



INTERVIEWEE

TESTIMONIALS

PART I



BITS Pilani
Pilani Campus





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Domain:
Analytics

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Sector: Analytics

Name: Raaj Dhanwani (2017B3A40641P)

Company: Accenture AI

Company description:

Accenture plc is an Ireland based multinational professional services company that specialises in information technology services and consulting. A Fortune Global 500 company, it reported revenues of \$50.53 billion in 2021.

Job Profile: Analyst – Analytics

Job Description:

Primary responsibility is to deliver analytics-based solutions.

- Develop analytics solutions to support business analytics such as marketing analytics, customer segmentation, acquisition, business operations, retention and forecasting.
- Develop statistical testing programs to measure and improve on-going performance.
- Apply appropriate techniques, such as exploratory data analysis, regression analysis, bootstrapping, decision trees, cluster analysis, choice modelling, survival analysis etc.

Location of Job: Bangalore/Mumbai/Gurugram

Exit options: MBA, Product Management, AI Consultant

No. of offers made: 3

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Selection Process

Branches open to: Non-CS Dual Degree Students

CGPA Criteria: None

Recruitment Procedure:

- Test (Aptitude (Quant, Verbal, LR) + SQL + Python)
- 3 Rounds of Interview
- Technical:
 - Discussion of Projects on Resume
 - Basic questions on Prob Stat & ML
- Managerial:
 - Semi case-based questions on regression models & optimization algorithms
 - (E.g., How would you model qualitative variable X and comment on the nature of data sets)
- HR:
 - Favourite Subject & Why?
 - Why Accenture? Why Analytics?
 - Difficulties faced during Internships; how did you tackle them?

Sources of Preparation:

Old Class Notes of Prob Stat & Econometrics, SQL & Python from UdeMy

Relevant Courses and Certification:

Prob Stat, Econometrics, Operations Research, Machine Learning

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Sector: Analytics

Name: Saurabh Rai (2017B3AB0656P)

Company: Accenture Applied Intelligence

Company description (2-3 lines):

Accenture is an IT service and consulting firm. The Applied Intelligence segment works with the consulting unit for a unique approach to scale AI, analytics, and automation to power every person, industry, and function.

Job Profile: Data Science Analyst

Job Description:

- Develop analytics solutions to support business analytics such as marketing analytics, customer segmentation, acquisition, business operations, retention and forecasting.
- Develop statistical testing programs to measure and improve ongoing performance.
- Apply appropriate techniques, such as exploratory data analysis, regression analysis, bootstrapping, decision trees, cluster analysis, choice modelling, survival analysis etc.

Requirements:

- Should have done forecasting/modelling, data analysis, used regression/optimization models and techniques. Experience in machine learning, AI modelling is an advantage.
- Needs to have data management capabilities, with skills in SQL, Spark and data visualization capabilities in Tableau/Power BI.
- Open to extensive travel (up to 2 months at a stretch)
- Should have exposure to one or more Data science capabilities, preferably python. Others are - R, SAS.

Location of Job: Bangalore/Mumbai/Gurgaon

Exit options: MBA, MS in Data Sciences, Operations Research, Consulting.

No. of offers made: 3

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Selection Process

Branches open to: Only dual degree students were allowed.

CGPA Criteria: No CGPA Criteria.

Recruitment Procedure:

- Online Test, Interviews.
- Online Test – The test was for 90 minutes. Five sections of Aptitude and one coding section contained Python, SQL, and Machine Learning questions.
- Interviews – 3 rounds of interviews.
- Round 1: The first one is the technical interview, where you will be tested for all Python, SQL, and software used for your projects and during internships.
- Round 2: This is the managerial interview. Here, you will be asked about the internships and projects in detail. The interviewer will also ask about business case studies through the lens of data science, puzzles, statistics questions and any certifications related to the job. I was asked to write SQL queries and basic Python code.
- Round 3: It is the HR interview round. I was asked about my background, why data science, why Accenture and it operates in which domains, future plans to study, location preferences.

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Sources of Preparation:

- GeeksforGeeks for Python, W3Schools for SQL commands and Interviewbit for machine learning basics.
- Case Interviews Cracked book/Youtube Channel and Case in Point book, Victor Cheng videos for case study preparation.

Relevant Courses and Certification:

Any certification in Machine Learning/Data Science/MySQL will help.

Suggestions / Other Information:

- Be very thorough with your resume since one of the interview rounds will mainly revolve around the projects and internships.
- Good knowledge of Probability and Statistics will help.

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Sector: Analytics

Name: Nayan Dhar (2017B2A20988P)

Company: Axis Bank

Company description:

Incorporated in 1994, Axis Bank is one of India's most trusted banks & the third-largest in the private sector. At Axis Bank, customer centricity has always been the foundation of our business. Our efforts to address the requirements of a diverse customer cross-section are powered by robust infrastructure, advanced technology, a comprehensive monitoring & control framework & a large talent pool.

Job Profile: Non-Core Business Analyst

Job Description:

The person would be a part of the Analytics group in the field of Data Science, Data Engineering, Business Analytics or Business Reporting and the placement could be in either retail or corporate areas. The team primarily focuses on banking products & services. The role will involve – a diligent understanding of data, systems and processes to be able to come up with data-based decision making solutions for these business groups. The incumbent also needs to be able to work across the matrix organization structure to oversee the recommendations through implementations.

Location of Job: Mumbai/Bangalore

Exit options: None

No. of offers made: 3

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Selection Process

Branches open to: All

CGPA Criteria: N/A

Recruitment Procedure:

- Online Test - Involved questions based on verbal and logical reasoning as well as data interpretation and numerical questions.
- Technical Interview - Interviews involved solving guesstimates and grilling on the resume.
- HR Interview – Grilling on the resume.

Sources of Preparation:

Solved a lot of aptitude questions, case studies, and guesstimates from various online sources. Coursera for Python/NumPy/Pandas and SQL.

Relevant Courses and Certification:

Introduction to Data Science in Python (Coursera), SQL Bootcamp (Udemy).

Suggestions / Other Information:

- Go through your resume multiple times so that you know about each and everything on your resume.
- Prepare a 45-60 second introduction (since it is invariably asked in every interview).
- Learn Python and SQL for 3-4 months before sitting for placements.

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Sector: Analytics

Name: Shivang Shekhar (2017B2A40742P)

Company: Axis Bank

Company description (2-3 lines):

Axis Bank is the third largest private sector bank in India. The Bank offers the entire spectrum of financial services to customer segments covering Large and Mid-Corporates, MSME, Agriculture and Retail Businesses.

Job Profile: Non-Core Business Analyst

Job Description:

BA Role:

- Person would be a part of the Analytics group involved in field of Data Science, Data Engineering, Business Analytics or Business Reporting
- Develop product strategy, conduct portfolio analysis
- Creating business insights by performing root cause analysis using Regression and Decision trees
- Performing Profitability (Valuation Models) analysis for all asset products
- Pro-actively working with Product/Risk/Marketing team to drive business strategies
- To create insights & drive actionable through statistical tools & techniques
- To work on large data sets with different technical tools to help analyse the data in logical manner
- To create dashboards and reports as needed by the business teams to drive insights.

Skill Set:

- Should have experience in SAS or R or Bigdata or Python.
- Strong data handling, interpretive and problem-solving skills with the ability to process large volume of transaction level data

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Location of Job: Mumbai/Bangalore

Exit options: MBA in IIM, MS in BA, MS in Data Science, Joining Venture capital/Private equity firms in the future.

No. of offers made: 3

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Selection Process

Branches open to: All B.E. and Dual Degrees

CGPA Criteria: None

Recruitment Procedure:

- Resume Shortlisting, Online Test and Interviews
- Test had 4 sections:
 - Inductive Reasoning Test: This section had simple questions on visual and critical reasoning.
 - Numerical Reasoning: Quantitative Aptitude questions and data interpretation questions
 - Personality Questionnaire
 - Verbal Reasoning
- Test was pretty easy but you need to be quick in solving the questions. All sections were timed and going back to a previous question was not allowed.
- Interviews: Two rounds of interviews were conducted for the Non-Core BA Role
 - First round was mostly based on resume, projects done, typical HR questions and a puzzle was given to check the problem-solving approach of the candidate
 - Second round was more technical with questions on basic statistics, SQL and Python programming. Case study can also be expected in this round.

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Sources of Preparation:

Being thorough with your resume and preparation for standard HR questions is a must. Apart from that, going through Victor Cheng's Case Interview workshop on YouTube, basic statistics concepts taught in M-2 course and puzzles on Geeks for Geeks is recommended.

Relevant Courses and Certifications:

Mathematics-2 and Introduction to Data Analytics for Business (Coursera)

Suggestions/ Other Information:

- Be thorough with resume and the projects done
- Confidence while answering the questions is important and that is what they look for apart from knowledge
- Puzzles are not to test whether your answer is right or wrong, approach is more important
- Thinking loud while solving puzzles/case studies/ guesstimates is a must
- Proficiency in SQL is a good skill to have

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Sector: Analytics

Name: Aman Saurav (2017B1A20494P)

Company: Axtria

Company description (2-3 lines):

Axtria is a company that provides data-driven solutions in the life sciences segment to manage the vast volumes of data generated by rapid digitization with the help of cloud technology. Axtria is trying to bring enterprise-grade analytics on integrated software technologies that complement the customer's existing ecosystem.

Job Profile: Analyst

Job Description:

- PROBLEM SOLVING - Execute complex solutions for defined problems with guidance
- TECHNICAL SKILLS - Actively pursue the development of new technical skills and / or tools for data manipulation, analysis, operations or visualization.
- BUSINESS KNOWLEDGE - Gain familiarity with industry data sources grasp business context to be able to navigate and work with large complex sources of data.
- COMMUNICATION - Create client-ready collaterals with support and direction. Articulate ideas & info clearly.
- CULTURAL FIT- Understand and strive to demonstrate Axtria values (Do the RIGHT thing). Accomplish tasks completely, on time, with a high level of quality. Maintain a positive and professional approach to support team culture.

Location of Job: Base Location– Gurgaon/Bangalore/Noida

Exit options: MBA in IIM, MBA or MS Abroad.

No. of offers made: 10

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Selection Process:

Branches open to: Only dual degree students allowed (single Msc. not allowed).

CGPA Criteria: 6.0 + post PS 2

Recruitment Procedure:

First Resume Shortlisting, followed by Aptitude test, then subsequently two rounds of Interviews- Technical and HR.

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Sources of Preparation:

For Aptitude tests, Jobsy helped me a lot. For Interviews, YouTube was my biggest source

Relevant Courses and Certification:

Python Projects, SQL Knowledge, Advanced Excel

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Sector: Analytics

Name: Prasad Phatak (2017B5A40817P)

Company: Atria

Company description (2-3 lines):

Atria gives data-driven solutions to life sciences companies; pharmaceutical companies through their various services.

Job Profile: Associate/Analyst

Job Description:

- PROBLEM SOLVING - Execute complex solutions for defined problems with guidance
- TECHNICAL SKILLS - Actively pursue the development of new technical skills and / or tools for data manipulation, analysis, operations or visualization.
- BUSINESS KNOWLEDGE - Gain familiarity with industry data sources grasp business context to be able to navigate and work with large complex sources of data
- COMMUNICATION - Create client-ready collaterals with support and direction. Articulate ideas & info clearly.
- CULTURAL FIT - Understand and strive to demonstrate Atria values (Do the RIGHT thing). Accomplish tasks completely, on time, with a high level of quality. Maintain a positive and professional approach to support team culture.

Location of Job: Head office in Gurgaon and offices in Noida and Bengaluru as well.

Exit options: MBA in IIM, Job switching etc.

No. of offers made: 10

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Selection Process:

Branches open to: Only dual degree students, single degree M.Sc or single degree engineering students not allowed.

CGPA Criteria: 6+

Recruitment Procedure:

- Online Test, Interviews
- Test had 4 sections:
 - Reasoning and English Questions
 - Data Interpretation
 - Quant
 - Technical – Some Logic questions, some SQL questions, some Excel questions
- Test was decent. But you will have to maintain speed.
- Interviews: The number of rounds was 2 for me. But some had 3 interviews.
- First round was very short for me. The interviewer lasted me if I knew OOP. I did not know anything about OOP at all. Then he asked if I knew about SQL and then proceeded to ask me questions about joins. He asked me to explain left join. He then asked very general questions, asked if I knew about Axtia. He also asked if I have gone through the compensation plan.
- Second round – This was an HR type round for the most part. The interviewer grilled me on my resume. We discussed about my projects and he grilled me on that. He asked me why I did most projects in the supply chain domain and stuff like that. You have to convince them that you are not interested in higher studies at all and make sure that you know the basic information about the company.

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Sources of Preparation:

Case interviews cracked, Day 1, Victor Cheng's Video series, Case in point, W3Schools SQL.

Suggestions / Other Information :

- Know everything on your resume.
- Strike balance between honest answers and diplomatic answers for HR type questions.
- Do a background check on the company and convince them you want to join Axtria, you didn't apply for the company just because it was listed on superset.
- The interview process is very easy, very gen questions were asked. Answer all confidently.

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Sector: Analytics

Name: Ramneek Garg (2017B2A81053P)

Company: Atria

Company description (2-3 lines):

Atria is one of the fastest-growing life sciences analytics, business planning, and business operations solutions providers.

Job Profile: Business Analyst

Job Description:

- PROBLEM SOLVING - Execute complex solutions for defined problems with guidance
- TECHNICAL SKILLS - Actively pursue the development of new technical skills and / or tools for data manipulation, analysis, operations or visualization.
- BUSINESS KNOWLEDGE - Gain familiarity with industry data sources grasp business context to be able to navigate and work with large complex sources of data
- COMMUNICATION - Create client-ready collaterals with support and direction. Articulate ideas & info clearly.
- CULTURAL FIT - Understand and strive to demonstrate Atria values (Do the RIGHT thing). Accomplish tasks completely, on time, with a high level of quality. Maintain a positive and professional approach to support team culture.

Location of Job: Gurugram/ Noida/Bangalore

No. of offers made: 10

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Selection Process:

Branches open to: Only dual degree students allowed (Dual PS students were not allowed).

