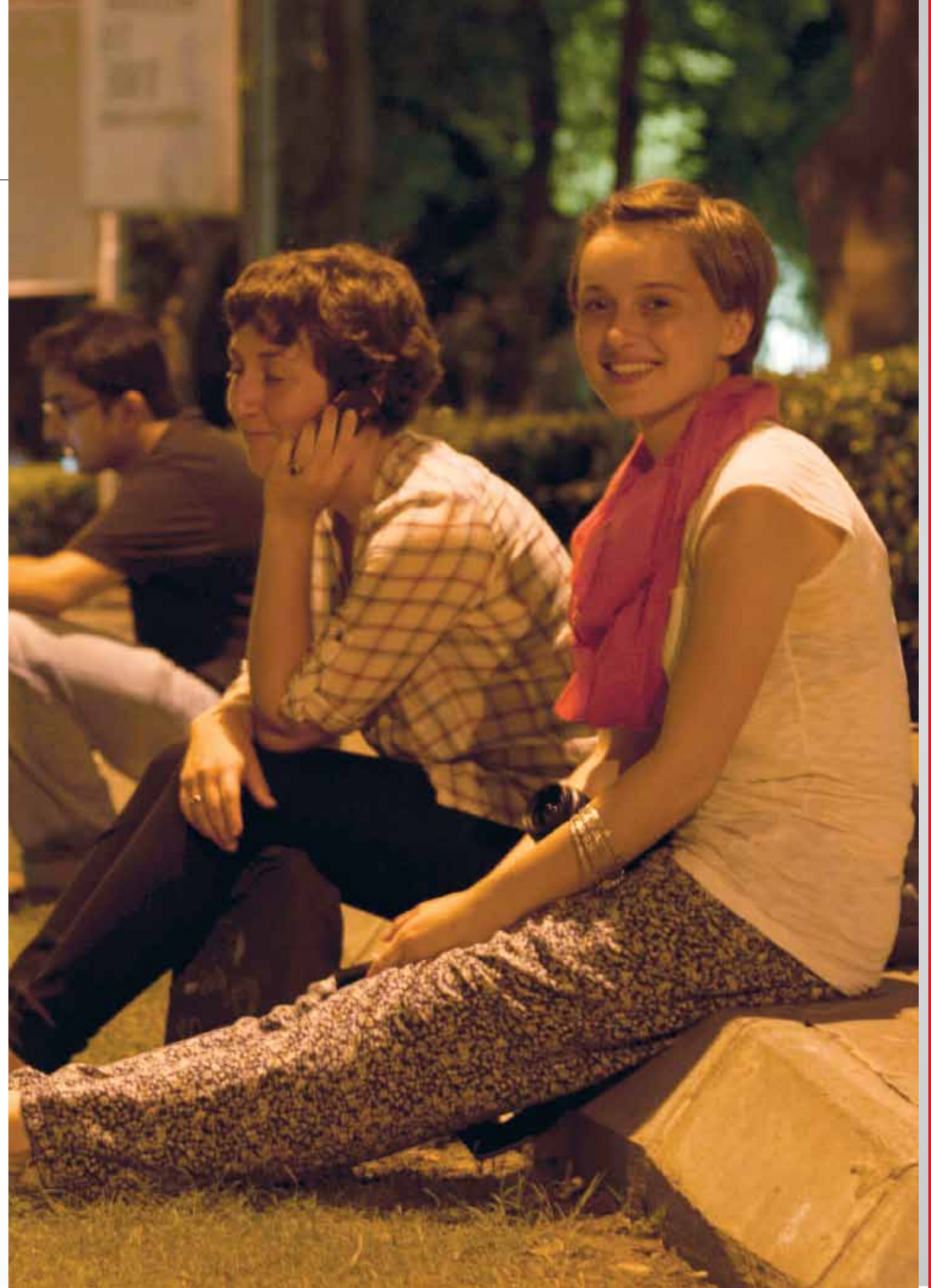
ACADEMIC BACKGROUND

Economics	15%
Engineering	35%
Arts/Law	3%
Sciences	1%
Commerce/Business	35%
Computer Science	13%
Average Age (in years)	25
Average Experience (in years)	2.22
Average GMAT/LMAT Score	610

GENDER

Male	80%
Female	20%





OUR FACULTY

LUMS faculty is a rich conglomerate of the finest PhDs from around the world; Stanford, McGill, CASS, Cambridge and the likes. Students are taught by award winners, ground-breaking researchers, corporate board members, highly sought-after consultants and authors of highly acclaimed books.


