



LUMS



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MBA2017
RECRUITER'S
GUIDE

**Suleman Dawood
School of Business**

Published by:

MBA Placement Office
Suleman Dawood School of Business
Lahore University of Management Sciences
Opposite Sector 'U' DHA Lahore Cantt. 54792-Pakistan

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MESSAGE FROM THE ASSOCIATE DEAN

Business organisations in the 21st century face formidable challenges of having to deal with volatile business environments, diverse market needs, ever growing competitiveness, and conscience. Business organisations that are agile, lean, and socially and environmentally sustainable are the ones that succeed and thrive in today's times. A strong human capital in organisations can achieve these objectives by crafting sound business strategies and their skillful implementation. Organisations that focus their efforts on developing a dynamic, diverse, knowledgeable, and skillful human resource base can realize a sustainable competitive advantage.

We, at Suleman Dawood School of Business (SDSB), develop and groom human resource to meet the diverse needs of business organisations across geographies, cultures, and industries. SDSB provides a complete learning experience to both fresh and experienced individuals. The academic rigour of our students anchored in case method pedagogy and cutting-edge curriculum exposes them to the global best practices of businesses and sensitise them to the local realities of emerging economies. Besides academic rigour, a high emphasis is laid onto practical training of our graduate students materialised through numerous industry field visits, internships, course projects and a mandatory management consulting assignment. A significant portion of our students' learning is dedicated to developing softer skills such as entrepreneurship, leadership, teamwork and communication skills by their involvement in numerous graduate level, social clubs and societies. We at SDSB are extra conscious of the transnational nature of today's businesses and thus our students are provided international exposure through international exchange and international study initiatives. Our alumni continue to be living examples of the success and glory of SDSB's tradition: some of them may also be serving at key roles within your organisation.

Our MBA and EMBA programmes provide a comprehensive human resource base in the region to search and source talent from. I am glad to share this guide with you that introduces you to our placement team and outlines strategies and channels to best secure quality human resource from SDSB. We encourage you to connect with our graduating classes and find recruitment fits across all management levels. We look forward to working with you for another successful recruitment year.

Dr. Kamran Ali Chatha

Associate Dean Academic Programmes
Associate Professor of Operations Management
Suleman Dawood School of Business
Lahore University of Management Sciences

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 THE HEAD OF DEPARTMENT

It is my pleasure to share with you the 2016-17 MBA Recruiter's Guide. We hope that you will find this information useful as you explore the various opportunities to engage our students, and that you will use this as a starting point and frequent guide for recruiting LUMS MBA talent.

Please call upon our talented team of recruitment executives, each of whom has a portfolio of industry responsibilities and work closely with both recruiters and students pursuing opportunities within their industries. The team can assist you in planning on-campus recruiting, interviews, and other related activities.

We value your input and feedback on the development and improvement of programmes designed to facilitate your recruiting efforts at SDSB. I encourage you to reach out to us with any suggestions or comments throughout the year.

We look forward to working with you during the 2017-18 recruiting season.

I am pleased to introduce the MPO 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



YAWAR ABBAS BOKHAREE

Senior Executive Corporate Relations
yawar.bokharee@lums.edu.pk
Industry Focus: Professional Development,
MBA Internships & Externship
042 3560 8485



ZEESHAN SARWAR

Corporate Relations Executive
zeeshan.sarwar@lums.edu.pk
Industry Focus: FMCG, Groups/Conglomerates,
Energy, Textile, Retail, Agriculture,
Media/Entertainment & Services
042 3560 8410



KAMRAN BUTT

Corporate Relations Executive
kamran.butt@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

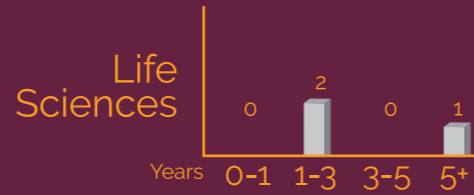
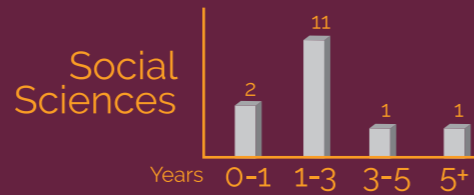
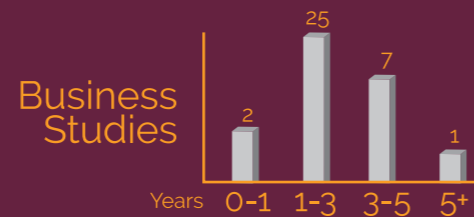
We look forward to working with you during the 2017 – 2018 recruiting season.