CGPA Criteria: 6 (Post PS2)

Recruitment Procedure:

- Resume Shortlisting
- Online Test (75 Questions 80 Minutes) having questions on Verbal and non-verbal reasoning, Data interpretation, Quant and Basic Programming(C++ , SQL)
- 2 Rounds of Interviews
- Both the rounds are mostly resume based interview. Anything on your resume is fair game and can be asked about in detail. Hence, try to keep it simple.
- Goes without saying, but PS experiences count a lot and detailed questions about the projects were asked. Be ready to explain to them why you would be a good fit for the profile you are applying despite of engineering background.
- Both rounds also had the basic HR questions to check my interest in the field and inclination towards coding (If required are you able to learn and implement for the projects need)

Suggestions / Other Information :

- Read about the Company before the interview
- Prepare well for cross-questions on the resume (Most important PS2 project)
- Prepare a good answer for “Why you want to make a career in analytics?”.
- Good to have Knowledge of SQL, Python (not mandatory)
- Do aptitude test practice beforehand to have an edge over others in the online test.

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Sector: Analytics

Name: Suyash Sharma

Company: Axtria

Company description (2-3 lines):

Axtria Inc provides conferring, outsourcing, and Machine Learning based solutions to help companies make better data-driven decisions in functions like deals, commerce, and risk management operations.

Axtria's cloud-based analytical applications have over 10,000 users presently, and they have accelerated hiring, built a sales force, increased marketing, developed products, and expanded markets into new verticals and geographies. Axtria focuses on bringing Data Science-based solutions to life sciences, healthcare, banking, financial services, retail, and high technology.

Job Profile: Associate

Job Description:

PROBLEM SOLVING - Execute complex solutions for defined problems with guidance

- TECHNICAL SKILLS - Actively pursue the development of new technical skills and / or tools for data manipulation, analysis, operations or visualization.
- BUSINESS KNOWLEDGE - Gain familiarity with industry data sources grasp business context to be able to navigate and work with large complex sources of data
- COMMUNICATION - Create client-ready collaterals with support and direction. Articulate ideas & info clearly.
- CULTURAL FIT - Understand and strive to demonstrate Axtria values (Do the RIGHT thing). Accomplish tasks completely, on time, with a high level of quality. Maintain a positive and professional approach to support team culture.

Location of Job: Gurgaon/Bangalore

No. of offers made: 1

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Selection Process

Branches open to: All Branches except Dual PS and single degree MSc.

CGPA Criteria: CGPA >6

Recruitment Procedure:

- The first round of selection consisted of Aptitude and basic coding questions. Grasp on topics like Work and Time, Permutation and Combinations and Data Interpretation really helped me out in this round. The coding questions were basic SQL,python and ML questions.
- The second round was a Technical Interview where I was asked about my work experience, projects done in internships and academic projects. That along with a basic knowledge of Machine Learning helped a lot.
- The third round was purely HR and I was asked questions about why I wanted to work for Atria, strengths and weaknesses, situations where I worked under pressure etc.

Sources of Preparation:

I used to practice Aptitude questions on Indiabix. And mostly my internships taught me a lot about Python, SQL and analytics

Relevant Courses and Certification:

Deep Learning Specialization Coursera, SQL Certification freecodecamp, Dev-OPS Certification from Linkedin Learning

Suggestions / Other Information:

Regularly practice Aptitude questions and have a strong grasp on whatever domain you have been working on.

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Sector: Analytics

Name: Vishal Kumar Singh (2017B4AB0804P)

Company: Axtria

Company description (2-3 lines):

Axtria is a global provider of cloud software and data analytics to the Life Sciences industry. It helps Life Sciences companies transform the product commercialization journey to drive sales growth and improve healthcare outcomes for patients. The firm is acutely aware that our work impacts millions of patients and lead passionately to improve their lives.

Job Profile: Associate

Job Description:

- PROBLEM SOLVING - Execute complex solutions for defined problems with guidance
- TECHNICAL SKILLS - Actively pursue the development of new technical skills and / or tools for data manipulation, analysis, operations or visualization.
- BUSINESS KNOWLEDGE - Gain familiarity with industry data sources grasp business context to be able to navigate and work with large complex sources of data
- COMMUNICATION - Create client-ready collaterals with support and direction. Articulate ideas & info clearly.
- CULTURAL FIT - Understand and strive to demonstrate Axtria values (Do the RIGHT thing). Accomplish tasks completely, on time, with a high level of quality. Maintain a positive and professional approach to support team culture.

Location of Job: Bangalore

No. of offers made: 10

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Sector: Analytics

Name: Ritik Rohan (2018A2TS0120P)

Company: Citi Bank

Company description (2-3 lines):

You're ready to bring your knowledge from the classroom to the boardroom, and Citi wants to help you get there. Whether it's honing your skills or building your network, we know that success can't come without growth. Our programs equip you with the knowledge and training you need to play a valuable role on your team, and establish a long-term career here. At Citi, we value internal mobility, and career growth is not a question of if, but when.

Job Profile: Technology Analyst

Job Description:

Citi's Enterprise Operations & Technology (EO&T) group is looking for Analysts to join its Analyst Program. The Full Time Analyst position(s) are a two-year rotational program with a variety of different tracks available. The program starts in the summer following graduation with an intensive orientation where you will learn more about our business, strategy, and shared vision.

Location of Job: Chennai

No. of offers made: 6

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Selection Process:

Branches open to: Chemical, Manufacturing, EEE, Civil, Computer Science, Mechanical Engineering, ENI

CGPA Criteria: 5.9+

Recruitment Procedure:

- Technical Test, Technical Interview, HR Interview
- Technical Test- 4 parts comprising of Verbal, logical reasoning, mental ability and coding part(2 questions)- Dynamic Programming, Optimization problem.
- Technical Interview- It was a 40-minute-long interview. The interviewers first asked about different projects I had added in my resume and most importantly on my work during my internships. After that they asked few small questions on C++ like different sorting methods, data types etc, count sort problems etc. Also asked problems on MySQL like primary keys, ways to pick info from database.
- HR Interview- It was 10-12 minutes of interview where I was asked details related to my projects.

Sources of Preparation:

Self

Relevant Courses and Certification:

MySQL course

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Sector: Analytics

Name: Aakash Gupta (2018A4PS0937P)

Company: CityMall

Company description (2-3 lines):

CityMall is a social e-commerce company based out in Gurugram. It mostly focuses on small towns and tier-2 cities. It operates on the basis of a large network of community leaders who are paid on the basis of commission on the orders received by them.

Job Profile: Business Analyst

Job Description:

To help the organization by providing data-based intelligence to carry out critical decisions on a day-to-day basis.

Skill sets required:-

Excel, SQL, Any visualization tool (Tableau/Power BI), good hold on case studies (Business and Product), Guesstimates, Python.

Location of Job: Gurugram

Exit options: Product Management, Program Management, Data Sciences, MBA

No. of offers made: 1

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Selection Process

Branches open to: No branch Criteria

CGPA Criteria: No CGPA Criteria

Recruitment Procedure:

- Resume Shortlisting
- Technical test (Based on SQL) (easy to intermediate level)
- 2 Rounds of Interview
- The company came for 3 roles (SDE/BA/APM). Process for BA and APM was the same.
- 13 Shortlists were there for the interview process. 5 were selected for the next round. The first interview consisted of a couple of guesstimates, some basic SQL questions, and a short walk-through over a product launch process.
- 2nd Interview consisted of a small case study based on product design and business metrics revolving around that.

Sources of Preparation:

IIM Ahmedabad Case book, Victor cheng LOMS, E-book by the product folks, Hackerrank for SQL Practice.

Relevant Courses and Certification:

No subject as such.

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Sector: Analytics

Name: Rishav Ghosh (2018A2PS0487P)

Company: Fractal Analytics

Company description (2-3 lines):

Fractal Analytics is a multinational artificial intelligence company that provides services in consumer packaged goods, insurance, healthcare, life sciences, retail and technology, and the financial sector. Headquartered in New York, it has a presence in the United States, United Kingdom, and India along with fifteen other locations.

Job Profile: Imagineer (Data engineer/Data Analytics/Data Scientist)

Job Description:

Campus joiner would go through a dynamic program named "Imagineer"; offering them variety of projects with exposure to business value chain. This will give them an opportunity to experiment within our 6 career tracks (AI Engineer, Information Architect, Decision Sciences, Design, Data Sciences, Data Engineering).

Location of Job: Mumbai/Bangalore/Gurgaon

Exit options: Joining any other top companies for AI, ML, Data science roles. Top B-schools

No. of offers made: 2

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Selection Process

CGPA Criteria: 7

Recruitment Procedure:

- Online test, HR interview, Technical Interview
- Online test (Round 1):
 - Aptitude Test: The test had 4 sections Data Analysis, Reasoning Ability, Quantitative Ability & Verbal Ability. Questions- 70, duration- 75 mins.
 - Coding Test: Two choices were offered for coding round- R+SQL OR Python + SQL, chose Python. Questions- 8, time allotted- 90 mins.
- HR Interview(Round 2):
 - Initially asked some general questions like whether we are in college now, where do I stay. Followed by introduce yourself.
 - Asked about the PS2 project on Data analytics and about another data analytics project that I had done on my own. Asked about my dream companies, also about how I handled employees when work was not done during my Internship.
- Technical Interview (Round 3):
 - Python- Some basic questions on Python like inserting elements in lists, sorting lists, sorting dictionary, tuples
 - SQL- Was asked about Full outer join, inner join, left join. Some SQL queries one of which involved the use of HAVING clause.

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Sources of Preparation:

India.Bix for aptitude, PU Training modules, Youtube- Utsav Awasti's channel for SQL, Hackerrank coding questions

Relevant Courses and Certification:

Python for data analytics- Coursera, Google Data analytics Capstone- Coursera

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Sector: Analytics

Name: Ritwik Tiwari (2018A3PS0364[])

Company: Fullerton

Company description (2-3 lines):

Fullerton India Credit Co. Ltd. is a non - banking financial company in India. It is headquartered at Mumbai, India and deals with financing across retail and rural segments. The company provides unsecured as well as secured lending products through a diverse branch network as well as via digital channels to individuals and MSMEs.

Job Profile: Management Trainee - Analytics

Job Description:

- Work in a fast paced environment with one of the most analytically advanced NBFCs
- Provide analytics support for all FICC portfolios on as needed basis
- Enable analytics driven decision making across risk, business and collections

Location of Job:

- Mumbai(Head office); Base Locations–
Mumbai/Bangalore/Delhi/Hyderabad/Chennai/Bhopal/ Ahmedabad
- Project Location – Anywhere in India

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

No. of offers made: 4

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Selection Process:

Branches open to: All BE and Dual

CGPA Criteria: No CGPA or branch restrictions

Recruitment Procedure:

- Resume Shortlisting, and one Interview (Due to Completely Online Placement Process and lots of delays during that day).
- Interviews: The number of rounds varies from 1-2. In my case, I had only one interview.
- First round is mostly based on resumes and random HR and M&A questions can be expected with a few probability based small cases/problem statements
- The person then asked me a Guesstimate problem “ Calculate total users of Netflix in the city you currently reside in/”
- Ensure that you do not make calculation mistakes, after this question. They asked “What makes you feel attracted towards a Data Career”. Prepare this too beforehand.
- At last, they asked what I knew about their company. Research the Company’s website beforehand!! This has the potential to make the most impact on the Interviewer.

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Sources of Preparation:

Being thorough with resume Basic HR questions preparation. Puzzles solving books Case study books - Day 1.0 , Case in point (cases can also be exchanged with friends) Search for generic puzzles, also study case in point for guesstimates and case based questions which were asked in the previous year (2015)

Relevant Courses and Certification:

No subject as such. Interviewees were asked easy questions from Basic Probability and Statistics Models. Googling these subjects could prove useful.

Suggestions / Other Information:

- Be good with resume preparation.
- Be logical while answering and HR should be natural (Practice at least 2 mocks with your friends).
- Even if you are not properly prepared, you must appear Very Confident and Know at least What the Company Does and How it is structured.
- Have good practice of cases especially on probability and profitability
- Guesstimates and puzzles from geekforgeeks website are very very important.



Sector: Analytics

Name: Pranav Verma (2017B4A40617P)

Company: Genpact

Company description (2-3 lines):

Genpact is a global professional services firm delivering digital transformation by putting digital and data to work to create competitive advantage.

Job Profile: Business Analyst

Job Description:

Provide solutions to client's problems via Machine Learning models.

Location of Job: Bangalore/Hyderabad

No. of offers made: 1

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BITS Pilani
Pilani Campus

Selection Process: Practice School PPO

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Sector: Analytics

Name: Vaibhav Srivastav (2017B5A40974P)

Company: Godrej Housing Finance

Job Profile: Risk Analyst

Job Description:

The role incumbent will be responsible to provide data driven approaches towards informed business decision making through data analytics, information visualization, process improvement and proactive solution assessments.

- Would need to develop and apply analytical algorithms and methods where possible with a view of reducing risk , driving sales and increasing productivity
- Identify data patterns & trends and provide insights to enhance business decision making capability. Deep Dive on emerging trends for early warning and risk mitigation
- Translate data into consumer behavioural insights to drive targeting and segmentation strategies
- Create Framework for Assessment in the critical areas such as business performance, Key Risk Indicators, operational efficiency etc
- Develop Machine Learning Models for effective credit risk identification, fraud indicator, collection prioritization, Customer propensity etc.
- Develop and maintain models for regulatory capital management

Location of Job: Mumbai

No. of offers made:1

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Selection Process

Branches open to: All BE Dual degree and Single M.Sc degree

CGPA Criteria: 6

Recruitment Procedure:

- Resume Shortlisting
- Online Test: Basic Aptitude, Verbal Reasoning, Logical Reasoning
- Interviews:
 - Round 1: Be thorough with your resume, Situation based questions, case study, basic aptitude questions, puzzles, etc were asked
 - Round 2 (HR round): General HR questions were asked

Sources of Preparation:

GeeksForGeeks, Victor Cheng's videos for Case study and General Guesstimates to have an idea of approach and execution. Focus on Aptitude training, Case Studies and Guesstimate Questions.

Relevant Courses and Certification:

Python, SQL, Excel (Although they didn't ask me, but it's better to be prepared for some SQL or Excel based questions)

Suggestions / Other Information:

- Prepare your resume points thoroughly and don't lie on your resume.
- Practice Guesstimates and cases.
- Prepare about the Company and the role as well. You should be able to justify your choice of Job Profile/Role.