Abdul Rauf


Arslan Shahid Butt


Asad Alam


Ayesha Bhatti


Dr. Abdul Karim Khan


Dr. Adnan Zahid


Dr. Aneela Malik


Anjum Fayyaz


Dr. Anwar Khurshid


Dr. Arif Nazir Butt


Dr. Bushra Naqvi


Dr. Ehsan-ul-Haque


Dr. Farrah Arif


Dr. Fazal Jawad Seyyed


Dr. Jamshed H. Khan


Dr. Misbah Tanveer


M. Basharullah


Dr. Mohsin Bashir


Dr. Ghufran Ahmad


Dr. Junaid Ashraf


Dr. Naiman Jalil


Dr. Saad Azmat


Dr. Salman Khan


Dr. Samina Quratulain


Dr. Shazib E. Sheikh


Dr. Syed Mubashir Ali


Dr. Syed Zahoor Hassan


Khalid Mirza


Moeen Naseer Butt


Muhammad Asim


Abdur Rahman Malik

THE BUSINESS SCHOOL FACULTY
ALONE COMPRISES
30 PHD HOLDERS
FROM
STANFORD, CAMBRIDGE, MCGILL, CASS
AND THE LIKES

OUR ALUMNI

Our SDSB Alumni need no introduction. They continue to be living examples of business genius and the academic excellence of their alma mater.

Our alumni have been the pioneers of change wherever they have served; particularly the local environment where they have been the harbingers of innovation, creativity and concrete re-structuring.

On the global front, they have been equally effective in driving critical decisions, improving processes, and enhancing productivity and efficiency.



WORKING STUDYING

OVER
6000
LUMS ALUMNI WORK OR STUDY IN
27 COUNTRIES WORLDWIDE

OUR RECRUITING PARTNERS

We are pleased to share some of our recruiting partners with you. It reflects our placement diversity and shows the wide range of companies and industries that recruit at SDSB.

INTERNATIONAL RECRUITING PARTNERS

- AC Nielson, Sharjah
- Bank of America Merrill Lynch, Hong Kong
- Credit Suisse Bank, Hong Kong
- Cupola Group, Dubai
- Dunia Finance LLC.
- Gallup Consulting, Dubai
- IFFCO, UAE
- JAJ Consultants, Dubai
- Jotun Paints, Dubai
- McKinsey&Company, Dubai
- Naseba, Dubai
- P&G, Dubai