GRADUATING CLASS PROFILE

MBA

2017 STUDENTS

Experience with Academic Background



Total **14 56 15 3**

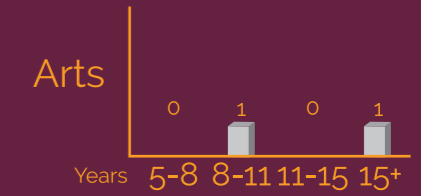
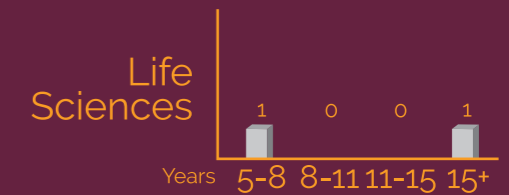
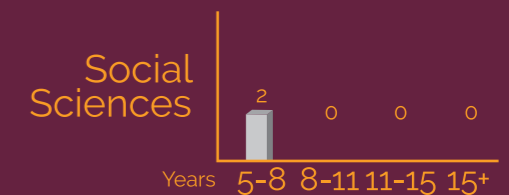
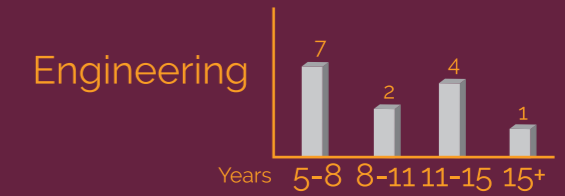
GENDER:



EMBA

2017 STUDENTS

Experience with Academic Background



Total **14 5 8 4**

GENDER:



NAJAM ALI

"Passionate about technology and innovation, I am geared towards helping businesses stay ahead of the curve in today's fast-paced, changing world."



MUHAMMAD ABDULLAH JANJUA

"With combination of engineering and business studies and experience in three different sectors, I create value by team building and by providing data driven approach to decision making."



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.



MAHEEN ARIF MOTEN

"Looking for a long term career in a company where I can add value and grow, both personally and professionally."

The Program is Divided Into Three Main Exercises

• Industry Analysis Exercise (IAE):

Industry analysis exercise to give students an opportunity to apply concepts and frameworks learnt in various functional courses to real-life situations.

• 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.

• MBA Consultancy Project (MCP):

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 (www.connect.lums.edu.pk) or contact any Sector Specialist for assistance.

Entry Level Hiring

Students with 0 – 1 year experience in the MBA programme are ideal candidates to fill entry level positions in management trainee programmes.

Placement Portal

We have a dedicated portal that offers an automated solution to students, recruiters and alumni to meet their recruitment or internship needs. Employers are required to register on the career portal to post jobs, download resumes, schedule on campus interviews, participate in MBA events, partner with clubs/societies, networking nights, counselling sessions and other activities. Log on to www.mpo.lums.edu.pk for more information about the office or www.connect.lums.edu.pk to access the job portal.



HASSAN ARSHAD

"I hope to attain knowledge and experience by working in an environment that allows me to grow professionally and academically."

CONNECT WITH SDSB

MBA Consultancy Project (MCP)

The MBA Project is a mandatory requirement of our MBA curriculum. Groups of students work with an organisation 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. Muhammad Shakeel Jajja at ssj@lums.edu.pk or call at 042 3560 8000 Ext: 8435.

External Relations Office (ERO)

The External Relations Office also looks after the MBA Clubs and Societies. The executive clubs and societies provide a platform for our students to enrich their equally important non-academic skills and connect with the corporate fraternity and the market at large.

Our students host events, fairs and competitions throughout the year, on a wide variety of topics. Join debates and discuss issues affecting the business world, while providing keynote speakers, panelists or corporate sponsorship to reinforce your brand.

Last year, LUMS MBA students organised around 10 mega-events while bringing in sponsorships from organisations from various sectors in Pakistan. Hosting a club event at your organisation is also a great way to meet students with an interest in your organisation. Below are SDSB exclusive clubs and societies:

Marketing Executive Club – Marketing Colloquium (Signature event)

HR Executive Club – HR Confluence (Signature event)

Global Management Executive Club – Synergies (Signature event)

MBA Entrepreneurship Executive Club – TEDxLUMS (Signature event)

MBA Sports Society – Dangal (Signature event)

Finance Executive Club

Supply Chain Management Executive Club

Toastmasters Executive Club

MBA Leadership Society

LUMS Business Review (Annual Edition)

Consulting Club

MBA Music Society – Loud & Proud (Signature event)

For more information and guidance to either attend, participate and/or sponsor, please contact Quratulain Babur (quratulainb@lums.edu.pk) or call 042 3560 8274.

Ayesha Khurshid (ayesha.khurshid@lums.edu.pk) or call 042 3560 8000 Ext. 5119.