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Sector: Analytics

Name: Vishwanatha Ishan (2017B3A80520P)

Company: Godrej Housing Finance

Company description (2-3 lines):

Godrej Housing Finance is Godrej Group's nascent foray into the domain of financial services providing solutions in terms of housing loans & LAP.

Job Profile: Analytics Manager

Job Description:

- The role incumbent is responsible to provide data driven approaches towards informed business decision making through data analytics, information visualization, process improvement and proactive solution assessments.
- Would need to develop and apply analytical algorithms and methods where possible with a view of reducing risk, driving sales and increasing productivity
- Identify data patterns & trends and provide insights to enhance business decision making capability. Deep Dive on emerging trends for early warning and risk mitigation
- Translate data into consumer behavioural insights to drive targeting and segmentation strategies
- Create Framework for Assessment in the critical areas such as business performance, Key Risk Indicators, operational efficiency etc
- Develop Machine Learning Models for effective credit risk identification, fraud indicator, collection prioritization, Customer propensity etc.
- Develop and maintain models for regulatory capital management

Location of Job: Mumbai

No. of offers made: 2

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Selection Process

Branches open to: Students having a dual degree + single degree [BXAY] or a pure dual degree [BX]

CGPA Criteria: 6 (Pre - PS)

Recruitment Procedure:

- Resume Shortlisting, Aptitude Test, Interviews
- Test is easy; maintain speed and accuracy
- First round of the interview is mainly based on resumes; expect a few puzzles.
- Second round of interview mainly involves standard HR questions such as 'Why Analytics', 'Why this company', 'What is your dream company'; can expect cases / guesstimates.

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Sources of Preparation:

- Being thorough with resume and basic HR questions
- For case prep: Case Interviews Cracked, Case in Point
- For puzzles: Geeks for Geeks (40+ puzzles)

Relevant Courses and Certification:

Nothing in particular

Suggestions / Other Information:

- Be thorough with your resume (internships, projects)
- Having technical knowledge or a project in R Programming or SQL might help others display your willingness to learn the tools because of the interest in the domain.

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Sector: Analytics

Name: Puru Dutt Sharma (2018A2PS0714P)

Company: Groww

Company description (2-3 lines):

Groww is India's fastest growing investment platform. We are #1 in MF and top 5 in stocks within 12M of launch. Our long term vision is to become the trusted money partner of ~100M Indians with core products in investment & banking. Founded in 2016 by Flipkart IITB, IITD, XLRI alums, we are backed by renowned names like Tiger Global, Sequoia Capital, Ribbit Capital, Iconiq capital and Y Combinator.

Job Profile: Associate Business Analyst

Job Description:

Product Analytics, Credit Risk Analytics

- Interacting with senior stakeholders including department heads/ CXO and expected to drive projects independently with senior management stakeholders & also collaborate with teams to drive impact and results
- Partner with business/product management teams, identify and track appropriate performance measures, key performance indicators, and associated drivers
- Work with engineering and research teams on designing, building, and deploying data analysis systems for large data sets and extracting meaningful insights for Business and Product
- Create algorithms to extract information from large data sets
- Establish scalable, efficient, automated processes for model development, model validation, model implementation, and large-scale data analysis
- Develop metrics and prototypes that can be used to drive business decisions
- Provide support for Sr. Management reviews and Investor meetings at regular intervals
- Design scorecards for business units and automate reports for internal and external stakeholders

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Location of Job: Bengaluru (WFH right now)

Exit options: Analytics, Consulting, Product, Higher Studies

No. of offers made: 5

Selection Process:

Branches open to: All

CGPA Criteria: $CG > \sim 8.3$ (through PS II Sem 1)

Relevant Courses and Certification:

SQL, Google Data Studio, Google Big Query, Credit Risk related knowledge

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Sector: Analytics

Name: Shaurya Taparia (2017B4A40841P)

Company: Groww

Company description (2-3 lines):

Groww is India's fastest growing investment platform. They are #1 in MF and top 5 in stocks within 12M of launch. Their long term vision is to become the trusted money partner of ~100M Indians with core products in investment & banking. Founded in 2016 by Flipkart IITB, IITD, XLRI alumni, they are backed by renowned names like Tiger Global, Sequoia Capital, Ribbit Capital, Iconiq capital and Y Combinator.

Job Profile: Associate Business Analyst

Job Description:

- Interacting with senior stakeholders including department heads/ CXO and expected to drive projects independently with senior management stakeholders & also collaborate with teams to drive impact and results
- Partner with business/product management teams, identify and track appropriate performance measures, key performance indicators, and associated drivers
- Work with engineering and research teams on designing, building, and deploying data analysis systems for large data sets and extracting meaningful insights for Business and Product
- Create algorithms to extract information from large data sets
- Establish scalable, efficient, automated processes for model development, model validation, model implementation, and large-scale data analysis
- Develop metrics and prototypes that can be used to drive business decisions
- Provide support for Sr Management reviews and Investor meetings at regular intervals
- Design scorecards for business units and automate reports for internal and external stakeholders

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Location of Job: Bangalore/Remote

Exit options: MBA, Product Management, Joining Venture capital/ Private equity firms in the future

No. of offers made: 1

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Selection Process

Branches open to: All

CGPA Criteria: None

Recruitment Procedure:

- Pre placement talk
- Aptitude test – There was initially a very easy aptitude test. The questions are easy but the time is limited, so focus on accuracy and speed.
- Resume Shortlisting
- Interview Process:
 - Round 1 – Guesstimate: Got a guesstimate regarding the number of people travelling in and out of Jaipur in the next weekend plus some generic HR questions like tell me about yourself, why analytics, etc.
 - Round 2 – Root Cause Analysis: Got a question to find out the root cause of drop in traffic for Zomato
 - Round 3 – Problem solving and math approximations: Was given a problem solving case on Flipkart and given a question of probability on a chess board
- Offer

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Sources of Preparation:

- Books about product management such as decode and conquer, how to become a product manager, etc.
- Online websites for puzzles and guesstimate practice
- Youtube channel – exponent

Relevant Courses and Certification:

No particular college course as such. Be thorough with your basics and try to apply first principle thinking during the interviews.

Suggestions / Other Information:

- Be good with your resume preparation. Test is easy so focus on speed and accuracy.
- Be logical while answering by using first principle thinking. Try to break down the problem as finely as you can and the solution would come up by itself.
- Have good practice of cases especially on probability
- Guesstimates and puzzles are important



Sector: Analytics

Name: Rohan Agrawal (2017B1AB1045P)

Company: IQVIA

Company description (2-3 lines):

IQVIA is a leading global provider of advanced analytics, technology solutions, and clinical research services to the life sciences industry. IQVIA creates intelligent connections across all aspects of healthcare through its analytics, transformative technology, big data resources and extensive domain expertise. IQVIA Connected Intelligence™ delivers powerful insights with speed and agility — enabling customers to accelerate the clinical development and commercialization of innovative medical treatments that improve healthcare outcomes for patients.

Job Profile: Analyst

Job Description:

Produce High quality market analysis deliverables. Analyze & Interpret information to produce reports, database, decision support tools, advisory services. Draw conclusions and integrate insights into new offerings & Services. Stay abreast of market events as they relate to IMS portfolio & development

Location of Job: Bengaluru/ Gurugram

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Selection Process

Recruitment Procedure:

- **Written test:** There were four aspects tested in this test, i.e., Verbal ability, Logical reasoning, Quantitative Aptitude, and Critical Thinking. This test was of medium difficulty, and adequate preparation would be sufficient to get shortlisted for further rounds
- **Technical round and HR round:**
 - Both the rounds were conducted combined in a single interview. Resume grilling was done. Every point was cross-questioned, and knowledge about the projects and their scope was judged. The perspective about the work that happens at IQVIA was asked.
 - Questions like why being a Manufacturing background want to join healthcare industry.
 - Detailed discussion about the internships/projects/work experience mentioned.
 - Questions related to skills set mentioned like Python, SQL. Some HR related questions like where do you see yourself in five years.
 - Some puzzles were asked to where out of the box thinking was expected.

Sources of Preparation:

YouTube Channels to prepare for guesstimates though were not asked for this company, SQL basics from open sources, Python done in courses like NNFL gave an advantage.

Relevant Courses and Certification:

Python, SQL

Suggestions / Other Information :

Prepare your resume well, do not lie in the resume, be genuine and you will nail it.

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Sector: Analytics

Name: Saksham Upadhyay (2017B4A30827P)

Company: IQVIA

Company description (2-3 lines):

IQVIA, formerly Quintiles and IMS Health, Inc., is an American multinational company serving the combined industries of health information technology and clinical research. IQVIA is the largest Healthcare Data Science Company and leader in Human Data Science Technology.

Job Profile: Data Analyst

Location of Job: Pan India

No. of offers made: 1

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Selection Process:

Branches open to: All BE and dual degree

CGPA Criteria: 5.5

Recruitment Procedure:

- Online test, Interviews
- Test had several aptitude based questions.
- Interview round was focused on past projects. They also asked several logical puzzles.

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Sources of Preparation:

Being thorough with your resume. Search for generic puzzles. Knowledge of the tools used in past projects/

Relevant Courses and Certification:

No subject as such. Interns were asked easy questions from Probability and Statistics. Preparing these subjects could prove useful.

Suggestions / Other Information:

- Be good with resume preparation
- Be logical while answering
- Have good practice of probability
- Guesstimates and puzzles are important

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Sector: Analytics

Name: Srivaishnavi Kalavalapalli (2018A1TS1102P)

Company: IQVIA

Company description (2-3 lines):

IQVIA, formerly Quintiles and IMS Health, Inc., is an American multinational company serving the combined industries of health information technology and clinical research. IQVIA is the largest Healthcare Data Science Company and leader in Human Data Science Technology.

Job Profile: Analyst

Job Description:

Principal Accountabilities:

- Produce High quality market analysis deliverables
- Analyze & Interpret information to produce reports, database, decision support tools, advisory services
- Draw conclusions and integrate insights into new offerings & Services
- Stay abreast of market events as they relate to IMS portfolio & development

Minimum Education, Experience, & Specialized Knowledge Required:

Education:

- Graduation/Postgraduate in Healthcare/ Pharmaceutical (B. Pharma, M, Pharma, MBA, BE or B. Tech) Skills
- Proficient in MS Office –Advanced Excel, Word, PowerPoint
- Excellent communication (verbal/written) and interpersonal skills and ability to interact at all levels within IQVIA and customers
- Strong team player and able to collaborate at all levels and across geography but also able to work under own initiative
- Highly numerate with strong analytical skills and strong attention to detail
- Time Management - proactive and timely inbound and outbound communication 6. Demonstrated problem solving, analytical and strong customer service skills

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Additional Requirements:

- Flexibility (should be ready to take additional responsibility whenever there is an increased workload or decreased capacity)
- Attention to detail
- Good interpersonal skills (should have good listening skills, patience and handle situations in a calm and composed way)
- Good team player (should be ready to share the work among the team members and helping the team meet the deadlines)

Location of Job: Pan India

No. of offers made: 8

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Selection Process

Branches open to: All

CGPA Criteria: 6

Recruitment Procedure:

Aptitude Test, Resume shortlisting, Interview, Offer

Sources of Preparation:

CAT questions for aptitude practice

Relevant Courses and Certification:

Business Analytics Course by MyCaptain

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Sector: Analytics

Name: Suhaas Shukla (2018A4PS0016P)

Company: IQVIA

Company description (2-3 lines):

IQVIA is a healthcare company which provides analytics and technology related services in the life sciences industry

Job Profile: Analyst

Job Description:

The role requires analytical skills and knowledge of analytical tools to support teams working on secondary research, quantitative and qualitative analytics projects.

Location of Job: TBD

No. of offers made: 8 in Analyst role

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Selection Process

Branches open to: All

CGPA Criteria: 6.0

Recruitment Procedure:

- Aptitude test followed by 1 interview.
- Interview was divided into 3 parts in the given order:
 - Questions regarding analytics and analytical tools (SQL, Alteryx, Excel)
 - 3 Aptitude questions
 - HR segment & questions about PS2 experience

Sources of Preparation:

Basic knowledge of Excel, SQL/Alteryx and practice of aptitude questions would suffice.

Suggestions / Other Information:

Any internships in the Analytics domain will help. Be thorough with your resume.



Sector: Analytics

Name: Nitin Kumar Sah (2018B5PS1167P)

Company: Jai Kisan

Company description (2-3 lines):

Jai Kisan's platform is built to empower the growth of Rural Indians, especially farmers. We provide low cost and timely financing for agricultural equipment, dairy equipment and other rural yield generational assets that is more flexible and transparent than any other credit option available today.

Job Profile: Data Science Analyst

Job Description:

Roles and responsibilities:

- Design, build and maintain high performance products.
- Present detailed study reports and present innovative solutions to given problems.
- Conduct market research to provide the most effective and efficient solution among options.
- Ensure seamless adoption and ease of use of the developed products.

Skills:

- Thorough knowledge of Data science and ability to clean datasets and provide visualisation.
- Experience in building apps with python.
- Strong hold on advanced sql and advanced Excel.
- A self-driven individual with an entrepreneurial mindset

Location of Job: Mumbai

Exit options: Joining private equity firms in future, Government jobs, MB

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No. of offers made: 1

Selection Process:

Branches open to: All B.E., B. Pharma and all MSc degrees

CGPA Criteria: 6

Recruitment Procedure:

- Online coding test, Technical interview 1, Technical interview 2
- Online test had 3 questions:
 - Creating a machine learning model and fulfilling given tasks given in the same jupyter notebook.
 - SQL question(Easy level)
 - SQL (Intermediate level)
 - Mainly concepts of machine learning were asked in the technical interviews along with some SQL queries.

Sources of Preparation:

Google, Youtube, DataCamp

Relevant Courses and Certification:

Machine Learning, MySQL

Suggestions / Other Information :

- Be good with resume preparation
- Be logical while answering and HR should be natural.
- Learn in depth theory of machine learning concepts and understand how popular machine learning models(Linear regression, Decision trees, random forests, boosting algorithms etc) work.

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Sector: Analytics

Name: RG Goutham (2018A1PS0727P)

Company: Nccarc Robotics

Company description (2-3 lines):

Nccarc is one of the fastest growing Hardware and MedTech start-ups in India and was cofounded by IIT Kanpur graduates. Nccarc became a leading manufacturer of ICU ventilators in India after developing it in the initial days of Covid-19 spread in 2020 in less than 90 days and is currently holding 18-20% market share of ICU ventilators in India.