NATIONAL RECRUITING PARTNERS

- 3M Pakistan
- Abacus Consulting
- Abudawood Pakistan
- AC Nielsen Pakistan Pvt. Ltd.
- Acumen Fund
- Aisha Steel Mills Ltd.
- Akzo Nobel Pakistan
- Allied Bank Ltd.
- Apollo Telecom
- Askari Bank
- Attock Refinery Ltd.
- Aurat Foundation
- Ayesha Group
- Bank Alfalah
- Barclays Pakistan
- Bata Pakistan Ltd.
- Bayer Pakistan
- Bayt.com
- Be Be Jan Colours Ltd.
- Berger Paints
- Blue Group of Companies
- British Council Pakistan
- Buksh Group
- Burj Bank
- Care Foundation
- Cargill Pakistan
- Chenab Group
- Chevron
- China Mobile Pakistan - Zong
- Citibank NA.
- Civil Society Human and Institutional Development Programme
- Coca Cola Pakistan
- Competition Commission of Pakistan
- Confiz Solutions
- Continental Biscuits Ltd.
- Crescent Bahuman Ltd.
- Cupola Group
- D.G Khan Cement Company
- Dalda Foods
- Dascon Construction Company
- Dawlance Pakistan
- Dawn Bread
- Dawood Group
- Dawood Hercules Corporation Ltd.
- Descon Group
- DuPont Pakistan
- English Biscuit Manufacturers
- Engro Corporation
- ENI Pakistan
- Fatima Group of Companies
- Fauji Fertilizer Company Ltd.
- Faysal Bank Ltd.
- First Capital Group
- FMC Corporation
- Four Brothers Group
- Getz Pharma Pvt. Ltd.
- GlaxoSmithKline Pakistan
- Gul Ahmed Textile Mills Ltd.
- Gulistan Group of Companies
- Habib Bank Ltd.
- Habib Metropolitan Bank
- Haleeb Foods
- Harvest Top Worth International
- Hashoo Group
- House of Habib
- Hyperstar
- IBM
- ICI Pakistan
- IFFCO Group
- Inbox Business Technologies
- Indus Motor Company
- Infrastructure Project Development Facility
- Intech Process Automation
- Intel Pakistan
- Inter Market Knit Pvt. Ltd.
- Interloop Ltd.
- Ittehad Textile Mills
- Johnson & Johnson Pakistan
- Kansai Paint Company Ltd.
- Karachi Electric Supply Company
- KASHF Foundation
- Kolson Foods
- Kot Addu Power Company Ltd.
- L'Oreal Pakistan
- Lafarge Pakistan Cement Ltd.
- Lahore Stock Exchange
- Lakson Group
- Levis Pakistan
- Lifestyle Appliances
- Linde Pakistan Ltd.
- Maersk Pakistan Pvt. Ltd.
- Maple Leaf Cement
- Master Group of Companies
- Mayfair Group of Companies
- Mentor Graphics
- Merck Group
- Metro Cash & Carry Pakistan Pvt. Ltd.
- Mitchell's Fruit Farms Ltd.
- Mobilink
- Monsanto Pakistan Agritech Pvt. Ltd.
- Muslim Commercial Bank
- National Database and Registration Authority
- National Foods
- Nestle Pakistan
- Netsol Technologies
- Nippon Paints
- Nishat Group
- Novartis Pharma Pakistan
- Oil & Gas Development Company Ltd.
- Orient Group of Companies
- Pak Elektron Ltd.
- Pakistan Oil Fields Ltd.
- Pakistan Petroleum Ltd.
- Pakistan State Oil
- Pakistan Telecommunication Company Ltd.
- Pakistan Tobacco Company
- PARCO
- Pepsi Cola International Pakistan
- Pfizer Laboratories
- Philip Morris Pakistan
- Pioneer Seeds Pakistan
- Procter & Gamble Pakistan Pvt. Ltd.
- PSS Asia
- Punjab Board of Investment & Trade
- Qarshi Industries
- QSA Surgical Pvt. Ltd.
- Reckitt Benckiser Pakistan
- Rural Support Programmes Network
- Saif Group of Companies
- Samin Textiles Ltd.
- Sanofi Aventis Pakistan
- Sapphire Textile
- Securities & Exchange Commission of Pakistan
- Sefam Pvt. Ltd.
- Servis Sales Corporation
- Shakarganj Group
- Sharif Group
- Shell Pakistan
- Sofizar
- Standard Chartered Bank
- Style Textiles
- Stylo Shoes
- Systems Ltd.
- Tapal Pakistan
- Techlogix
- Telenor
- Teradata Corporation
- The Citizen's Foundation
- The Resource Group
- TOTAL PARCO Pakistan Ltd.
- Trade Development Authority of Pakistan
- Transworld Associates
- UBL Fund Managers Ltd.
- UCH Power Ltd.
- Ufone
- Unilever Pakistan
- United Energy Pakistan Ltd.
- US Denim Mills Pvt. Ltd.
- Walmart Pakistan
- Warid Telecom
- Wateen Telecom
- World Wide Fund for Nature (WWF)
- Zealcon Engineering Pvt. Ltd.
- Zephyr Textiles Ltd.

HOW TO RECRUIT AT SDSB?

INTRODUCTION

The MBA Placement Office (MPO) was established in 2009 to cater to the multifarious HR needs of the corporate world and establish the specialised market niche that our experienced MBA's are well suited for.

MPO provides you with a singular platform to exclusively address all your business requirements across all industries and functions. We facilitate hiring from an eclectic resource pool with varying academic and professional backgrounds, geographical distribution and practical expertise.

The segmented sector-based approach allows specialised customer orientation and an active, cohesive one-on-one liaison between each recruitment executive and his/her recruiting partners. This has rendered better personalised relations and more productive career fits.

The MPO peak activity cycle extends from January till June every year. During this time, our office provides complete support to all our recruiting partners in their resource pursuits; both on- and off-campus. In addition, all recruitment executives are also available round the year for similar objectives and to further enhance student-recruiter connectivity through other channels such as mock interviews, panel discussions, MBA externships and so on.

MPO RECRUITMENT SUPPORT

The MBA Placement Office provides round the clock support to its recruiting partners through the following recruiting strategies:

MPO PLACEMENT OFFICE WEBSITE

MPO has a dedicated website that offers an efficient, automated solution to all stakeholders in meeting their respective hiring objectives and needs. It supports distinct user corners to achieve this; the Student Corner and the Recruiter Corner.

The two corners bridge both communities for their specific career needs through features that include advertising vacancies, downloading class profiles or searched and filtered profiles, searching for and applying against desires opportunities and more.

