

IMT-Hyderabad

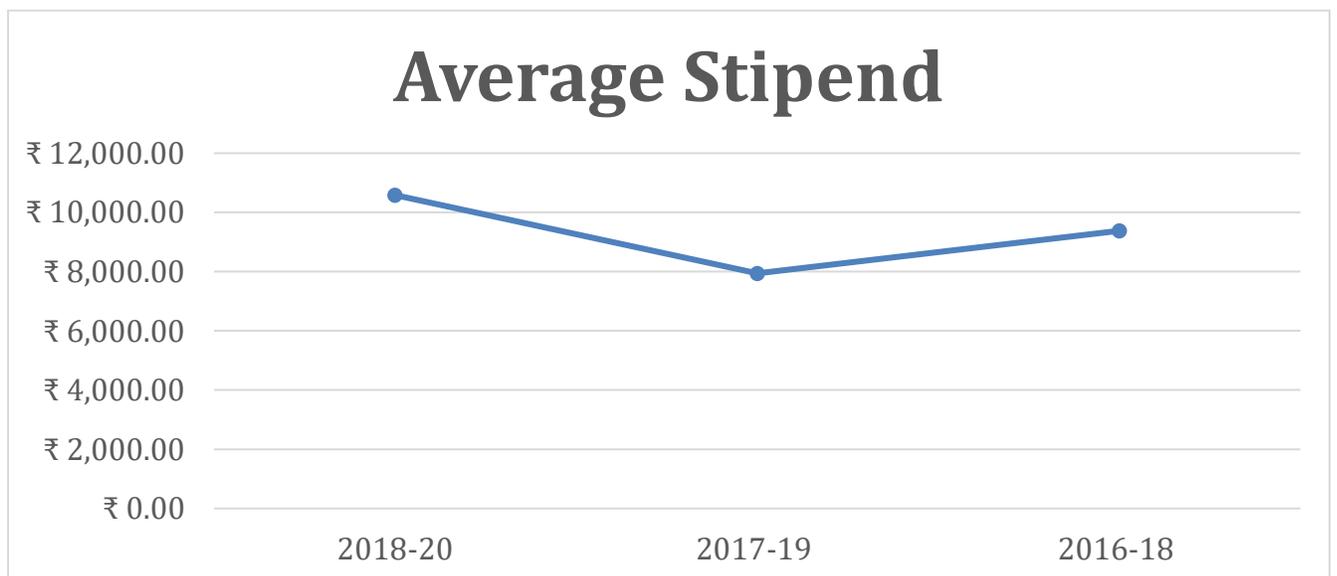
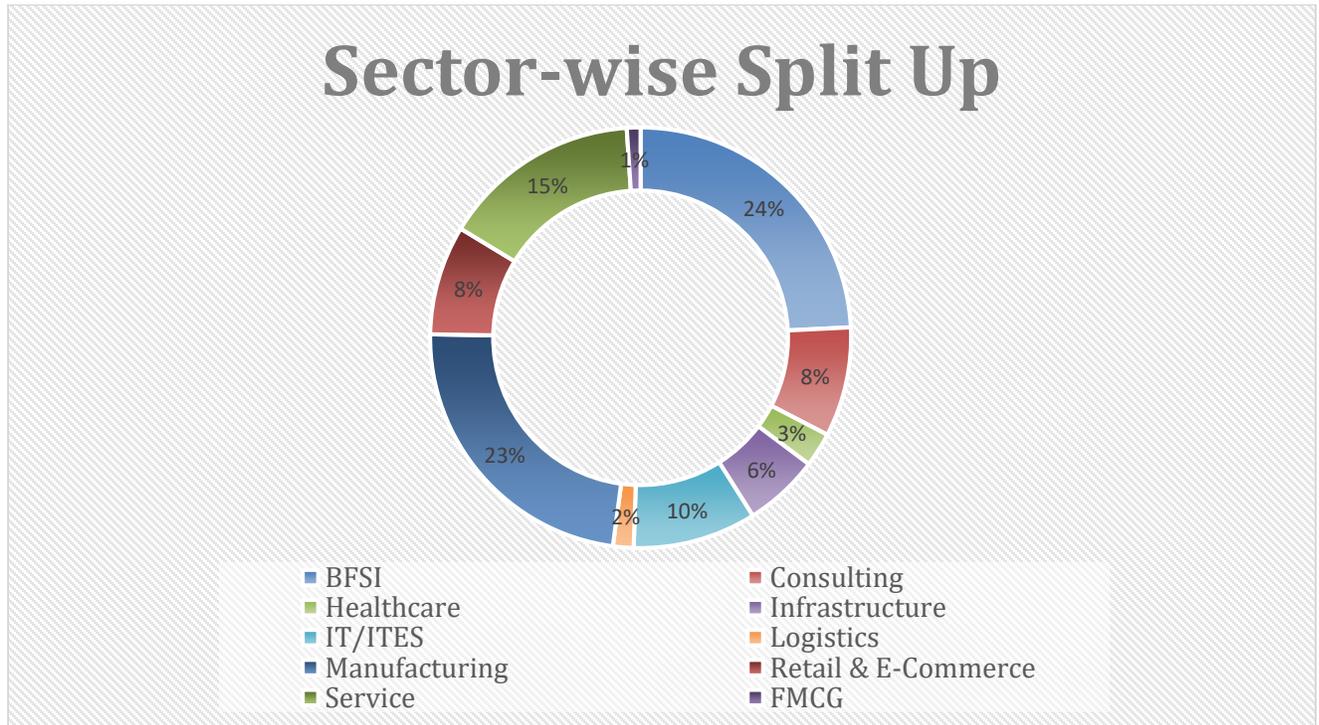
Internship Report for batch of 2018-20