Job Profile: Business Analyst

Job Description: The general responsibility will be to help drive core business results through delivery of strategic and tactical insights from market research and data. This will include the following:

- Gather and analyse data statically using modern and traditional methods, identification of new data sources
- Develop story lines, collect data/input, Analyse, and prepare reports/presentations for management to drive decisions
- Perform market research, identify market trends, market, and competition benchmarking

Location of Job: Pune

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

No. of offers made: 3

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Selection Process:

Branches open to: All BE and dual degree

CGPA Criteria: None

Recruitment Procedure:

Resume Shortlisting, Online Test, Technical Interview, HR Interview

• Aptitude test:

- Mix of quant, data interpretation and logical reasoning questions.
- Test was easy. However, it is important to maintain speed to finish all questions

Interview Rounds:

- You should be able to elaborate upon the points under your internships and projects clearly
- More questions were asked on internship experience in my interview rounds.
- 2 puzzles, 1 guesstimate, 2 numerical questions were asked in round 1.
- Typical HR questions and questions based on my resume were asked in round 2.
- Questions about the company were asked in both the rounds.
- Questions on general topics i.e., Cryptocurrency, Blockchain technology were asked in round 2.

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Sources of Preparation:

IIMA Case Book, Case Interviews Cracked and YouTube for Business Cases and Guesstimates.
PU training module, Indiabix and Geeks for Geeks for aptitude and puzzles

Suggestions / Other Information:

- Like most of the interviews, the major quality that the interviewer is looking for is the agility in the process of thinking.
- Take some time to think before solving guesstimates, puzzles, and aptitude questions in the interview.
- Prepare about the Company and the role as well. You should be able to justify your choice of Job Profile/Role.

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Sector: Analytics

Name: Saksham Agarwal (2018ABPS0848P)

Company: NOCCARC ROBOTICS

Company description (2-3 lines):

It a medtech start-up that holds 20% market share in making ventilators.

Job Profile: Business Analytics

Job Description:

BA Role :

- Add value to clients by generating innovative ideas
- Drive decision making through critical/thorough analysis
- Support the project leader by undertaking primary and secondary research
- A Business Analyst will be an integral part of the team working directly with the client on strategic engagements and can expect significant client interaction

Location of Job: Pune

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

No. of offers made: 3

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Selection Process:

Branches open to: All

CGPA Criteria: None

Recruitment Procedure:

- Resume Shortlisting, Online Test, Buddy Process, Interviews
- Resume Shortlisting, Online Test, Buddy Process, Interviews
- Test had 4 sections:
 - Verbal- based on a short passage, the only type of question was to identify if the given statement can be inferred from the passage or not.
 - Data Interpretation
 - Quant
 - Situation based- Watch a short video and answer the questions that follow
- Test was easy. However, it is important to maintain speed to finish all questions. Last section was not timed. Going back to previous questions is not allowed.
- Buddy Process : A person from the company is allocated as a buddy for solving cases and then he also conducts mock interviews. There was a hotlist for the buddy process as the number of students from the shortlist were high.
- Interviews: The number of rounds varies from 2-3.
 - First round is mostly based on resumes and random HR and M&A questions can be expected with a few probability based small cases/problem statements
 - Second round can be expected to have case studies/guesstimates (can be based on profitability)
 - Third round is generic with common questions like “why consulting “ etc and one can expect a puzzle type of questions

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BITS Pilani

Pilani Campus

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Sources of Preparation:

Being thorough with resume Basic HR questions preparation. Puzzles solving books Case study books - Day 1.0 , Case in point (cases can also be exchanged with friends) Search for generic puzzles, also study case in point for guesstimates and case based questions which were asked in the previous .

Relevant Courses and Certification:

No subject as such. Interns were asked easy questions from Probability and Statistics. Preparing these subjects could prove useful.

Suggestions / Other Information :

- Be good with resume preparation
- Be logical while answering and HR should natural
- Have good practice of cases especially on probability and profitability
- Guesstimates and puzzles are important

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Sector: Analytics

Name: A. Adarsh (2017B2A40513P)

Company: Meesho

Company description (2-3 lines):

Meesho is an Indian social e-commerce company. Founded by IIT Delhi graduates Vidit Aatrey and Sanjeev Barnwal in December 2015, Meesho started out as a social commerce platform. This business model typically has a three-sided marketplace - supplier, reseller, and end customer, where the reseller buys products from the supplier and sells it via platforms such as WhatsApp.

Job Profile: Business Analyst

Job Description: About the role :

- Create various algorithms for optimizing demand & supply data
- Data analysis and solution building based on insights capture from data
- Responsible for giving insights to management and help in strategic planning
- Analyse metrics, key indicators and other available data sources to discover root causes of process defects
- Support business development and help to create efficient designs and solution processes
- Determine efficient utilization of resources
- Actively engage with internal partners throughout the organization to meet and exceed customer service levels & transport-related KPI's
- Research and implement cost reduction opportunities
- Excellent problem-solving, task prioritization, follow-up, and customer service skills

What we look for:

- Proficiency in Advanced Excel and Advanced SQL (must-have), Python is Plus
- Understanding of basic statistics and probability concepts
- Cultural fit: Structured problem-solving skills. Willingness to experiment.

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Location of Job: Bangalore (Not Confirmed Yet)

No. of offers made: For Business Analyst Role, 3 offers were made.

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Selection Process

Branches open to: All BE and Dual Degree

CGPA Criteria: 6.5

Recruitment Procedure:

- No resume shortlisting was done for the BA role for Meesho, everyone who could apply for the profile were eligible to give the online test. There was no company presentation either.
- Online Test : The online test had General Aptitude, Data Interpretation, Quant type questions with +10, -10 marking scheme. The difficulty level is easy for the questions, however, time will be crucial with needing to be quick and keeping the marking scheme in mind for the test.
- Interviews : Meesho had 2 Rounds of interviews.
- First round was for 45-60 minutes. After giving a brief introduction, I was asked to solve 2-3 puzzles one by one (similar ones are available on geeksforgeeks), basic SQL questions, some questions on probability and statistics to test the level of understanding.
- Second round was also for 45-60 minutes. After giving a brief introduction, I was asked about my past internships listed on the Resume - A brief description of the role, functions and responsibilities and one business problem I solved during my internship. I was also asked why Business Analytics?
- Then, I was given a Case Study based on something gone wrong in a business operation, and how to find the reason for it.

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Sources of Preparation:

- Puzzles in the interviews can be solved on the spot, however geeksforgeeks has a collection of puzzles that can be looked at for familiarity.
- Thinking out loud during puzzles and case studies help as the interviewer can understand your point of view and may guide you if required. Also helps on a personal level for clarity of thought.
- Case Studies and Guesstimates : Case In Point can be a good source for introduction and familiarity. Having Case study prep sessions with other wingies who are preparing also helped a lot.

Relevant Courses and Certification:

- No course is mandatory as such, a starter course on SQL and reviewing basics of Probability and Statistics Course can be helpful for interviews.
- For Case Studies and Guesstimates - Case In Point book and practice sessions with wingies can be helpful.

Suggestions / Other Information :

- It may be silly but when given a puzzle, it helps me to take a moment, take a deep breath and think once that I can solve this puzzle for sure. Thinking out loud is very helpful while solving the puzzle - keeps the interviewer engaged and shows that you are confident in sharing your thought process and personally helps with clarity as well.
- For guesstimates and case studies, practicing with wingies helps a lot, helps with familiarity and interviewer perspective when your friend is solving the case study. Being familiar with the suggestions and tips mentioned in the case in point book is enough, no need to memorize things as it's important to be flexible.
- Be thorough with your resume, note down all important things you want to let the interviewer know related to your resume, especially internship experience if that is similar to the role offered. Revise SQL commands, basic concepts if mentioned in the resume.



Sector: Analytics

Name: Padam (2018A8PS0463P)

Company: Ola

Company description (2-3 lines):

Ride hailing Unicorn diversified into electric vehicles, quick commerce etc.

Job Profile: Business Analyst

Job Description:

Identify new business opportunities and insights

Location of Job: Bangalore

Exit options: MBA, Product, Strategy

No. of offers made: 15

Selection Process:

Branches open to: All

CGPA Criteria: 6+

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Recruitment Procedure:

- Round 1 - Background and resume walkthrough. My understanding of Ola as a business. Question regarding which data points would I look at to set up 200 charging points
- Round 2 - HR round

Sources of Preparation:

Read about company and do case studies

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Sector: Analytics

Name: Raghav Mantri (2018A1PS0503P)

Company: Ola

Company description:

Ola is India's largest mobility platform, and one of the world's largest ride-hailing platform, Ola has revolutionized mobility, for over a billion people, across 3 continents. Ola is dedicated to transitioning the world to sustainable mobility and making the world better than we found it.

Job Profile: Business Analyst

Job Description:

- Creating the right product road map by partnering with product managers and relevant stakeholders
- Identifying the right business and product metrics for problem-solving
- Evangelize the right analytical practices within the team
- Recommend and create the right algorithms to extract information from large data sets.
- Make recommendations and drive implementations for product or process changes prioritizing user needs.

Location of Job: Bangalore

Exit options: MBA, Product manager, Risk analyst

No. of offers made: 15

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Selection Process:

Branches open to: All B.E + Dual Degree

CGPA Criteria: 6.0

Recruitment Procedure:

- Two Online Tests (**Cognitive & Coding Assessment**), Interviews
- Cognitive section had different sections:
 - Verbal and Critical reasoning
 - Data Interpretation and Logical reasoning
 - Quant
- Test was moderate. However, it is important to maintain speed to finish all questions. Overall cognitive section consists of 60 question need to be completed in 60 minutes.
- Coding test consists of 3 Questions need to be completed in 30 minutes. Two questions of SQL and one Question of Python.
- Interviews: The number of rounds were 2.
- Technical Interview-
 - Technical interview consists of Resume grilling, One Guesstimate and SQL questions. The round was of 30 minutes.
 - First he asked about one of my projects that I have done, asked me to describe it and then he asked some questions relating to it. I was then asked about my work in PS-2 in very detail and what was my role in every work I did.
 - You should be very confident and it should reflect that you have done a significant work there.
 - As I did my PS-2 in a finance station and the interviewer was also in financial analyst division, he then asked me some follow-up questions on my responses relating to finance.
 - Then he asked me a guesstimate to calculate the number of bicycle tyres in India. I wasn't asked the SQL questions but many of the other candidates were asked SQL also.
- HR Round – Basic HR questions like
 - Why you want to become analyst?
 - What motivates you?
 - Why Ola?
 - What is your ambition?
 - Why you want to work in a product based company?

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- What if you are given a challenging work and how you will act on it?

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Sources of Preparation:

- GeeksForGeeks, W3school, Coursera/Udemy (for SQL, R, Python, etc.)
- Victor Cheng case interviews, Case in point (YouTube videos), Case interviews cracked (for guesstimates and case studies)

Suggestions / Other Information :

- Be handy with SQL. This is the most asked skill in any of the analytics companies.
- Learn python as much as you can before going for these companies. These two are must along with some aptitude practice and puzzles.
- Be very good with resume preparation
- Be logical while answering HR questions
- Have good practice of cases
- Guesstimates and puzzles are important

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Sector: Analytics

Name: Akash Naik (2018A3PS0354P)

Company: OLA Electric

Company description (2-3 lines):

Ola Electric Mobility is an Indian electric two-wheeler manufacturer based in Bangalore.

Job Profile: Business Analyst

Job Description:

- Support the project leader by undertaking primary and secondary research
- A Business Analyst will be an integral part of the team working directly with the client on strategic engagements and can expect significant client interaction
- Identifying the right business and product metrics for problem solving

Location of Job: Bangalore

Exit options: MBA

No. of offers made: 15

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Selection Process:

Branches open to: All B.E. + Pharmacy (Dual Sem PS Students are not eligible)

CGPA Criteria: 6+ post PS

Recruitment Procedure: Aptitude+SQL test, Case study, HR interview

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Sources of Preparation:

Case Interviews Cracked, Youtube

Suggestions / Other Information :

- Be good with resume preparation
- Be logical while answering and HR should natural
- Have good practice of cases involving market entry and profitability
- Have Basic understanding of SQL

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Sector: Analytics

Name: Akshat Garg (2018A2PS0099P)

Company: Ola Electric

Company description (2-3 lines):

Subsidiary of the existing Ola brand.

Introduced new electric scooters in the market.

Job Profile: Business Analyst

Job Description:

- Creating the right product road map by partnering with product managers and relevant
- Identifying the right business and product metrics for problem solving.
- Work with engineering/data platform teams on designing and building of data analysis systems for large datasets and extracting meaningful data for product teams.
- Recommend and create the right algorithms to extract information from large data sets.
- Make recommendations and drive implementation for product or process changes prioritizing user needs.

Location of Job: Bangalore

Exit options: MBA, Product roles, senior management roles after experience

No. of offers made: 3

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Selection Process:

Branches open to: Civil, Mech, Manu

CGPA Criteria: 6+

Recruitment Procedure:

3 Interview round

- Technical round: Resume was thoroughly grilled for projects and internship experience. Questions regarding minor courses were asked.
- Technical + HR Round : Basic questions around the resume and extra curriculars were asked. Like : Reasons for BA role and BA role in Ola.
- HR round : Basic HR questions were asked. This was a very small round.

Sources of Preparation:

w3schools for learning, hacker rank for practise

Suggestions / Other Information :

- Soft skills and presence of mind during the interview matter more than what's there on your resume
- Go through your resume thoroughly and have answers for the typical questions that might be asked.

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Sector: Analytics

Name: Prateek Pankaj Sharma (2017B5A20711P)

Company: OLA Electric

Profile: Business Analyst

Recruitment Procedure:

- Technical Round:
 - The first round started with some basic questions based on my resume. The interviewer inquired about the different analytical tools commonly used in the industry. Detailed and insightful questions were asked about the projects I had done during my PS II and previous internships. This was followed by an analytical problem specifically concerning the company.
 - The second round was taken by a BITSian and was also based around the resume, and my choice of projects and PORs were discussed in length. The round concluded with some situational interview questions.
- HR Round:
 - This round was not a typical HR round that everyone expects. However, the setting was very lighthearted and casual.
 - The interviewer asked me about my personal experiences from my previous internships. I was also presented with some virtual scenarios to judge as to how I would react.
- Aspects of Preparation to be focused upon: Aptitude training, Interview Questions, Coding Practice (Python, SQL, etc.)