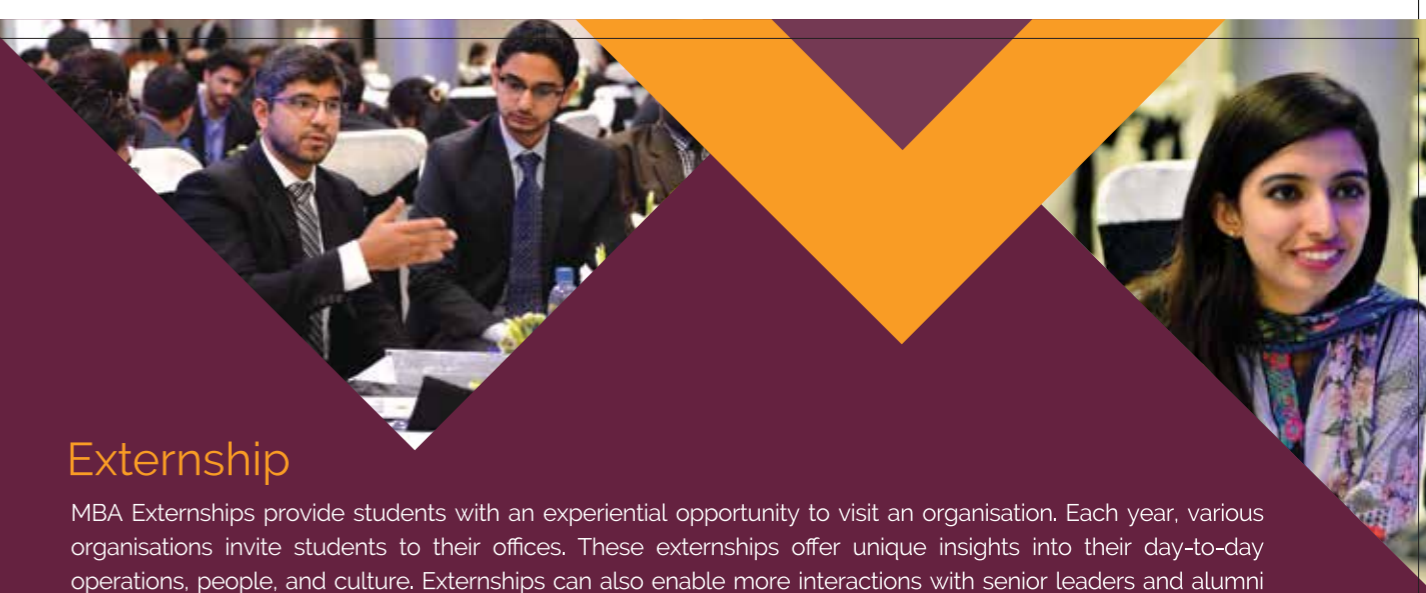
Mock Interviews

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 Zeeshan Sarwar (zeeshan.sarwar@lums.edu.pk) if you are an alumnus to volunteer for mentoring.



ILQA RASUL

"MBA has taught me to use best of my abilities in the most productive manner, and evolve with changing times be it in an organisation, society or life."



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.

Student volunteer as temporary resources in short assignments, projects, case studies, business plans, research work or a helping hand in ongoing business operations.

Contact Yawar Bokharae (yawar.bokharae@lums.edu.pk) if you want to participate in the next cycle.

Career Development Workshops

Company professionals contact the office to conduct workshops on employability skills i.e. Resume Writing, Interview Skills, Networking Skills & Negotiation Skills, etc.

Contact Zeeshan Sarwar (zeeshan.sarwar@lums.edu.pk) if your organisation is interested in counselling students.

MBA Internship

Summer internships are mandatory part of the MBA programme and internship cycle starts in February each year. Students are required to complete 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 Yawar Bokharae (yawar.bokharae@lums.edu.pk) for any internship opportunities in your organisation.

Below is the list of internship offers and acceptance across the industry in 2016.

COMPANY	OFFERS	ACCEPTANCE	COMPANY	OFFERS	ACCEPTANCE
Monsanto	11	9	Packages	2	1
ICI	11	6	Sika	2	0
Coca Cola Beverages Pakistan	8	8	Qairus	2	0
Shell	8	6	Markex	2	0
Unilever	8	5	Descon	1	1
Procter & Gamble (P&G)	6	6	Reckitt Benckiser	1	1
Nestle	5	4	Sapphire	1	1
Mobilink	4	4	Mamdooh B. Al Harbi	1	1
Stylo	4	2	NFL	1	1
Kinetics	3	2	Pulcra Chemicals	1	1
Saint Gobain	2	2	Habib Bank Limited (HBL)	1	1
Pepsico International	2	2	Cybernet	1	1
Maersk	2	2	United Snacks	1	1
Gerrysdnata	2	2	Fauji Fertilizer Company (FFC)	1	1
PTCL	2	1	Grey Density	1	1
Nayatel	2	1	Own Business/Family	1	1
DOBOX	2	1	Business/Entrepreneurship	1	1
China Town	2	1	EA Associate	1	1
Zong	2	1	KPMG	1	0



ASSAD NASEER

"My journey at LUMS has aspired me to be a mentor who inspires others, but stays a true learner from heart."



RECRUITING EVENTS

We host recruitment events where local and international companies participate to share company recruitment process and bookmark prospective candidates. Students use these as a platform to secure job offers and take industry insights, this interaction also helps them clear career ambiguities.

Campus Drives: Recruitment Drives + Information Sessions

A large number of companies visit the campus every year to conduct information sessions, assessment centers, employment tests and on-campus interviews. The office provides all the necessary logistical and administrative support to our recruiting partners to execute recruitment activity in a customised manner.

Networking Nights - MBA & EMBA Students

Each year companies are invited to meet MBA and EMBA final year students on our signature event, Networking Nights. A group of students meet different companies' representatives for a 20 minutes time slot for the duration of the evening.

Career Fair - Undergraduate Students

The Career Services Office (CSO) arranges an annual Career Fair for graduating class of Undergraduate students across all disciplines. Please contact the CSO team if you want to participate in our Career Fair.



IMTIAZ HUSSAIN

"I aim to be a part of an organisation providing opportunities for a dedicated individual with the leadership abilities needed to advance."