However, MPO aims to be much more than a mere placement portal; we wish to not only support quality placements but also prepare and engage both sides for the same through an involving mentoring relationship. The Mentor Corner will serve this role, once developed and launched, allowing corporates and students to connect beyond recruitment and truly benefit from such long term connections



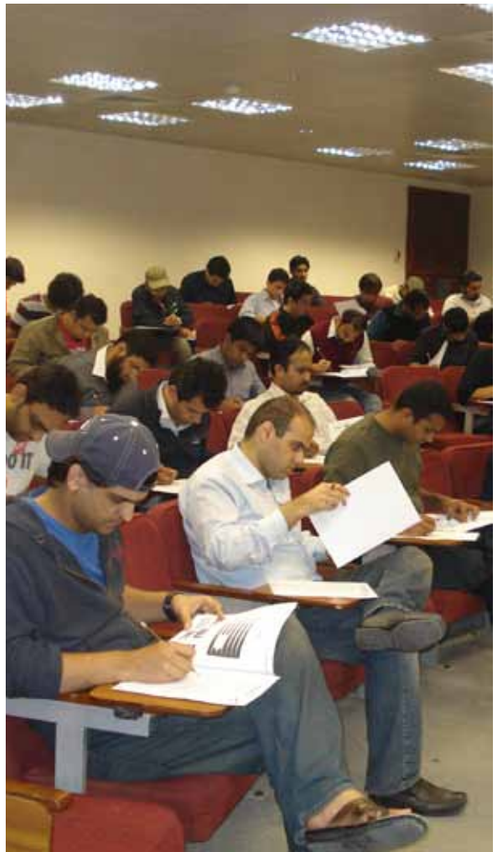


MPO also plans to actively support it's alumni in their career aspirations. This will come about through the Alumni Corner, also currently in making at the MPO website. This Corner will provide specific headhunting services to our alumni community and recruiting partners so that both get their best choices while saving on cost and time.

Both Corners will go live in a few months. For now, you can avail our services through your recruiter account. If you don't have one yet, we welcome you to create it through the following simple steps:...

- Visit the MPO website at http://mpo.lums.edu.pk
- Click on 'Recruiters' in the left navigation area followed by 'New User' on the resulting page
- Fill out the New User Form and submit to MPO. Your account will be approved shortly with the login details emailed to your official account
- Use these login details to access your account and get all that we offer!





CORPORATE PRESENTATIONS

On-campus presentations are an effective platform where recruiters require an exclusive, personalised interaction with our MBA graduates to introduce and brand their organisation.

We invite you to visit our campus, network with our graduates, guide them about potential opportunities and recruit the best talent available.

ALL DAY RECRUITMENT

MPO also facilitates all day recruitment for its recruiting partners. Those who wish to condense several recruitment stages over a short time span can target this mode on campus. It may involve and combine corporate presentations, tests, interviews, group discussions and more.

However, recruiters must intimate us well in advance of the target dates if they choose this medium of engagement at any time.

INTERVIEWS/TESTS/GROUP DISCUSSIONS

MPO also provides support through each individual stage of recruitment; tests, interviews, assessment centres and so on, both on- and off-campus. In case of the latter, additional assistance is extended through the physical presence of one or more of MPO team members at the off-campus site, if required.

VIDEO CONFRENCING/ VIRTUAL MEETINGS

MPO offers video conferencing facilities to assist its recruiting partners where distances impose logistical constraints. An increasing number of recruiters are now employing these strategies and if you are interested in conducting virtual meetings/video conferences, please let us know and we will facilitate you.

MPO GUEST SPEAKER SESSIONS/PANEL DISCUSSIONS

MPO supports a series of sector-wise alumni panel discussions and individual guest speaker sessions for more active student-corporate linkages. Such discussions help our graduates better understand the current pragmatics across difference industries/functions and the expected recruiting needs and trends of specific organisations.

Most of these sessions are coordinated through MBA Clubs and Societies directly. Our MBA students have 11 special executive clubs and societies that provide a platform for our students to enrich their equally important non-academic skills and connect with the corporate fraternity at large.

These Clubs & Societies include:

- LUMS Marketing Executive Club
- LUMS HR Executive Club
- LUMS Global Management Executive Club
- LUMS Entrepreneurship Executive Club
- LUMS Finance Executive Club
- LUMS Supply Chain Management Executive Club
- LUMS Toastmasters Executive Club
- MBA Leadership Society
- MBA Sports Society
- LUMS Business Review
- LUMS Investment Management Association

You are encouraged to partake in such student related activities as these present a direct networking connection with our graduates. If you are interested to know more in order to attend/sponsor one or more of them, please contact:

Mr. Muhammad Saad Saeed
Email: saad.saeed@lums.edu.pk
Tel: +92-42-35608000 Ext: 5112

MBA NETWORKING NIGHTS

This unique model of networking/recruitment has been in practise since 2010 and has received an excellent response and feedback from students and recruiters alike.