Sources of Preparation:

Examly, w3schools, Coursera/Udemy (for SQL, R, Python, etc.)

Courses and Certification:

(SQL, Python, R, Advance excel) – Coursera/Udemy

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BITS Pilani
Pilani Campus



BITS Pilani
Pilani Campus

Other Relevant Information:

Try and relate the projects you have done to the required profile, also, attract attention to your recent projects and your PS in general. A good grasp of writing complex queries of SQL will certainly go a long way and above all, stay confident and firm.

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Sector: Analytics

Name: Anirudh Premanand (2018A3PS0382P)

Company: OLA Electric Mobility Pvt Ltd

Company description (2-3 lines):

India's largest mobility platform, and one of the world's largest ride hailing platforms, Ola has revolutionized mobility for over a billion people across 3 continents. In its decade long journey so far, Ola has forayed into other, newer business streams as well, spanning its wings across Financial Services, Cloud Kitchens, Used Vehicle Sales and Electric Vehicles. Ola is dedicated to transitioning the world to sustainable mobility.

Job Profile: Business Analyst

Job Description:

- Creating the right product roadmap by partnering with product managers and relevant stakeholders
- Identifying the right business and product metrics for problem-solving
- Evangelize the right analytical practices within the team
- Work with engineering/data platform teams on designing and building data analysis systems for large data sets and extracting meaningful data for product teams
- Recommend and create the right algorithms to extract information from large data sets
- Make recommendations and drive implementation for product or process changes prioritizing user needs

Location of Job: Bangalore

Exit options: MBA (regular or in Business Analytics), MS in Data Science, Managerial roles

No. of offers made: 15

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Selection Process

Branches open to: All B.E. (except C.S.) + Pharma

CGPA Criteria: 6

Recruitment Procedure:

- Resume Shortlisting, Online Test, Interviews
- *Test:* The test had an *aptitude* section (Verbal, Logical Reasoning & Quant) & a *coding* section (1 SQL & 2 Python questions). Both were relatively easy, though speed was of essence.
- *Interview:* There were 2 rounds of interviews
 - The first was the technical round, though no python or SQL questions were asked. There were generic resume-based & HR questions, followed by a guesstimate.
 - The second round was an HR round, with the usual questions.
 - Being thorough with the resume (especially projects & internships)
 - Preparing answers for regular HR questions
 - Practicing Aptitude tests (just enough to be confident about one's speed) - I found Indiabix to have a good collection of questions
 - Practicing SQL & Python - W3schools, Interviewbit etc.
 - Practicing Case Studies & Guesstimates - Day 1.0 (Shreyas Nair, Nishad Acharya, Swapnil Basak), Case Interview Secrets (Victor Cheng), Case Interviews Cracked (Sankalp Kelshikar, Saransh Garg), Consulting Book (ISB 2018) - Not necessary to read all of these; Use these as references/starting materials & practice significantly with peers
- There weren't any necessary courses/certifications. But certifications about Python, analytics or business foundations could of course help as differentiating factors.
- The suggestions generic for any analytics role:
 - If you are in your 1st/2nd year, take up various responsibilities in clubs, assocs etc.
 - Try doing courses & projects in python/R & data analytics
 - Read the case-studies material beforehand, & practice as much cases with peers as possible
- Try to do internships that involve analytics (SQL, Python/R/SAS)

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Sector: Analytics

Name: Rohit Singh Bhadauria (2018A3PS0356P)

Company: OLA Electric

Company description (2-3 lines):

Ola Electric Mobility is an Indian electric two-wheeler manufacturer, based in Bangalore. Its manufacturing plant is located in Krishnagiri, Tamil Nadu, India. As of December 2021, it is valued at \$2.7 billion.

Job Profile: Business Analyst

Job Description:

- Creating the right product road map by partnering with product managers and relevant stakeholders
- Identifying the right business and p metrics for problem-solving
- Evangelize the right analytical practices within the team,
- Work with engineering/data platform teams on designing and building data analysis systems for large data sets and extracting meaningful data for product teams
- Recommend and create the right algorithms to extract information from large data sets
- Make recommendations and drive implementation for product or process changes prioritizing user needs.

Location of Job: Bangalore

Exit options: Not specified as such

No. of offers made: 15

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Selection Process:

Branches open to: ALL

CGPA Criteria: 5.5 CGPA Before PS

Recruitment Procedure:

- Resume Shortlisting, Online Test, Buddy Process, Interviews
- Test had 4 sections:
 - Verbal- based on a short passage, the only type of question was to identify if the given statement can be inferred from the passage or not.
 - Data Interpretation
 - Quant
 - Situation based- Watch a short video and answer the questions that follow
- The test was easy. However, it is important to maintain speed to finish all questions.
- Interviews: The number of rounds was 2
- Technical interview:
 - Kicked off with a discussion on the resume. I was asked to pick any project listed on my resume and explain it from scratch, like why did we think of doing that project, how it works, what was my exact contributions in the project, and wherein real-world that project can make an impact.
 - Then we ventured ahead with a few SQL queries as it was mentioned in my resume. And then we solved a case study with the problem statement “Imagine you are a category sorting agent in amazon, you received a new product some ayurveda powder which claims to increase your immunity, you want to run a pilot programme in Delhi. How would you determine how many of these powder packets you should stock up?”
- The second-round round was the HR round which mainly consisted of questions related to my past experiences in corporate and team environment, to evaluate how I would perform in a team.

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Sources of Preparation:

Being thorough with resume Basic HR questions preparation. Puzzles solving books Case study books - Day 1.0 , Case in point (cases can also be exchanged with friends) Search for generic puzzles, also study case in point for guesstimates and case based questions which were asked in the previous year

Relevant Course and Certification:

None are necessary, but NNFL concepts and project could help in getting an edge over others

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Sector: Analytics

Name: Sanket Mittal (2017B5A10680P)

Company: OLA Electric

Company description (2-3 lines):

Ola Electric Mobility is an Indian electric two-wheeler manufacturer, based in Bangalore. Its manufacturing plant is located in Krishnagiri, Tamil Nadu, India. As of December 2021, it is valued at \$2.7 billion.

Job Profile: Business Analyst

Job Description:

- Creating the right product road map by partnering with product managers and relevant stakeholders.
- Identifying the right business and product metrics for problem-solving.
- Evangelize the right analytical practices within the team.
- Work with engineering/data platform teams on designing and building data analysis systems for large data sets and extracting meaningful data for product teams.
- Recommend and create the right algorithms to extract information from large data sets.
- Make recommendations and drive implementation for product or process changes prioritizing user needs.

Location of Job: Bangalore

No. of offers made: 15

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Selection Process

Branches open to: All

CGPA Criteria: 6+

Recruitment Procedure:

- **Technical Round:**
 - The first round started with some basic questions based on my resume. The interviewer inquired about the different analytical tools commonly used in the industry.
 - Detailed and insightful questions were asked about the projects I had done during my PS II and previous internships.
 - This was followed by an analytical problem specifically concerning the company. The round concluded with some situational interview questions.
- **HR Round**
 - This round was not a typical HR round that everyone expects. However, the setting was very light hearted and casual.
 - The interviewer asked me about my personal experiences from my previous internships. I was also presented with some virtual scenarios to judge as to how I would react.

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Sources of Preparation:

YouTube

Relevant Courses and Certification:

No subject as such. We were asked easy questions from Guesstimates and SQL. Preparing these subjects could prove useful.

Suggestions / Other Information :

- Be good with resume preparation
- Be logical while answering and HR questions should be answered naturally.
- Guesstimates are important
- Have good practice of cases especially on probability and profitability

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Sector: Analytics

Name: Shreyansh Jain (2017B4A20683P)

Company: OLA Electric

Profile: Business Analyst

Recruitment Procedure

- **Online Test:** There were 2 modules in the test:
 - Aptitude (60 mins): There were approx 20 questions each on verbal, data interpretation and quant. This module had moderate difficulty and somewhere similar to the level of CAT and other aptitude tests.
 - Coding (30 mins): There were 2 coding and 1 SQL questions. All questions were very basic, the SQL question was based on simple order by and substring queries. The other 2 programming questions were really simple you just need to know a little bit of string formatting and basics (pre-midsem part of CP)
- **Technical Round:**
 - The interview was mostly based on my resume majorly because I had mentioned two relevant internships related to analytics/product.
 - The motive of the interviewer was to evaluate the impact that I created rather than my knowledge of tools. Though he did ask me basics about a few tools/techniques like A/B testing and Figma (I mentioned that on my resume) to ensure I wasn't bluffing.
 - The next part was a case study, where I was asked to find optimum pickup and drop off locations if Ola entered a market similar to Zoom Car, the aim was to evaluate my approach and the variables I considered with no discussion on any numbers.
 - Lastly, there was an informal discussion about various verticals of Ola and the new segments Ola is venturing in. The interview went for around 40 minutes
- **HR Round:** The interviewer asked me to explain the concept of Dual Degree and how both my degrees align. There was discussion about my future goals and why Ola would be the right fit for me. The interview went for around 15-20 mins.
- **Aspects of Preparation to be focused upon:** Aptitude, Coding (very basic), SQL, Python (You would not be evaluated on python, but it's a good to have skill)

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Sources of Preparation:

Placement repository for SQL, Indiabix for aptitude

Other Relevant Information:

Previous internship experience in related fields is really helpful, one could focus on guesstimates and case study and basics of SQL, Python. A good product/market acumen is really helpful.

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Sector: Analytics

Name: Tanmay Agrawal (2017B1A10440P)

Company: OLA Electric

Company description (2-3 lines):

India's largest mobility platform, and one of the world's largest ride-hailing platforms, Ola has revolutionized mobility, for over a billion people, across 3 continents. In its decade long journey so far, Ola has foraged into other, newer business streams as well, spanning its wings across Financial Services, Cloud Kitchens, Used Vehicle Sales, and Electric Vehicles, which are being manufactured at the Ola Futurefactory, which is the largest, most advanced and sustainable two-wheeler factory in the world. Ola is dedicated to transitioning the world to sustainable mobility and making the world better than we found it.

Job Profile: Business Analyst

Job Description:

What'd you be doing at Ola:

- Creating the right product road map by partnering with product managers and relevant stakeholders.
- Identifying the right business and product metrics for problem-solving.
- Evangelize the right analytical practices within the team.
- Work with engineering/data platform teams on designing and building data analysis systems for large data sets and extracting meaningful data for product teams.
- Recommend and create the right algorithms to extract information from large data sets.
- Make recommendations and drive implementation for product or process changes prioritizing user needs.

Key competencies:

- Ability to learn and grow in a fast-paced setup
- Work in a cross-functional team, collaborating with peers during the entire SDLC.
- Write maintainable/scalable/efficient code.

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- Follow coding standards, unit-testing, code reviews etc. Strong problem solving and debugging skills
- Good knowledge of Data Structures and Algorithm is a must
- Follow release cycles and commitment to deadlines.

Software/Tools System Exposure:

- Excellent coding skills in Java/ any other object-oriented programming language
- Must possess Knowledge of any one database -RDBMS / non-relational DB Must have a good understanding of Web Technologies
- Having experience with scalable systems handling large amounts of data is a plus

Location of Job: Ola Campus in Koramangala, Bengaluru

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

No. of offers made: 15



Selection Process:

Branches open to: All single and dual degree (Excluding dual PS)

Recruitment Procedure:

- Resume shortlisting, Online Test, Interviews
- Online Test: Aptitude Assessment (60 Ques - 60 Minutes) **followed by** Coding Assessment (3 Ques – 30 Minutes) (2SQL,1 Python)
- Interviews:
 - Technical Round:
 - Resume overview: What did you do in BITS?
 - Asked about PS2 work
 - Guesstimate question: Estimate the number of cabs in Mumbai city
 - Note: For some candidates, SQL was also asked mostly basics of theory and query
 - HR Round:
 - Resume overview
 - Asked about major learnings from PS2 work
 - Do you have any questions for us?

Sources of Preparation:

- For guesstimates: Casebooks of IITs/IIMs, The Product Manager Interview book by Lewis C. Lin
- For SQL: Google Top 50 SQL questions asked in interview

Suggestions / Other Information:

- Be thorough with your resume and be ready for any types of questions
- Only add those electives/programming languages you are confident of in the resume
- Answer to the point and don't unnecessarily extend your answer
- Practice guesstimates with friends as you will develop skills to interact while solving

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Sector: Analytics

Name: Aakanksha Kesarwani

Company: OYO Rooms

Company description (2-3 lines):

Job Profile: Business Analyst

Job Description:

BA Role :

- Add value to clients by generating innovative ideas
- Drive decision making through critical/thorough analysis
- Data mining and analysis with SQL, Excel and Power BI
- Identify and analyse impact metrics

Skill Set:

- Problem solving
- Analytical skills

Location of Job: TBA

No. of offers made: 10

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Selection Process

Branches open to: All BE + dual degree + Pharma

CGPA Criteria: None

Recruitment Procedure:

- Resume Shortlisting, GD, Interviews
- GD: GD on simple topics like Virtual learning, 10 people in a group.
- Interviews: Resume walkthrough. Behavioral questions and questions on career aspirations.

Sources of Preparation:

Be thorough with behavioural questions. Prepare an analytics focused resume. Be sure about everything written on your resume, prepare in detail. Expect questions on PORs and any little details you put in the resume.

Relevant Courses and Certification:

SQL, R programming can be helpful.

Suggestions / Other Information :

- Be good with resume preparation
- Be logical while answering, show problem solving and analytical skills through projects/internships



Sector: Analytics

Name: Mashetti Sai Praneeth Akhil (2018A2PS0662P)

Company: OYO

Company description (2-3 lines):

OYO Rooms (stylised as **OYO**), also known as **OYO Hotels & Homes**, is an Indian multinational OTA, homes and living spaces. Founded in 2012 by Ritesh Agarwal, OYO initially consisted mainly of budget hotels. The startup expanded globally with thousands of hotels, vacation homes and millions of rooms across more than 80 nations including India, Malaysia, UAE, Nepal, China, Brazil, Mexico, UK, Philippines, Japan, Saudi Arabia, Sri Lanka, Indonesia, Vietnam, the United States and more.