The 2018-20 batch of IMT-Hyderabad PGDM students completed their internships in 80 companies in Hyderabad, Delhi, Mumbai, Pune, Kolkata, Chennai, Bangalore and Jamshedpur. The Internship for the batch 2018-20 commenced on **March 4, 2019** and ended on **June 21, 2019**. Some of the companies where internship is done are Amazon India, Aurobindo Pharma Limited, Dr. Reddy's Laboratories, Google, Godrej-CDP, Kantar Operations-IMRB International, Kotak Securities Ltd, Mahindra & Mahindra Ltd, NIVEA India Private Limited, Ogilvy and Mather, SREI Infrastructure Finance Ltd etc. Internship projects were carried out in the sectors namely BFSI, Consulting, FMCG, Healthcare, Infrastructure, IT, Logistics, Manufacturing, Retail & E Commerce, Service etc.

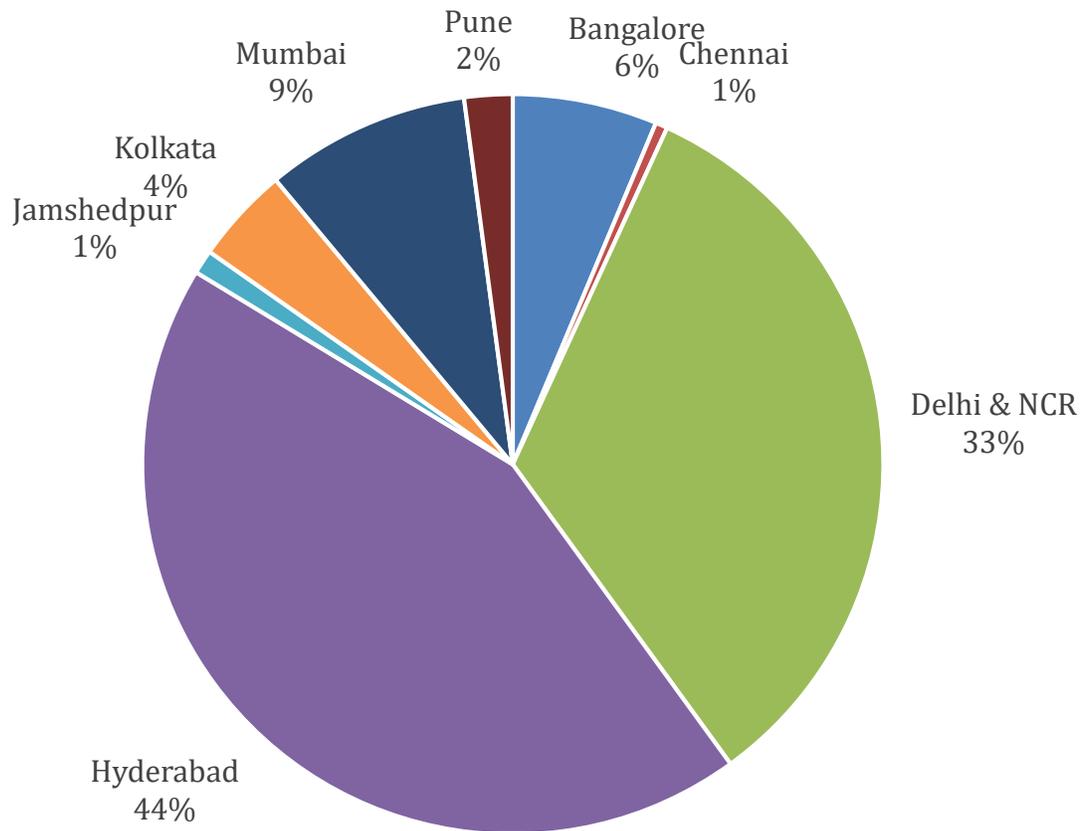
Internship Program 2019: Summary

No. of companies	:	80
No. of Internships Projects	:	191
Percentage of Stipendiary Internship	:	94 %
Average Stipend	:	Rs. 10,585/- p.m
Max Stipend:	:	Rs. 1,32,483/- p.m

The Internship sector wise information –



Location



■ Bangalore ■ Chennai ■ Delhi & NCR ■ Hyderabad
■ Jamshedpur ■ Kolkata ■ Mumbai ■ Pune

Some of our recruiters



Sample Profiles offered to our students:

Amazon:

The project revolves around understanding pertinent issues resulting in performance lag; making and implementing plans to improve performance of the North America phones team through reward and recognition ideas. The success of the project will be evaluated on the basis of improved various matrix scores attached to the overall performance in comparison to the current scores

Dr.Reddy's Laboratories:

The project would involve examining the cost allocation for some of the product lines where the company overshoots costs. Identifying better cost allocation methods for optimal pricing and make recommendations