The MBA Networking Night provides you a dedicated platform to network with the graduating MBA class and identify potential best fits for your organisation. A candid interaction amidst a semi-formal ambiance extracts the best from both sides resulting in much stronger associations and more reliable selections.

These Nights are also sector based to enhance synergies between students and recruiting partners across every sector. The Nights are conducted between February to April every year.'

MBA EXTERNSHIPS

MBA Externships provide students with an opportunity to visit an organisation. Each year, various companies invite students to their offices. These externships offer unique insights into a company's 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 end - January end.

INTERNATIONAL HIRING

The MBA Placement Office has a special recruitment executive dedicated for international careers. The office works closely with international recruiting partners to discuss strategies for recruiting the best talent through a customised hiring solution so that they get the best possible experience with SDSB and MPO.

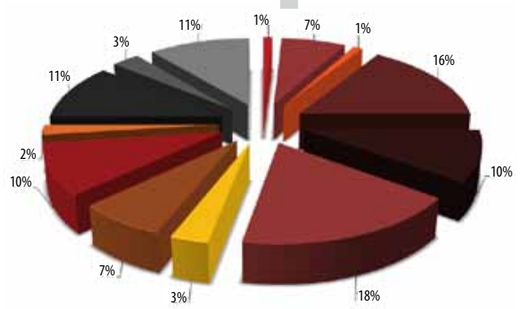




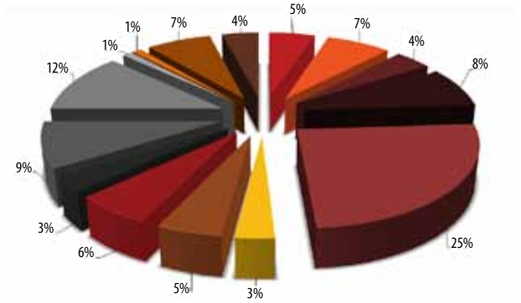
JOB PLACEMENT BY SECTORS

MBA RECRUITMENT SUMMARY 2009-2012

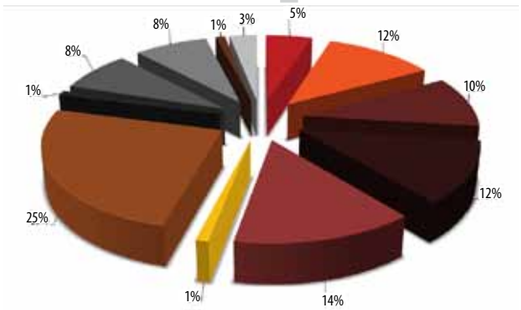
MBA 2009



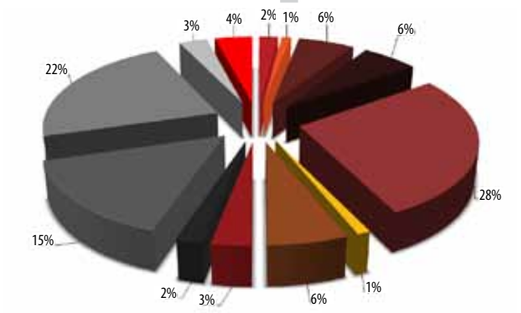
MBA 2010



MBA 2011



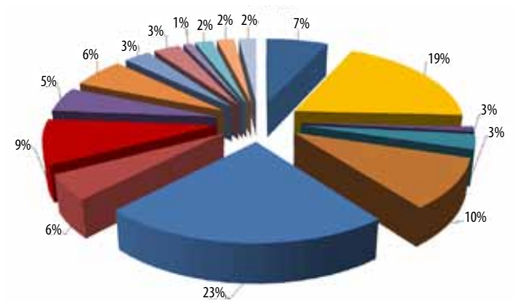
MBA 2012



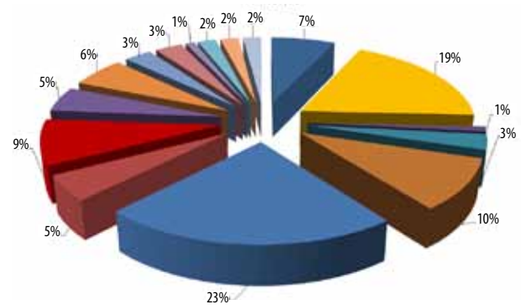
- Agriculture
- Business Process Outsourcing
- Consultancy
- Development
- Entrepreneurship
- Energy (Oil/Gas)
- Financial Institutions
- FMCG
- Government/Public
- Groups/Conglomerates
- Manufacturing
- Media
- Others
- Pharmaceutical
- Retail/Wholesale
- Services
- Technology (IT/Engineering)
- Telecommunication