Job Profile: Business Analyst

Job Description:

- Drive meaningful business insights, and measure performance from data - Build templates and dashboards to automate operational and management reporting;
- Own analytical problems and data for the channel, Develop and deep dive into key impact metrics for the channel; Design experiments, test hypotheses, build models, and scale what works.
- Make the channel a data-driven organization by creating platforms to better access, interpret and use data in driving day-to-day
- Perform data-mining and analysis using tools including MS Excel, OBIEE, MySQL, SQL, Oracle BI and Cognos to identify trends and develop forecasts, as well as identify opportunities for cost savings and quality improvements.
- Own, develop and maintain metrics allowing more granular explanations of weekly/monthly/quarterly business report trends and driving the prioritization of quality/cost improvement projects

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Location of Job: Gurgaon

Exit options: Product Analytics, APM roles

No. of offers made: 10

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Selection Process

Branches open to: All B.E + B.Pharm

CGPA Criteria: None

Recruitment Procedure:

Resume shortlisting, GD, General discussion based on resume and some HR questions

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Sources of Preparation:

Your Resume, Generic HR Questions, General tips on how to do well in GD

Suggestions / Other Information :

- For Placements in General, start your preparation 1-2 months before placements, for us companies started coming from last week of December.
- Preparation required for non-core: Aptitude (check CAT Previous year papers, some companies directly asked previous CAT and GMAT Questions), Practice case studies and SQL
- Placements will be stressful phase of college life, Give your best and prepare for the worst and Most Importantly, stay in touch with your friends.

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Sector: Analytics

Name: Neil Kulkarni (2018ABPS0499P)

Company: OYO Rooms

Company description (2-3 lines):

OYO Rooms (stylised as OYO), also known as OYO Hotels & Homes, is an Indian multinational OTA, homes and living spaces. Founded in 2012 by Ritesh Agarwal, OYO initially consisted mainly of budget hotels. The start-up expanded globally with thousands of hotels, vacation homes and millions of rooms across more than 80 nations including India, Malaysia, UAE, Nepal, China, Brazil, Mexico, UK, Philippines, Japan, Saudi Arabia, Sri Lanka, Indonesia, Vietnam, the United States and more.

Job Profile: Business Analyst

Job Description:

- Drive meaningful business insights, and measure performance from data - Build templates and dashboards to automate operational and management reporting.
- Own analytical problems and data for the channel, Develop and deep dive into key impact metrics for the channel. Design experiments, test hypotheses, build models, and scale what works.
- Make the channel a data-driven organization by creating platforms to better access, interpret and use data in driving day-to-day
- Perform data-mining and analysis using tools including MS Excel, OBIEE, MySQL, SQL, Oracle BI and Cognos to identify trends and develop forecasts, as well as identify opportunities for cost savings and quality improvements.
- Own, develop and maintain metrics allowing more granular explanations of weekly/monthly/quarterly business report trends and driving the prioritization of quality/cost improvement projects

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Required Candidate profile:

- Problem solving: First principle thinking, structured approach to problem solving and critical thinking
- Analytical skills: Ability to collect, organize, analyse, and disseminate significant amounts of information with attention to detail and accuracy
- Bachelor Degree in Engineering (BE/ B.Tech) from top institute / colleges are preferred.

Technical expertise:

- Understanding of statistical modelling and data mining concepts, and a track record of solving problems with these methods
- Communication and presentation: Ability to extrapolate data to meaningful business insights;
- Good data visualisation and presentation skills
- Proficiency in SQL, R / Python, Advance Excel is good to have.

Location of Job: India

Exit options: None

No. of offers made: 1

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Selection Process

Branches open to: All BE and dual degree

CGPA Criteria: None

Recruitment Procedure:

There are 3 rounds for the selections for this role:

- Resume Shortlisting
- Group Discussion: Once we reached this round, we are arranged in groups of 7-9 people and a topic is given to us. Then we need to present our points in favour or against the topic.
- Interviews: Once we are through the Group Discussion phase, we are then shortlisted for interview round where we are questioned on our resume, work we did in our college days, skills we got and they could also ask few brain teasers puzzles and guesstimates and case studies to evaluate us.

Sources of Preparation:

Being thorough with resume Basic HR questions preparation. Puzzles solving books Case study books - Day 1.0, Case in point (cases can also be exchanged with friends) Search for generic puzzles, also study case in point for guesstimates and case-based questions which were asked in the previous year

Suggestions / Other Information:

- Be good with resume preparation
- Be logical while answering and HR should natural
- Have good practice of cases especially on probability and profitability
- Guesstimates and puzzles are important

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Sector: Analytics

Name: Sakshi Gupta (2018A1PS0910P)

Company: OYO Rooms

Company description (2-3 lines):

OYO Rooms is also known as OYO Hotels and Homes. It is an Indian multinational OTA, homes and living spaces.

Job Profile: Business Analyst

Job Description:

- Build templates and dashboards to automate operational and management reporting.
- Creation of a platform to better access, interpret and use data in driving day to day.
- Perform data mining and analysis using tools like MS Excel, My SQL, SQL etc to identify trends and develop forecasts.

Skill requirements:

- Problem solving
- Analytical skills
- Communication skills
- Knowledge of SQL, MS Excel

Location of Job: Anywhere in India

No. of offers made: 1

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Selection Process:

Branches open to: All branches BE + Pharma

Recruitment Procedure:

There were two rounds:

- Group discussion round
- Interview - Questions were asked based on the resume and why business analysts.

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Sources of Preparation:

One should know everything written in the resume.

Relevant Courses and Certification:

There is no such relevant course that can help in its preparation.

Suggestions / Other Information:

Just be confident and logical. The most important thing is to be natural.



Sector: Analytics

Name: Shashvat Kumar Singh(2018A2PS0464P)

Company: OYO Rooms

Company description (2-3 lines):

OYO is a global platform that aims to empower entrepreneurs and small businesses with hotels and homes by providing full-stack technology products and services that aims to increase revenue and ease operations; bringing easy-to-book, affordable, and trusted accommodation to customers around the world.

Job Profile: Business Analyst

Job Description:

BA Role :

- Perform data-mining and analysis using tools to identify trends and develop forecasts, as well as identify opportunities for cost savings and quality improvements
- Own, develop and maintain metrics allowing more granular explanations of weekly/monthly/quarterly business report trends and driving the prioritization of quality/cost improvement projects
- Provide analysis support on projects, new initiatives and strategic decisions. Collaborate with business, product and technology teams to implement projects
- Be a part of the core team that designs algorithms for new IP products and services
- Develop new technological ways for solving high end problems with data science, analytics and visualization
- Design experiments, test hypotheses, build models, drive control groups and scale what works
- Work with various stakeholders to identify the business requirements, define working methodologies and the expected outcome
- Make OYO a data driven organization by creating platforms to better access, interpret and use data in driving day-to-day decisions and business functioning

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- Track project issues, concerns, deliverables, and acceptance criteria.

Skill Set:

- Working knowledge of a query language SQL/MySQL/T-SQL is a must
- Experience with programming languages like Python is a must
- Knowledge of statistical analysis tools is strongly desired
- Knowledge of any scripting language is strong advantage
- Proficiency with presentations and MS Office is good to have
- Google analytics will be an advantage

Location of Job: Gurgaon

Exit options: MBA, Switching to a more tech focused role.

No. of offers made: 1

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Selection Process

Branches open to: All BE and dual degree

CGPA Criteria: None

Recruitment Procedure:

- Resume Shortlisting, Group discussion, Interview
- The first round was Group discussion.
 - Shortlisted candidates were divided in 4 groups with each group having 11 people. A random topic was given to each group for discussion.
 - After giving our individual inputs on the topic, each participant then had to summarise the discussion in 2 minutes. The topic which my group had been given was - " Online mode of education and its pros and cons ".
- The second round was an Interview round.
 - I was mainly asked questions about my resume, my reasoning behind choosing this role even though I was from a core branch, and my strengths and weaknesses.
 - I was then asked about how I would use data and my prior knowledge of analytics to help the company grow.
 - Questions were mostly focused on checking my perseverance, analytical as well as social skills.
 - No questions on SQL,Python, Statistics and Probability were asked.

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Sources of Preparation:

- Being thorough with your resume. Adding an intern in an analyst specific role to your resume would be certainly very beneficial.
- Attend mock Group discussions for practice.
- Online courses on Business Analytics and SQL is a plus.
- Do some prior research on the company and also prepare an answer about your strengths and weaknesses.

Relevant Courses and Certification:

Nothing specific. One can refer to YouTube content and other free courses for basic Business Analytics and SQL knowledge.

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Sector: Analytics

Name: Shivanshu Tewari (2017B2A10634P)

Company: OYO Rooms

Company description (2-3 lines):

OYO is a global platform that aims to empower entrepreneurs and small businesses with hotels and homes by providing full-stack technology products and services that aims to increase revenue and ease operations; bringing easy-to-book, affordable, and trusted accommodation to customers around the world. OYO offers 40+ integrated products and solutions to patrons who operate over 157K hotel and home storefronts in more than 35 countries including India, Europe, and Southeast Asia.

Job Profile: Business Analyst

Job Description:

- Drive meaningful business insights, and measure performance from data - Build templates and dashboards to automate operational and management reporting;
- Own analytical problems and data for the channel, Develop and deep dive into key impact metrics for the channel; Design experiments, test hypotheses, build models, and scale what works.
- Make the channel a data-driven organization by creating platforms to better access, interpret and use data in driving day-to-day
- Perform data-mining and analysis using tools including MS Excel, OBIEE, MySQL, SQL, Oracle BI and Cognos to identify trends and develop forecasts, as well as identify opportunities for cost savings and quality improvements.
- Own, develop and maintain metrics allowing more granular explanations of weekly/monthly/quarterly business report trends and driving the prioritization of quality/cost improvement projects

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Location of Job: Gurgaon

Exit options: MBA, Join any other firm which has a BA role.

No. of offers made: 10

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Selection Process

Branches open to: All branches

CGPA Criteria: No CGPA requirement

Recruitment Procedure:

Resume Shortlisting followed by GD followed by interview. The GD topic was related to current affairs. In most of the interviews questions were asked from Resume and no case study was asked but in my interview apart from few questions on resume a profitability case study was also asked.

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Sources of Preparation:

- Watched Victor Chang videos from Youtube.
- Watched guesstimates videos and practiced some questions from IIM A casebook.
- Did cases from case interview cracked and day 1.
- Revised my resume thoroughly.

Relevant Courses and Certification:

If you know SQL, Python then it is good but as such no courses or certification is required.

Suggestions / Other Information:

Talk to the people who have good knowledge of non technical roles. Try to do some mock interviews with them, it helps a lot.

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Sector: Analytics

Name: Tanay Jha (2017B2A21048P)

Company: OYO Rooms - Data Scientist role

Company description (2-3 lines):

OYO Rooms is an Indian multinational OTA, homes and living spaces, founded in 2012 by Ritesh Agarwal. The start-up expanded globally with thousands of hotels, vacation homes and millions of rooms across more than 80 nations including India, Malaysia, UAE, Nepal, China, Brazil, Mexico, UK, Philippines, Japan, etc.

Job description:

- Closely working with the core team to design algorithms for dynamic pricing and revenue/profit optimization
 - Conduct advanced statistical analysis to provide actionable insights, identify trends, and measure performance
 - Develop new technological ways for solving high-end problems with data science & analytics. Designs experiments, test hypotheses and build models
 - Works with senior management to identify the business requirements and the expected outcomes, recommend ongoing improvements to methods and algorithms
 - Extensive background in data mining and statistical analysis, deep understanding of statistical modelling, data mining concepts, and a track record of solving problems with these methods.
 - Good to have experience with supervised, unsupervised, and reinforcement learning ML techniques, Good to have experience with libraries such as NumPy, pandas, scikit-learn, and frameworks such as Keras/Tensorflow, Spark, Hive
 - Able to understand and various data structures and common methods in data transformation, demonstrated programming skills in relevant languages, including Python and R, and SQL
- Strong communication and teamwork skills

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Selection Process

Branches open to: All B.E. + Pharma

Recruitment Procedure:

- GD + 2 interviews
- We were given a contemporary topic for the GD, “Should there be media freedom in India?”. The discussion was done for 12 mins, and at the end, each participant was given 30 secs to voice their conclusions. A brief reading of the day’s newspaper might be helpful for the GD.
- The first interview was a mix of HR/Technical Questions:
 - Tell us about yourself, questions based on resume
 - How would you rate yourself in the following tools: Python, SQL, R, Excel
 - Any two suggestions/features you would like to implement at Oyo. Describe your procedure, thought process.
- The second interview was mostly a technical one:
 - If you were to find the square root of a perfect square, [what algorithm](#) would you use?
 - Given an array of numbers, how many subarrays are possible?
 - How would you parse/scrape data from a dynamic website, which generates its content using JavaScript?
 - Describe any data science projects you have done, if any.

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Sources of Preparation:

Basics of data science, DSA, basic HR questions preparation

Relevant Courses and Certification:

You should know the basics of Data Science (courses on Coursera.org will be helpful). It would also be helpful to skim through DSA topics. Intermediate knowledge of Python or R will be very helpful.

Suggestions / Other Information:

- Before going for the GD, skim through the day's newspaper.
- Do ask questions to the interviewer if you are confused anywhere.
- You should be thorough with each and every detail on your Resume

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Sector: Analytics

Name: Neha Raj Sriram (2018B1TS1126P)

Company: PharmaACE Analytics

Company description (2-3 lines):

PharmaAce is a data analytics company which uses science, technology, data and business strategy. They provide technology, analytics and consulting services to clients (bio-pharmaceutical companies) in order to help them make effective and timely decisions.

Job Profile: Analytics trainee

Job Description:

- Performing in depth market research and analyzing data to derive understanding of the disease based on client requirements.

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- Monitoring and creating Drug and Disease Forecast models on various Therapeutic areas based on bottom to top approaches. Recommend actions by analysing and interpreting data, thus conducting comparative analyses.
- Qualitative and Quantitative Analyses, Data mining, business intelligence, and valuation in reaching conclusive analysis for various Therapeutic areas of client interest. Converting models into presentable Reports and presentations for effective utilisation by clients.
- Analyse, interpret and synthesise learning from primary and secondary research sources, drawing conclusions that are actionable, impactful, and accessible for stakeholders
- Monitoring competition/indications/market/regulatory environment that can impact the product of interest
- Representing information and insights into presentable reports (PowerPoint/ Word/ Excel) for effective utilization by clients
- Proactively identify business challenges/ opportunities and work closely with the team to develop research objectives, select methodologies, plan research projects, write and program questionnaires, and complete analysis and reporting.