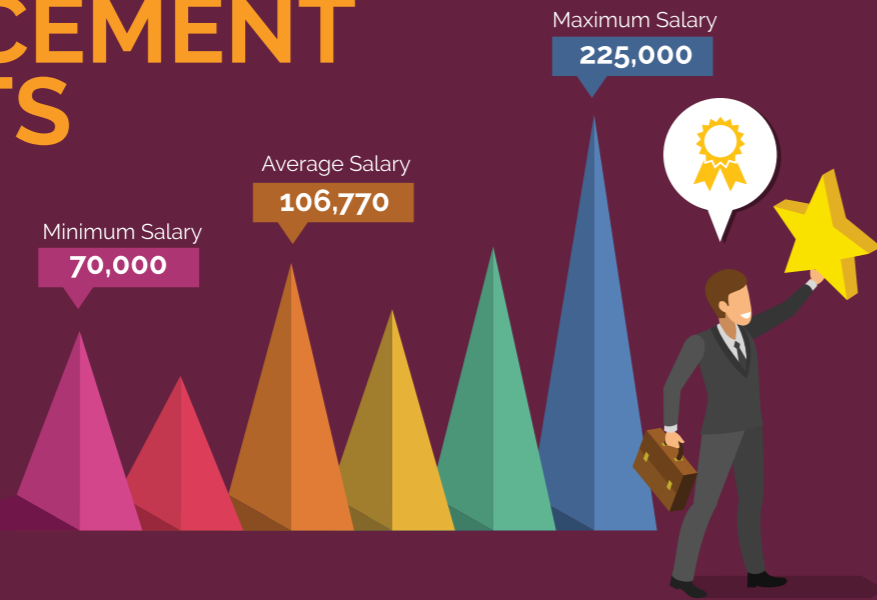


AHSAN AHMED

"LUMS MBA has broadened the horizons of my personality and given me the professional exposure and confidence to come up with out of the box solutions for all problems."

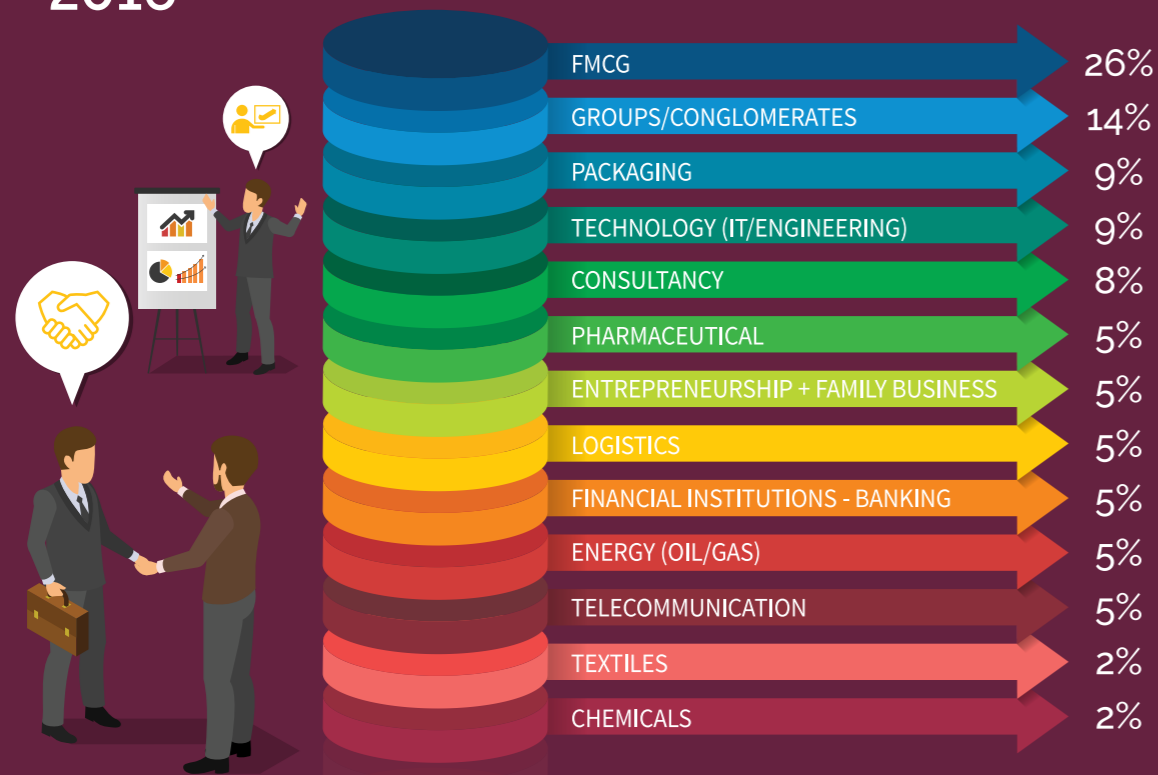


MBA 2016 PLACEMENT STATS



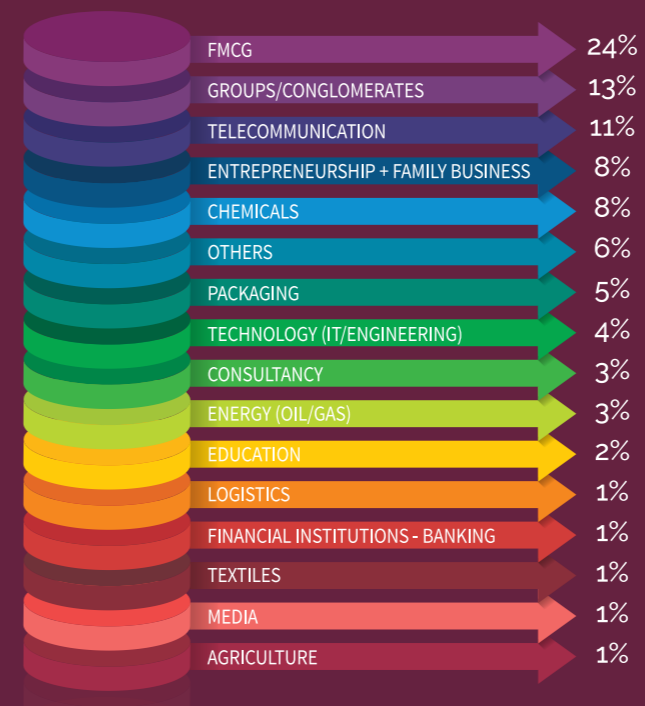
JOB PLACEMENT BY SECTORS:

Year
2016

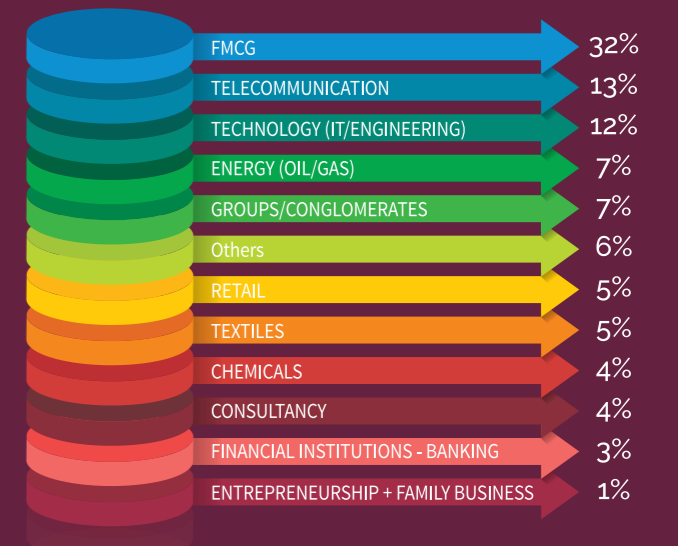


JOB PLACEMENT BY SECTORS:

Year
2015



Year
2014



AHMED AZAM KHAN

"Instead of seldom big wins, I believe in winning small every day."



JAMALUDDIN ABUBAKR

"I do it better."

MBA 2016 PLACEMENT STATS

JOB PLACEMENT BY FUNCTIONS:



AZM ZUBAIR

"A committed professional, passionate about working in challenging environment and driven by the mantra: Know. Believe. Act. Inspire. Lead."



SAHIL NADEEM BAIG

"I want to continue making valuable contributions through unrelenting persistence in challenging convention, building partnerships and leveraging cross-functional expertise."

PLACEMENTS

TYPE OF ORGANISATION



KHURRAM AMJAD MUMTAZ

"The MBA programme has enhanced my analytical abilities, pushed my pursuits towards data analytics & directed me towards accelerating growth, allowing innovation through & maximising returns for a lasting impression on all stakeholders."