JOB PLACEMENT BY FUNCTIONS

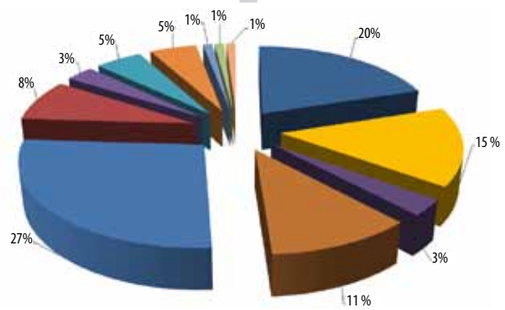
MBA 2009



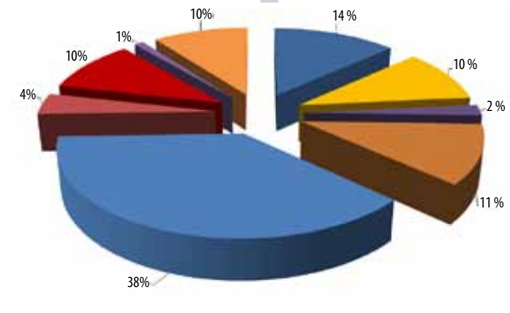
MBA 2010



MBA 2011



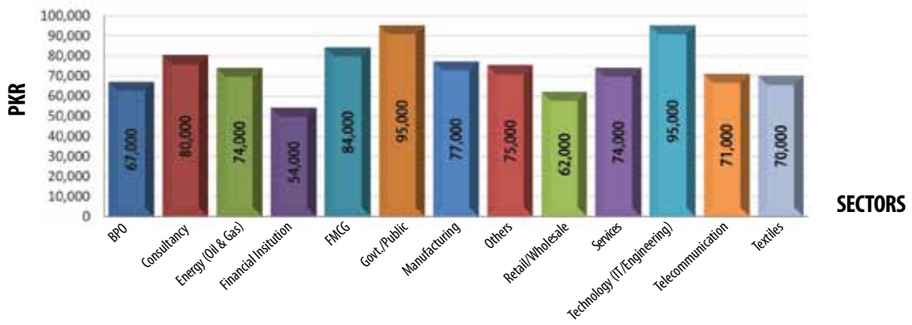
MBA 2012



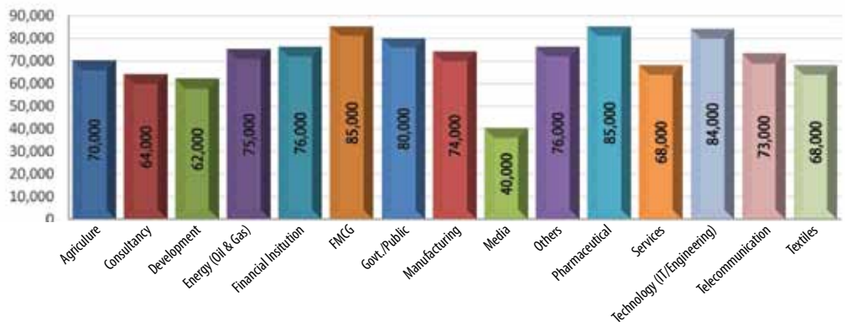
- Administration
- Business Development
- Business Process Outsourcing
- Consultant
- Corporate Communciations
- Customer Services
- Distribution
- Education
- Finance
- Human Resource
- Information Technology
- Management
- Management Trainee
- Marketing
- Operations
- Others
- Production
- Project Management
- Research