Location of Job: Pune

Exit options: MBA

No. of offers made: 5

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Sector: Analytics

Name: Archit Golatkar (2018A4PS0572P)

Company: Piramal Capital and Housing Finance

Company description (2-3 lines):

PCHF is a non-banking finance company. It offers different loans like business loans, personal loans, etc.

Job Profile: Data Science Intern

Location of Job: Mumbai/Bangalore

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

No. of offers made: 5

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Sector: Analytics

Name: Pratyush Khare (2018ABPS0089P)

Company: Piramal Capital Housing and Finance Limited

Company description (2-3 lines):

Piramal Capital & Housing Finance Limited (PCHFL), wholly owned subsidiary of Piramal Enterprises Limited, is registered as a housing finance company with National Housing Bank (NHB) and engaged in various financial services businesses. It provides both wholesale and retail funding opportunities across industry sectors.

Job Profile: Data Analyst

Job Description:

The work generally includes retrieving large data tables using complex SQL queries, merging them based on different logics, cleaning the data and then grouping and summarising the data which was then to be used for either a machine learning model creation after feature engineering or for showing them in easy to understand graphs and plots to the business teams.

Location of Job: Mumbai / Bangalore

Exit options: Any other company offering Data Analyst/SDE roles.

No. of offers made: 6

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Selection Process:

Branches open to: All Branches (B.E + Msc)

CGPA Criteria: None

Recruitment Procedure:

During internship a review of my work done in the company was to be presented to the team head and HR as a presentation. This review was used to select the students for the PPO.

Sources of Preparation:

Courses available in the data science minor like ML, Foundations of Data Science etc. and data analysis courses available on online platforms

Relevant Courses and Certification:

- OOP
- DSA
- ML
- SQL
- Python
- Excel

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Sector: Analytics

Name: Siddharth Gupta (2018A8PS0342P)

Company: PwC MC Analytics

Company description (2-3 lines):

PwC is a multinational corporation which provides Assurance, Advisory, and Tax planning services to its clients. PwC's Technology, Media and Telecommunications (TMT) industry practice consists of multidisciplinary industry specialists who work closely with clients to solve complex business problems and enhance their ability to build value, manage risk and improve performance in a digitally connected world.

Job Profile: Data Scientist

Job Description:

Role:

Work with teams based in both US and India to derive insights from data and build AI/ML models depending on the client's expectations.

Skill Set:

- Machine Learning
- Python
- Pyspark
- Data Visualization tools (Alteryx, Tableau, PowerBI)

Location of Job: Mumbai/Bangalore

No. of offers made: 4

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Selection Process

Recruitment Procedure:

Received a PPO in PS2.

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Sector: Analytics

Name: Nirmal J (2018A4PS0511P)

Company: Schneider Electric

Company description (2-3 lines):

Schneider Electric SE is a French multinational company providing energy and automation digital solutions for efficiency and sustainability. It addresses homes, buildings, data centers, infrastructure and industries, by combining energy technologies, real-time automation, software and services.

Job Profile: Graduate Engineering Trainee - Global Supply Chain Analytics

Job Description:

Scope of role:

- Analyze large, complex data sets and create scalable solutions to business problems using statistical techniques and Machine Learning.
- Establish scalable, efficient and automated processes for large scale data analysis, model development, deployment, experimentation, and evaluation.
- Research and implement novel machine learning and statistical approaches.

Key Skills required:

- Analytic skills must include the ability to see the big picture and the demonstration of strong business intuition.
- Strong problem-solving skills with a drive to learn and master new technologies and techniques.
- Familiar with theory and practice of relevance and Machine Learning.
- Excellent verbal and written communication skills

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Location of Job: Bangalore

Exit options: There is No Service Agreement clause for any Full Time Hires at Schneider Electric. The Probationary Period for University Hires is 9 months.

No. of offers made: 4

Selection Process:

Branches open to: All B.E (including dual degree students)

CGPA Criteria: 6.5 CGPA after sem 7

Recruitment Procedure:

- The selection process includes three steps; Online Test, Technical interview and HR interview.
- Online Test :
 - There were two modules for the online assessment. Each module had individual cut offs. The first test allowed you to select your core branch (Mechanical, Computer Science, Civil, Electrical and Chemical).
 - Questions from the selected branch were asked in this test. In the second test there were various sections; verbal ability, puzzles, gaming, aptitude and behavioural test.
- Technical Interview:
 - Questions related to the job were asked. (What is the importance of data analytics? Why is it useful? Tell an example where data analytics can be used? Tell me about your internship experiences.)
 - Asked about my hobbies and I mentioned I was interested in solving puzzles. So I was given a task to solve 3 puzzles.
- HR Interview: Usual HR interview questions were asked (Why do you want to join SE? Tell me about your greatest achievement. How was your BITS Pilani campus life? What are your weaknesses? Do you know the reasons because of which you failed the previous interviews?).

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Sources of Preparation:

Revise the basic concepts of your branch (If you are from Mechanical go through conceptual thermodynamics questions, mechanics of solids and basic concepts and laws of motions) Practice aptitude questions and puzzles from various online sources like GeekforGeeks and Indiabix.

Relevant Courses and Certification:

No relevant courses, but knowledge from your If you have an internship in a data analytics field certifications are not required. But certifications of SQL, Python and any data visualization tools like Tableau is a plus.

Suggestions / Other Information :

- Be honest and confident with your answers.
- Try to make a good resume and go through the resume before the interview, because anything can be asked from the resume.
- Be natural while answering HR questions



Sector: Analytics

Name: Sai Yasaswini Vemula (2017B1A11056P)

Company: Schneider Electric

Job Profile: Global Supply Chain Analytics

Location of Job: Bangalore

No. of offers made: 6 for 2 profiles

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Selection Process:

Branches open to: All BE

CGPA Criteria: 6.5+

Recruitment Procedure:

- An online test was conducted which had modules covering numerical, verbal, pattern recognition, aptitude abilities followed by 2 rounds of interviews.
- In technical round I was asked about questions related to my internships and projects, a guesstimate was given, knowledge of SCM was also tested and finally a question related to sql was asked, finally company related questions.
- In HR round, basic HR questions were asked.

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Sources of Preparation:

Supply chain management course, company profile, sql and data analytics.

Relevant Courses and Certification:

SCM course, Udemy or coursera (for sql and data analytics)

Suggestions / Other Information :

Questions asked in the interview can vary from person to person even of its for same role depending up on the resume, so be well prepared with the points you write in your resume

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Sector: Analytics

Name: Aditya Tripathi (2018A4PS0564P)

Company: Sprinklr

Company description:

Sprinklr is an American software company based in New York City that develops a SaaS customer experience management platform.

Job Profile: Product Analyst

Job Description:

- Work closely with the Product Management team to improve product adoption.
- Use product usage data to understand customer pain points and recommend possible solutions to the product team
- Work closely with product management & engineering teams on new features research, POC with clients & benchmarking with competitors.

Location of Job: Gurgaon

Exit options: MBA in IIM

No. Of offers made: 8

Selection Process:

Branches open to: All branches

CGPA Criteria: 6+

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Recruitment Procedure:

- Resume shortlisting , Aptitude test , 3 Technical & 1 HR Round
- Aptitude test had around 25 questions which had to be completed within 30 mins. The questions were a mix of difficult and easy questions. Speed is really important to complete the test.
- The technical rounds consisted of case study questions, guesstimates, resume grinding and basic questions about the question and the role. The rounds were about 30-40mins.
- HR round consisted of basic HR questions and went for about 15mins.

Sources of Preparation:

- For aptitude test : PU study material
- For case study and guesstimates : Mostly from YouTube videos (Case interview cracked), Practicing cases with your friends

Relevant Courses and Certification:

Probability & Statistics.

Suggestions / Other Information:

Don't get too tensed for the interview. Practice cases with your friends and take mock interviews.

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Sector: Analytics

Name: Snehashish Choudhary (2017B1A20412P)

Company: UBER

Company description (2-3 lines):

Uber Technologies, Inc. (Uber) is an American mobility service provider. It is based in San Francisco with operations in over 900 metropolitan areas worldwide.

Job Profile: Analyst

Job Description:

Analyst Role:

- Drive analysis on projects and important strategic decisions improving the experience for our driver-partners and riders
- Coordinate with other members of the Community Operations team to measure the impact and efficiency of new products and business processes
- Build, and maintain detailed models/dashboards for city-level, regional, and global reporting
- Develop analytical frameworks to support the company in new markets and products
- Identify operational weaknesses and help improve or innovate new processes to keep support teams as efficient as possible

Skill set:

- Proficient in SQL and Hive querying.
- Knowledge of R and Python is a plus.
- Ability to perform basic Statistical analysis
- Exceptional Analytical, problem solving, Excel and data management skills
- Strong communication and organization skills, with the ability to synthesize a lot of information quickly, highlight the key takeaways, and disseminate actionable insights
- Ability to work with remote teams and across time zones to develop strategies and foster a cohesive and creative work environment

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- Ability to self-serve, investigate, get the required data and expertise in data visualization/presentation

Location of Job: Hyderabad

Exit options: N/A

No. of offers made: 2

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Selection Process

Branches open to: All BE and Dual Degrees

CGPA Criteria: None

Recruitment Procedure:

- Online Test, Technical Interview, Managerial Interview
- **Online Test:** The test had 4 sections:
 - Verbal- based on a short passage, the only type of question was to identify if the given statement can be inferred from the passage or not.
 - Data Interpretation
 - Quant
 - Situation-based- Excel file was provided and you had to answer using that.
- The test was easy. However, it is important to maintain speed to finish all questions.
- **Technical Interview:** It started with introductions, then the interviewer asked questions based on the projects on my resume. Then, multiple questions from SQL, Excel, and any language of your choice were asked and in the end, one puzzle was asked. Questions were of easy to moderate level.
- **Managerial Interview:** This round was generic as the interviewer asked about some projects in the resume, hobbies, and then given an informal case study to solve which got us the idea of what we were going to do in the company.
- Overall, the process was very smooth.

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Sources of Preparation:

- Puzzles from GFG.
- SQL from w3school.com.
- Python from GFG.
- Advanced Excel from Udemy.

Relevant Courses and Certification:

No subjects as such. Certification in SQL, Python and Excel could come handy.

Suggestions / Other Information:

- Be good with resume preparation.
- Be logical while answering, take your time.
- Practice puzzles.

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Sector: Analytics

Name: Rahul Shah (2017B1A41018P)

Company: Udaan

Company description (2-3 lines):

Udaan is a B2B trade platform, designed specially for small and medium businesses in India. It brings traders, wholesalers, retailers and manufacturers to a common platform for their business

Job Profile: Data Analyst

Job Description:

Do a comprehensive study of breach data and deploy statistical models to create an early breach indicators dashboard. Research 100% trip data and create inference on breach RCA – Develop python code for live analysis of GPS data and creating a live dashboard highlighting problem areas.

Location of Job: Bangalore

Exit options: Null

No. of offers made: 4

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Selection Process:

Branches open to: All Branches

CGPA Criteria: No criteria

Recruitment Procedure: PS2 PPO

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Sources of Preparation:

Stack overflow, Geeks For Geeks

Relevant Courses and Certification:

Python, SQL, MS Excel, R

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Sector: Analytics

Name: Mukul Singla (2017B5A30714P)

Company: Uniorbit Technologies Pvt. Ltd.

Company description (2-3 lines):

Uni cards is a fintech startup which offers a new pay $\frac{1}{3}$ credit card.

Job Profile: Risk Associate

Job Description: Analysing business requirements and providing data driven solutions.

Location of Job: Bangalore

Selection Process

Recruitment Procedure:

- **Online Test**
 - This section consisted of Aptitude Questions with +1/-1 Marking Scheme.
 - Questions on Data Interpretation, Logical Reasoning and Quantitative Aptitude were asked.
- **Interview 1 (Guesstimate Round)**
 - This round lasted around 20 minutes. I was asked 2 guesstimates.
 - First was to estimate the weight of fries sold by McDonalds every month in Delhi.
 - Second was to estimate the amount of fuel consumed by Amazon delivery riders in a month in Bangalore. (Just focused on the approach)
- **Interview 2 (Case Study Round)**
 - This interview round was for 45 minutes.
 - The case study given was: Your firm wants to launch a new unsecured loan product, what would be the interest rate charged and what are the factors it will

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depend on. Comparison between two price points. (This part involved solving a market entry case).

Sources of Preparation:

- Case interview cracked (Book and YouTube channel) for Guesstimates
- Victor Cheng's videos on YouTube for Case interview
- Case in point for overview of the interview process

Suggestions / Other Information :

- Practice some mock interviews, guesstimates and case studies with peers
- Information on how interest rates are decided helped
- Keep the interview interactive, take some time whenever required.

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Sector: Analytics

Name: Prateek Aryan Singh (2017B2A81021P)

Company: Uni Cards

Company description (2-3 lines):

Uni Cards is a fintech startup that aims to reimagine and deliver an unmatched credit experience to millions of Indians through its credit line product.

Job Profile: Risk Associate

Job Description:

Responsible for setting up and driving the data oriented culture across product, marketing, data science, risk, collections, fraud and operations.

Location of Job: Bangalore

No. of offers made: 3

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Selection Process:

Branches open to: All B.E and B.Pharm, single M.Sc. allowed

CGPA Criteria: 6+ CG post PS2

Recruitment Procedure:

- Resume Shortlisting
- Online test:
 - Aptitude test on Data Interpretation, Logical Reasoning, Quantitative Aptitude and Verbal Ability
 - +1/-1 Marking Scheme
 - Relatively short-timed quiz, prioritization was required
- Interview R1 (~40 min):
 - General introduction
 - Brief discussion on resume hooks
 - Guesstimate: How much money does Delhi Airport make?
- Interview R2 (~50 min):
 - General introduction
 - HR based questions (Why this company/role etc.
 - Discussion around PS-2 work experience
 - Business Case: You are a newspaper co. looking to launch a monthly subscription based magazine. How would you price the magazine?

Sources of Preparation:

- Applicants should be prepared for 5 types of cases: Guesstimates, Market Entry, Profitability, Pricing, and Metrics.
- The *Case Interviews Cracked* YouTube channel will cover the first three, and you'll find plenty of resources for the latter two.