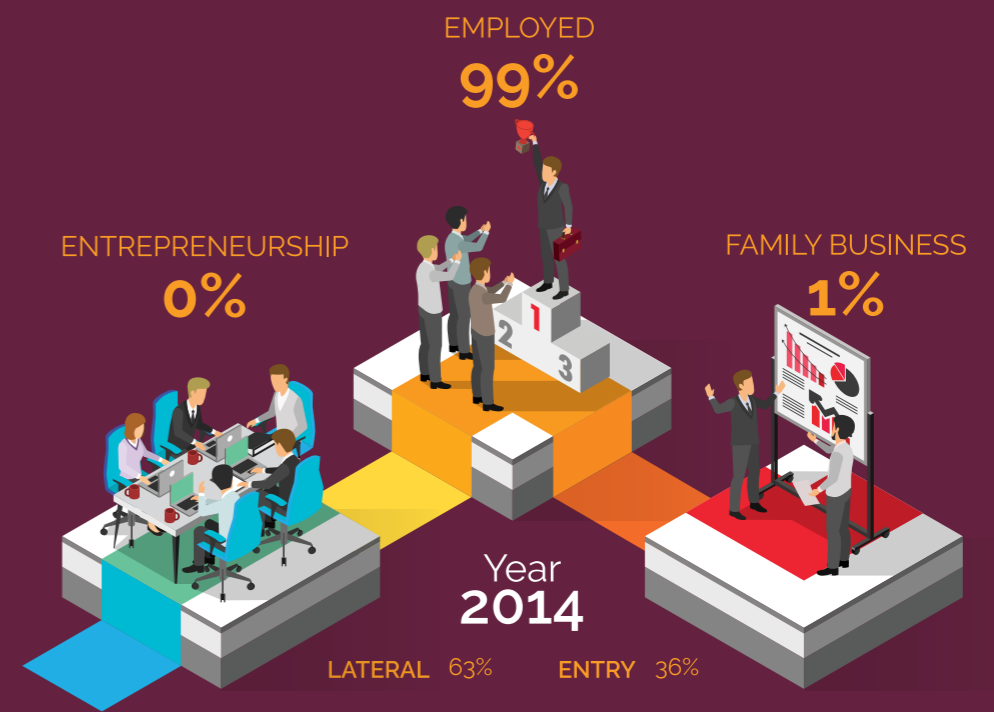
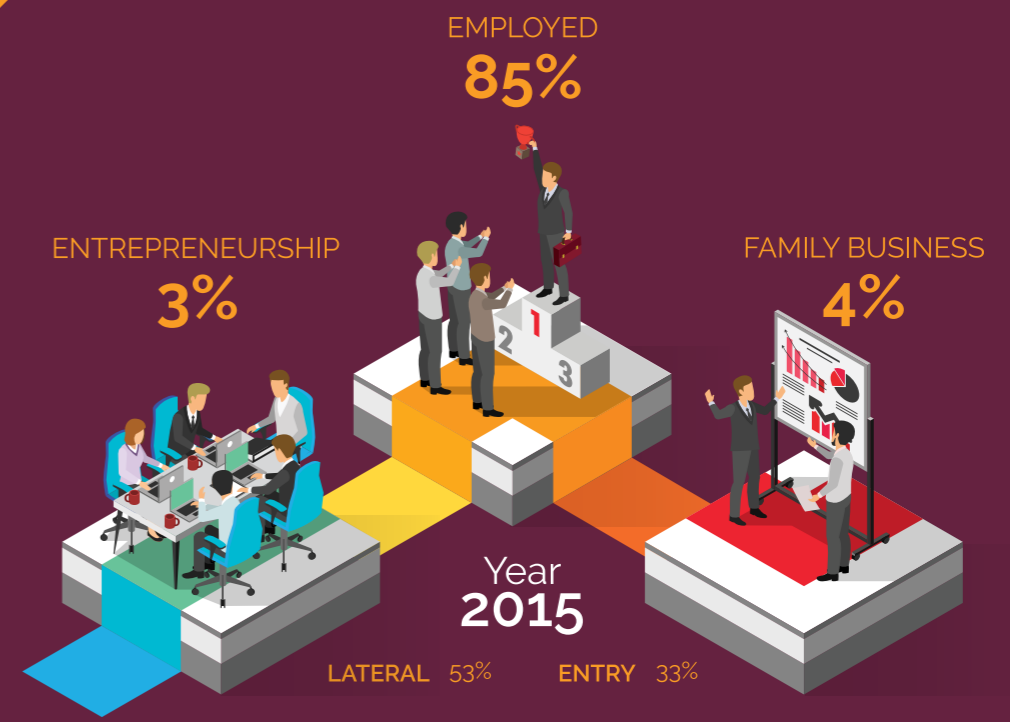
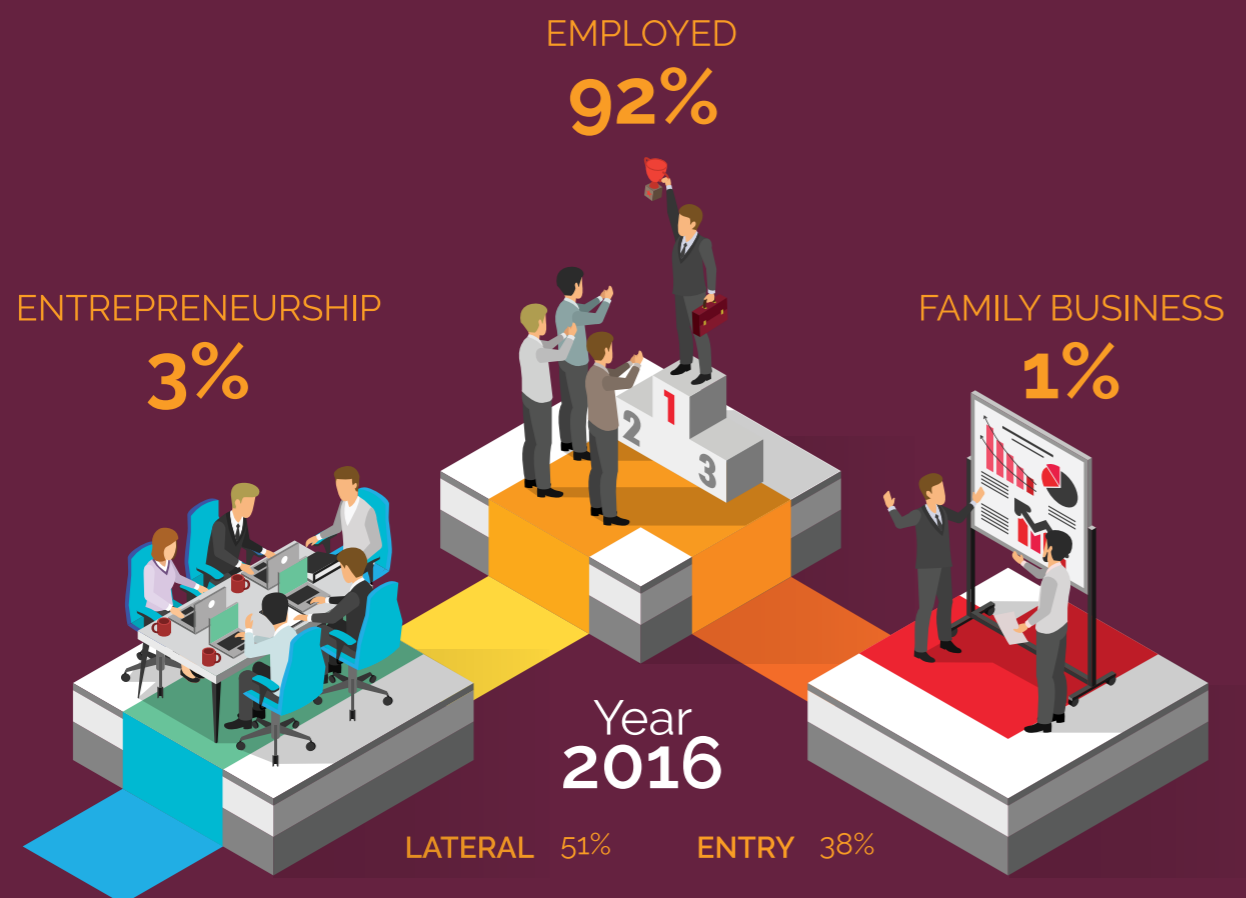