AVERAGE SALARY BY SECTORS

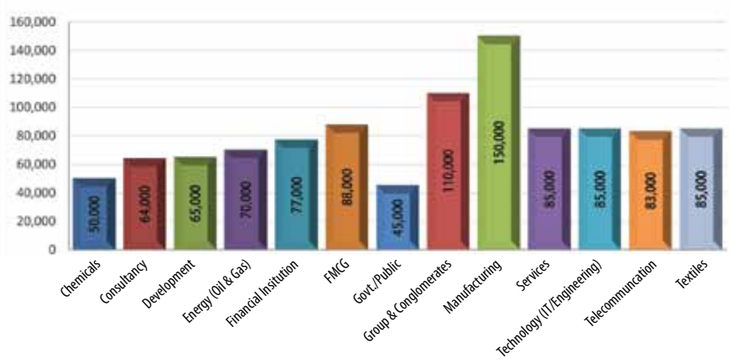
MBA 2009



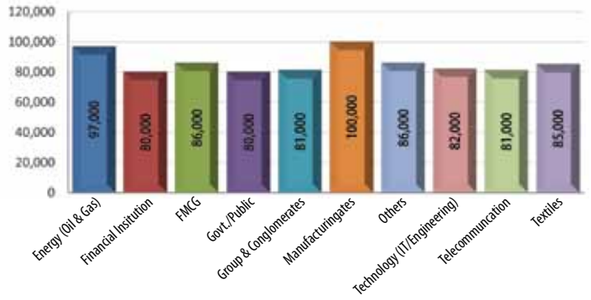
MBA 2010



MBA 2011

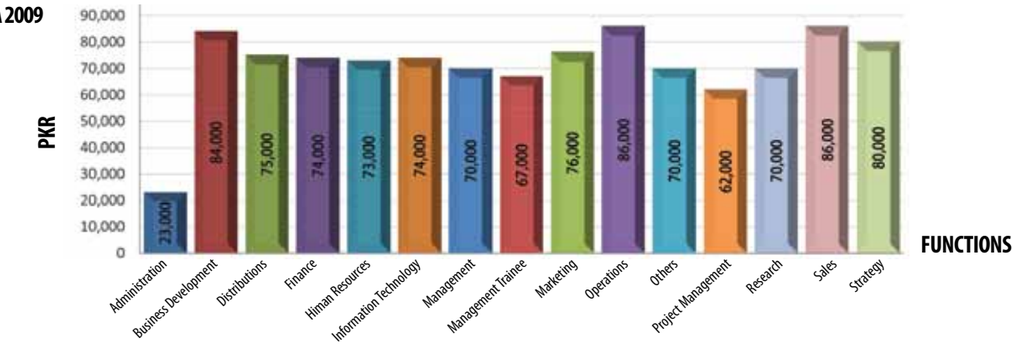


MBA 2012

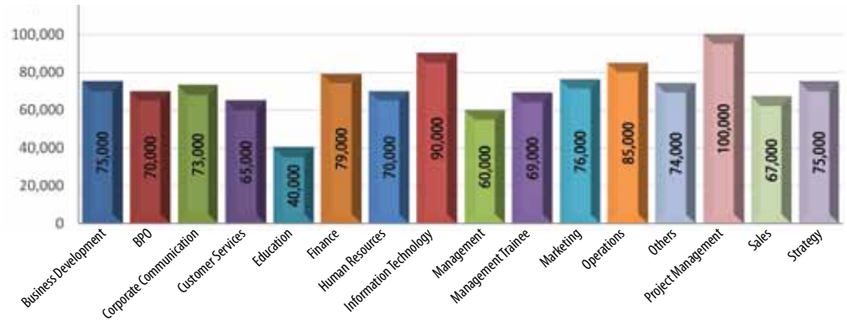


AVERAGE SALARY BY FUNCTIONS

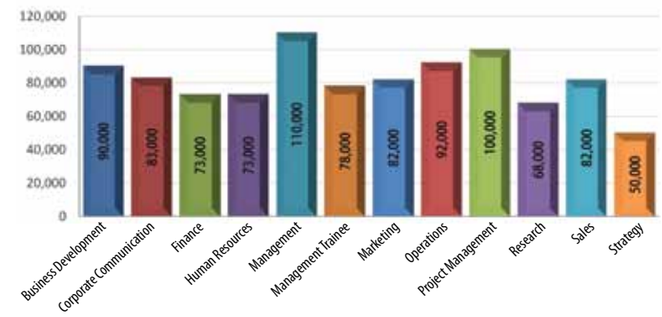
MBA 2009



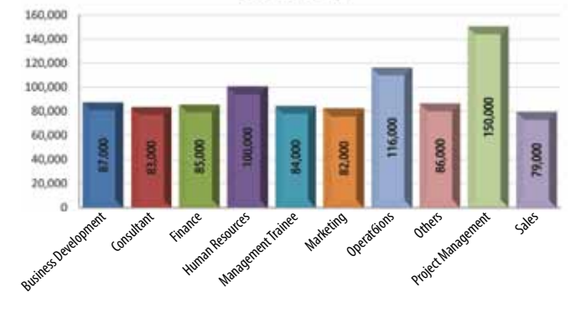
MBA 2010



MBA 2011

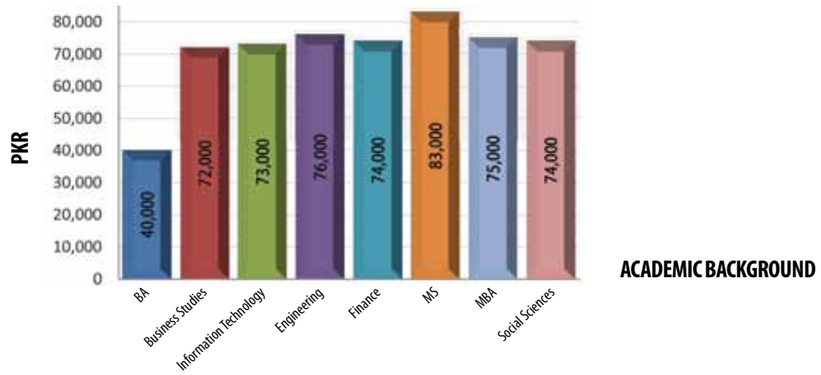


MBA 2012

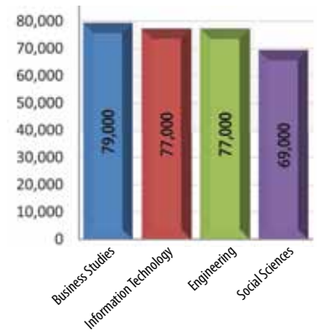


AVERAGE SALARY BY ACADEMIC BACKGROUND

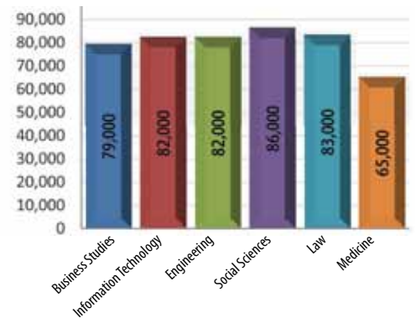
MBA 2009



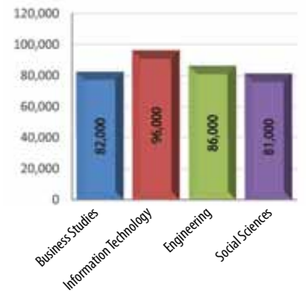
MBA 2010



MBA 2011

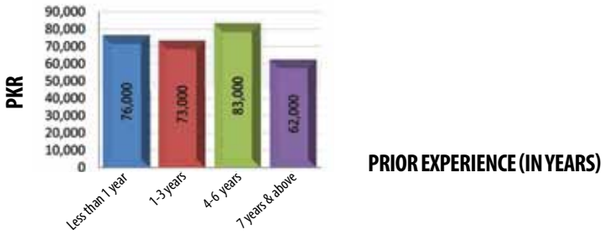


MBA 2012

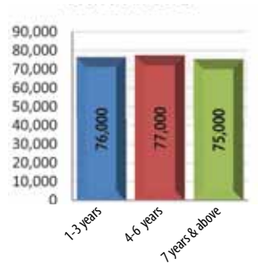


AVERAGE SALARY BY PRIOR EXPERIENCE

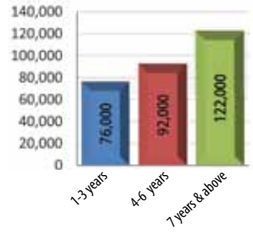
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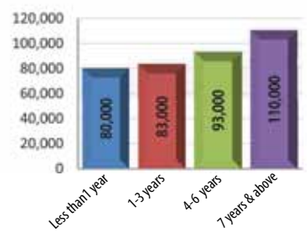