Godrej-CDP

Evaluate supply chain cost model for GTFL and suggest opportunities to save cost and recommend areas of improvement which will help to increase the efficiency.

Kantar Operations-IMRB International

The background of the proposal details the reason why the client wants to launch a particular product and therefore wants to survey the market for identifying the winning prototype. A very brief background of the market scenario is also presented along with the position of the competition from other brands to which the client brand is reacting.

Kotak Securities Ltd

To understand the performance and movement of derivatives stock. To recognize best investment prospects & to diversity the risk by selecting best portfolio to maximize returns. To identify future growth prospects in derivatives market.

Mahindra & Mahindra Ltd.

To understand the needs of a school bus customer and the factors which affect the decision making process to buy a school bus. Devise or suggest strategy to improve the product positioning and overall approach to customer to improve volumes.

NIVEA:

Optimization of eco and upgradation of category C and D outlets focusing on grocers and general stores, steps to increase the share of grocers from existing 6% to 20%.

Ogilvy and Mather:

The profile will involve the intern to meet various brand executives (e.g.: Coca-Cola) which will be later on worked as a project by O&M.

Aspects to be learned:

Brand marketing, Digital marketing

SREI Infrastructure Finance Ltd

To have a deeper knowledge on the evaluation process of a proposal from screening to sanctioning stage. Gain working knowledge about the credit policies of the company and the administration of the credit management process. Identification of a target company which is under the IBC and how well SREI can bid for the target assets.