MUHAMMAD BILAL HASAN KHAN NIAZI

"I am now more aware of who I truly am, and better prepared to accomplish what I want from life."



PLACEMENT TYPE



MUHAMMAD FAHAD ATHAR

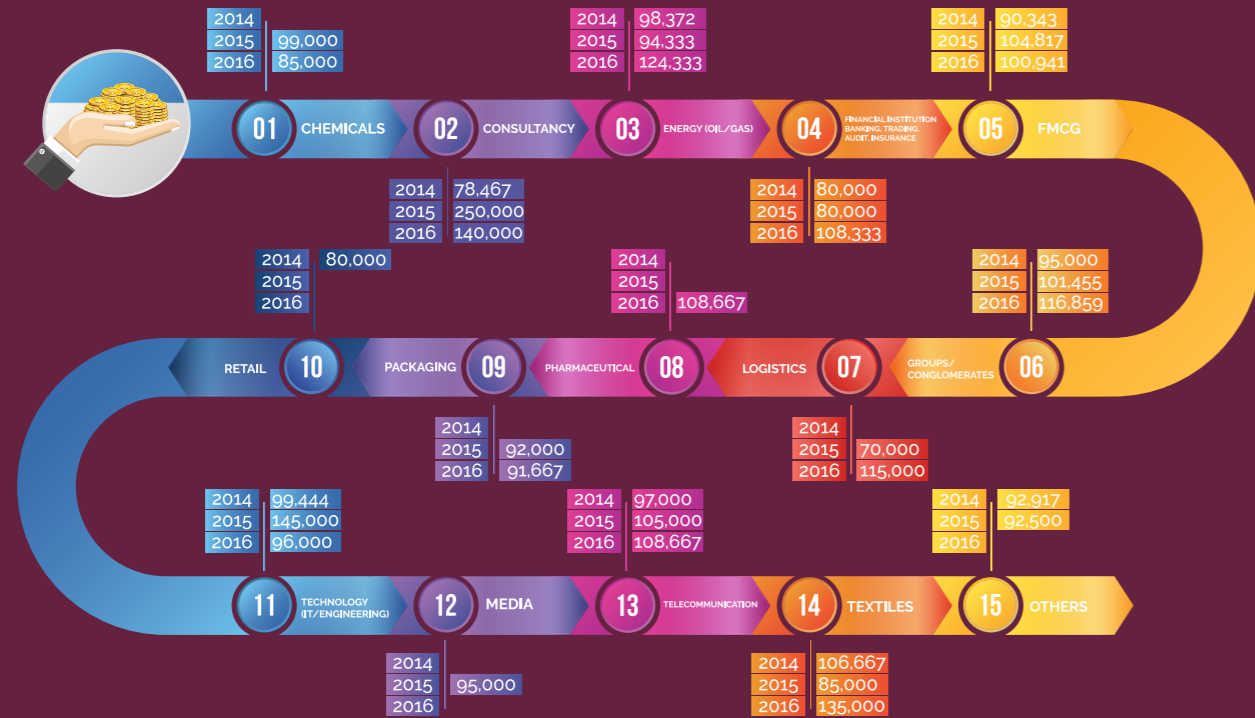
"Let me help you help our organisation grow, our stakeholders smile and our society prosper. We won't lose because we won't quit."