MBA 2010



MBA 2011



MBA 2012



RECRUITERS WITH HIGHEST OFFERS

MBA 2009

COMPANY	TOTAL OFFERS
KSE	32
TRG	15
Mobilink	9

MBA 2010

COMPANY	TOTAL OFFERS
Telenor Pakistan	8
Nestle Pakistan	6
Engro Corporation	5

MBA 2011

COMPANY	TOTAL OFFERS
Standard Chartered Bank	9
Shell Pakistan	5
Philip Morris Pakistan	4

MBA 2012

COMPANY	TOTAL OFFERS
Telenor Pakistan	9
Mobilink	6
Nestle Pakistan	6

RECRUITERS WITH HIGHEST ACCEPTANCES

MBA 2009

COMPANY	TOTAL ACCEPTANCES
KSE	17
TRG	9
Mobilink	6

MBA 2010

COMPANY	TOTAL ACCEPTANCES
Telenor Pakistan	6
Nestle Pakistan	6
Engro Corporation	5

MBA 2011

COMPANY	TOTAL ACCEPTANCES
Standard Chartered Bank	6
Shell Pakistan	5
ICI	3

MBA 2012

COMPANY	TOTAL ACCEPTANCES
Telenor Pakistan	9
Mobilink	6
Nestle Pakistan	6

Published by:
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