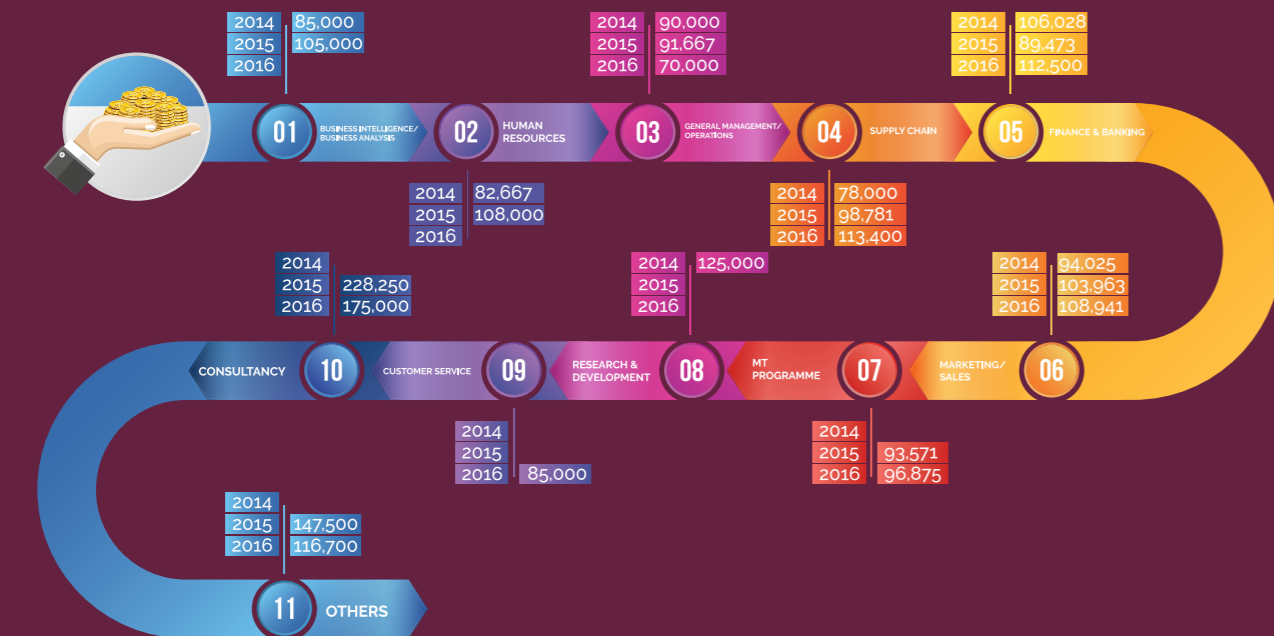
SEEMAL TARIQ MIAN

"To take on a high impact role as an HR professional and contribute to organisational development as a strategic partner."

AVERAGE SALARY BY SECTORS



AVERAGE SALARY BY FUNCTIONS



MUHAMMAD ANS RAMZAN

"MBA is a journey of attitude transition. LUMS enables you for this transition and to develop a 360 degree perspective to look into business."



AMMAR HASSAN

"I'm a self-motivated, professional with over three years of corporate banking & credit marketing experience, specialising in relationship management and client servicing."



RECRUITING PARTNERS

International Recruiting Partners

- Egypt**
 - Mediterranean Textile Company
- KSA**
 - Bin Dawood
 - Communication Concepts
 - Sherwin Williams
 - Supreme Foods
 - Provititi
- Oman & Qatar**
 - Al-Hassan Group, Oman
 - PriceWaterHouse Coopers (PWC), Qatar
- U.A.E.**
 - Bain & Company
 - Citi Bank
 - Deloitte Consulting
 - Valustrat Consulting
 - JFFCO
 - Jotun Paints
- Hong Kong**
 - Credit Suisse Bank
 - Bank of America Merrill Lynch
- Singapore**
 - Google
 - SC Johnson

National Recruiting Partners



AROON KUMAR

"MBA is an experience, which has allowed me to raise the bar for myself and provided me with a competitive advantage to compete in the business world."



ALI HAROON

"LUMS broadened my horizon and gave me a 360 degree view of business world. It instilled self-belief and result-oriented approach in me."

CALENDAR OF EVENTS

JANUARY 22nd Jan - First Day of Classes | Externships | Recruitment & Internship Drives
FEBRUARY Recruitment & Internship Drives | Clubs & Societies Events
MARCH Mid Semester Break | Recruitment & Internship Drives | Internship Cycle
APRIL Networking Nights | Recruitment & Internship Drives | Internship Cycle | Semester Break Begins
MAY 11th May - Last Day of Classes | Recruitment & Internship Drives | Internship Cycle
JUNE Internship Cycle | Semester Break Ends
JULY Internship Cycle
AUGUST Summer Orientation Programme (SOP) - New MBA Students
SEPTEMBER 3rd Sept - First Day of Classes | Orientation Session with MPO | Resume Writing & Interview Skills Workshop
OCTOBER International Recruitment Cycle Begins | Mock Interviews
NOVEMBER International Recruitment Cycle Begins | Mock Interviews
DECEMBER Final Examinations | Externships | Mock Interviews

MBA CALENDAR 2017



MUHAMMAD NOUMAN

"Highly motivated and creative guy with 5+ years of experience in content marketing and advertisement. Keen interest in digital media."



TAIBA AKHLAQ

"I aspire to join an organisation that values entrepreneurial thinking, invests in building employee capabilities, and provides leadership opportunities."

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. Prior to this, LUMS was also ranked the number 1 university in Pakistan according to the QS University Rankings Asia 2016.

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

MBA and Undergraduate programmes have been awarded full accreditation to the highest quality category 'W' by NBEAC.

<http://www.nbeac.org.pk/index.php/component/content/article/2-uncategorised/51-accredited-programs-by-category>

Other links related to SDSB ranking are below.

BUSINESS SCHOOLS RANKING IN PAKISTAN (2016-17)

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

EDUNIVERSAL BEST MASTERS RANKING EXECUTIVE MBA & MBA PART TIME IN CENTRAL ASIA (2015-16)

<http://www.best-masters.com/ranking-master-executive-mba-in-central-asia.html>

EDUNIVERSAL BEST MASTERS RANKING MBA FULL TIME IN CENTRAL ASIA (2015-16)

<http://www.best-masters.com/ranking-master-mba-full-time-in-central-asia.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.



RAZA AFZAL

"MBA programme has instilled in me a can do attitude; the focus is now on execution backed by sound rationale."



ABDUR RAFAE

"As you start your journey, the first thing you should do is throw away that store-bought map and begin to draw your own."