Suggestions / Other Information :

- Work well in your PS-2 and try to make some impact. Go beyond your responsibilities and understand how business functions. This will be helpful while solving business cases.

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- Build your resume properly and get it reviewed. Resume shortlisting happens, and not getting selected hurts.
- You'll find a plethora of learning resources. Don't be overwhelmed. Choose a few, and do them well. Quality over quantity.
- Practice one case of each type with someone. Learning cases in theory without practicing them can leave many weaknesses exposed.

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Sector: Analytics

Name: Sorav A S (2018A4PS0587P)

Company: UniOrbit (Uni Cards)

Company description (2-3 lines):

FinTech company having its 'Uni Card' as its primary product. Uni is focused on building an enhanced credit card experience in India.

Job Profile: Risk Associate

Job Description:

The job responsibility is associated with setting up and driving the data-oriented culture in the company in areas spanning product, marketing, data science, risk, collections, fraud, and operations. The focus is to minimize fraud risks. Analytical skills and tools are required for the job.

Location of Job: Koramangala, Bangalore

Exit options: Technical opportunities in the Finance sector.

No. of offers made: 3

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Selection Process

Branches open to: All branches.

CGPA Criteria: 5.3 cut off

Recruitment Procedure:

- The first round was an aptitude test. The top 20 were chosen to appear for the interview. The aptitude test was the typical one that one would expect.
- The interviews were in 2 rounds.
- Round 1- Guesstimate question. Understanding how guesstimates have to be tackled is definitely necessary to tackle this round.
- Round 2- Case study round. The question was related to finance. The important point to note is that it is not necessary to have an academic background in finance to answer the question.

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Sources of Preparation:

- The role requires analytic tools. Although questions on Python, MySQL, etc. were not asked in the interview, it is still a requisite for the job. There is a necessity to have an understanding of Python.
- I studied Python by myself and for the purpose of having a certification for it, I did a course on Udemy.
- Similarly, I did a free certification course for MySQL, Excel Advanced, and Tableau.

Relevant Courses and Certification:

Python, MySQL

Suggestions / Other Information:

I would like to mention some very important points here.

- The job requires a skill for coding. The interview process does not involve questions on any BA tools, but for preparing for any job role involving Analytics, it's important to have a skill set that has Python, MySQL, etc.
- I suggest every aspirant for a BA role to have an understanding of Python (more than C++ because Python has the edge for this role).
- The job role of Risk Associate involves a job that has to do with finance. I personally had no background in finance and the case study question they asked did not require the same either. So, there is no need to feel intimidated over not having a finance background.
- The guesstimate round can be dealt with if one has a basic understanding of how to tackle a guesstimate question. Guesstimate question rounds are very common in interviews so having an idea of how to proceed with a guesstimate question is very good to have.

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Domain:

Banking & Finance

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Sector: Banking and Finance

Name: Anshuman Jangir (2018A2PS0460P)

Company: Axis Bank

Company description :

Incorporated in 1994, Axis Bank is one of India's most trusted banks & the third largest in the private sector. At Axis Bank, customer centricity has always been the foundation of our business. Our efforts to address the requirements of a diverse customer cross-section are powered by robust infrastructure, advanced technology, a comprehensive monitoring & control framework & a large talent pool.

The Bank has a young & engaged workforce with an average age of 30 years. We are an equal opportunity employer & believe in empowering our employees by offering rich roles, learning opportunities & flexibility to chart their career, their way.

Job Profile: Risk Analyst

Job Description:

The Retail Risk Analytics team is responsible for managing the credit risk of the Axis Bank Retail lending & payments portfolio by providing analytical support. They are also responsible for identifying and tracking key risk indicators and early warning signals; build, monitor and manage Risk strategies at an underwriting level and portfolio management level; identify risky pockets where Credit Risk is being observed. Responsible for managing end-to-end risk of the portfolio tracking model performance, suggesting improvements and implementing approved changes.

Skill Set:

- Should have strong analytical & problem solving skill
- Should have strong working knowledge of SAS, R, Python and data mining tools
- Be able to influence stakeholders on data driven strategies
- Should have good communication, presentation and inter-personal skills
- Should have high level of motivation and be a fast learner

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Location of Job: Pan India

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

No. of offers made: 16

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Selection Process:

Branches open to: All BE and dual degree

CGPA Criteria: None

Recruitment Procedure:

- Resume Shortlisting, Online Test, Interviews
- Test had 4 sections:
 - Verbal
 - Data Interpretation
 - Quant
 - Personality
- Test difficulty level was easy. However good pace was required.
- Interviews: The number of rounds was 1
- Interview was based on Resume, and more follow up questions were asked on anything you had done related to analytics. One puzzle from gfgs. And some questions related to PnC.
- Interview wasn't very long and ended with few HR questions.

Sources of Preparation:

Geeks for Geeks puzzles, Probability and statistics, PU aptitude material.

Relevant Courses and Certification:

Not any specific, I didn't do a finance Minor, or any finance course.

Suggestions / Other Information :

- Be thorough with your resume.
- Be clear with the Job description and company profile.
- Practice aptitude, puzzle and communication skills

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Sector: Banking & Finance

Name: Yegamamidi Karthik Reddy (2018ABPS0479P)

Company: CitiBank

Company description (2-3 lines):

Citibank India offers a wide range of Credit Cards, Banking, Wealth Management & Investment Services. Our Loans, Insurance, Corporate & NRI Banking options.

Job Profile: Technology Analyst

Job Description:

As a Software Development Analyst, you will work in an agile software development environment, developing quality and scalable software solutions using leading-edge technologies. Based on business requirements, you will develop code consistent with quality standards, and offer support during testing cycles and post-production deployment. To ensure defect-free programming, you will use the appropriate tools to test and debug code and participate in the review of peer coding.

Location of Job: Chennai

Exit options: MBA

No. of offers made: 2

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Selection Process

Branches open to: All B.E

CGPA Criteria: 6.0 CGPA

Recruitment Procedure:

- Written test
- Technical interview
- HR interview

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Sources of Preparation:

PU [Project Expository](#)

Relevant Courses and Certification:

Python - Coursera

Suggestions / Other Information :

- Be good with resume preparation
- Guesstimates and puzzles are important
- Be logical while answering try backing with Data

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Sector: Banking & Finance

Name: Akhil Arora (2017B3A30671P)

Company: Credit Suisse

Company description (2-3 lines):

Credit Suisse Group is one of the world's largest financial services providers. It offers clients expertise in the areas of private banking, investment banking, and asset management.

Job Profile: Market Risk Management

Job Description:

- Work alongside senior management and onshore traders to validate the daily risk.
- Drive decision making by understanding the daily trades and the risks involved.
- Perform weekly/monthly reporting duties accurately and timely.

Location of Job: Mumbai

Exit options: MBA, Switch to trading related roles

No. of offers made: 3

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Sector: Banking & Finance

Name: Vishesh Vikrant Malewar (2018A4PS0562P)

Company: Credit Suisse, Pune

Company description (2-3 lines):

Credit Suisse Group AG is a global investment bank and financial services firm founded and based in Switzerland. It maintains offices in all major financial centers around the world and is one of the nine global "Bulge Bracket" banks providing services in investment banking, private banking, asset management, and shared services. It is known for strict bank–client confidentiality and banking secrecy.

Job Profile: Credit Risk Analyst

Job Description:

Responsibilities include:

- Validating credit risk exposure calculation at a portfolio level across various business lines like Prime Brokerage, ETFO, OTC Derivatives, FX, Repo, SLB, from a system, business and methodologies perspective
- Validating end-to-end data flow and functioning logic of our proprietary Credit Risk Management tool
- Analysis of Exposure Moves of traded products and provide qualitative commentary for day on day , Week on Week and Month on Month exposure moves.
- Interaction with various stakeholders like - Credit Analytics, Capital Reporting, Credit Risk Reporting, Credit Risk managers, data suppliers and process teams responsible for key data sources and processing

Location of Job: Pune, Maharashtra

Exit options: MBA, Other Financial Institutions

No. of offers made: 2

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Selection Process

Branches open to: All BE and Dual Degree through PS-2

CGPA Criteria: None

Recruitment Procedure: Through PPO offers during PS-2 Internship

Sources of Preparation:

None as such. Just revised financial topics and courses studied individually and in college.

Relevant Courses and Certification:

No relevant course for this particular role but it is intuitive if interns have a good grasp on the fundamentals of finance and financial instruments. Proficiency in Microsoft Excel and basic knowledge of SQL is required.

Suggestions / Other Information :

- Be a supportive teammate and try to take initiatives on your own, while interning.
- Have good relationships with seniors and HR representatives.
- Show good growth and potential by regularly upskilling yourself.



Sector: Banking & Finance

Name: Prasun Anand (2018A5PS1002P)

Company: dezerv.

Company description (2-3 lines):

dezerv. to offer a fresh approach and a platform to provide underserved Indian professionals with access to investment expertise.

The main emphasis of dezerv. is: -

- Scientific investment process designed by experts
- Supercharging the money of customers
- Risk protection to ensure no sleepless nights
- Portfolios which evolve over time
- Highly efficient portfolio to make most out of customer's money

Job Profile: Business Analyst

Job Description:

The primary contribution to dezerv. will be in the strategy team and help build specific projects & verticals. That said as a startup I would need to wear multiple hats initially.

Location of Job: HQ- Mumbai. Other office- Bangalore

Exit options: MBA

No. of offers made: 4

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Selection Process:

Branches open to: All

CGPA Criteria: None

Recruitment Procedure:

Application → Pre-placement → Offer

Relevant Courses and Certification:

MS Excel and Visualization tools (like Google Analytics)

Suggestions / Other Information :

- Have a great deal of ownership for your tasks
- Try to get weekly/ monthly feedback from your mentor
- Have a problem solving attitude

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Sector: Banking and Finance

Name: Vishnu Suresh (2018A4PS0550P)

Company: Fullerton India

Company description (2-3 lines):

Fullerton India Credit Co. Ltd. largely deals with unsecured lending products such as personal loans, unsecured business loans, group loans and so on across retail and rural segments. Over the years, the company has established 628 branches spread across India, serving over 2.8 million customers

Job Profile: Management trainee (Analytics)

Job Description:

- Work in a fast paced environment with one of the most analytically advanced NBFCs
- Provide analytics support for all FICC portfolios on as needed basis
- Enable analytics driven decision making across risk, business and collections

Location of Job: Mumbai

No. of offers made: 4

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Selection Process

Branches open to: All BE and dual degree

Recruitment Procedure:

- Resume Shortlisting, Technical+HR interview (1 round)
- Interviews: Only one round of interview was there. Some common questions include:
 - Why choose a career in data analytics?
 - Mathematical problem-solving questions.

Sources of Preparation:

Being thorough with your resume. Understanding the functioning of NBFCs and how data analytics could add value to them.

Relevant Courses and Certification:

No subject as such.

Suggestions / Other Information:

- Be good with resume preparation
- Be logical while answering and HR should be natural
- Develop good problem solving ability.
-



Sector: Finance and Banking

Name: Aman Lamba (2017B5A40825P)

Company: ICICI Bank

Company description (2-3 lines):

ICICI Bank Limited is an Indian multinational bank and financial services company headquartered in the city of Vadodara, Gujarat. ICICI Bank offers products and services such as online money transfers, tracking services, current accounts, savings accounts, time deposits, recurring deposits, mortgages, loans, automated lockers, credit cards, prepaid cards, debit cards and digital wallets called ICICI pocket.

Job Profile: Product Management

Job Description:

Focusing on intuitive and seamless digital solutions across ecosystems. A youthful mind-set which is ready to experiment and take calculated risks. A culture which emphasizes building capability across the organisation. An ability to respond to opportunities quickly and create solutions for the customer. An organization where employees are keenly mindful of adherence to regulatory and organizational norms. An orientation which values thought diversity and co-holding differing viewpoints. An organization which is closely connected to the pulse of the end customer and all stakeholders.

Location of Job: PAN India

No. of offers made: 5

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Selection Process

Branches open to: All B.E.

CGPA Criteria: >6.5

Recruitment Procedure:

- Resume Shortlisting
- Psychometric Evaluation
- Questions are basically situational and test your understanding and decision making. There is no such preparation required for the test, the only thing you need is to be honest and answer. There are many questions which would be repeated 2-3 times, so try to answer honestly.
- Interview
- The interview was a mix of both technical and HR interview.
- Questions were related to POR, Projects, Subject mentioned.
- A good understanding of the projects mentioned on the resume and subjects is required.
- HR questions were mostly about your preferences and other basic questions one could expect.

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Sources of Preparation:

Check the bank's website and their PRs. For interview knowledge about projects and subjects mentioned is a must, as questioned as asked on them for sure

Suggestions / Other Information :

Most job interviews at ICICI are more FIT based than skill based. You need to convince the recruiter why you wish to join that particular organization and not work in some other sector.

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Sector: Banking

Name: Nitin Pant (2018A8PS0381P)

Company: ICICI Bank

Company description (2-3 lines):

ICICI Bank Limited is an Indian multinational bank and financial services company headquartered in the city of Vadodara, Gujarat. It offers a wide range of banking products and financial services for corporate and retail customers through a variety of delivery channels and specialized subsidiaries in the areas of investment banking, life, non-life insurance, venture capital and asset management.

Job Profile: Product Management

Job Description:

PM Role :

- Channel Management, lead fulfillment, training and tracking
- Strategy , ATL, BTL, Campaign Management, customer tracking and nudges
- Relationship Management and digital sales
- Product developments, enhancements in existing modules, UI/UX, in-app engagement tools and all functions related to management of mobile
- Working closely with all internal and external stakeholders - product groups, technology, digital, data science, market research, etc. for developments planned

Skill Set:

- Excellent interpersonal skills, ability to engage with various team mates for various activities
- Ability to evaluate & research training options & alternatives
- Ability to design & implement effective training & development sessions or construct for employee across channels
- Monitor the outcome & evaluating the learning experience.

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Location of Job: Base Location– Mumbai

Exit options: MBA or Starting my own venture.

No. of offers made: 10 (includes SDE, PM and other Non-Tech role)

Selection Process:

Branches open to: All BE and dual except CS and Civil for Tech Role

CGPA Criteria: 6 and above

Recruitment Procedure:

- Resume Shortlisting, Online Personality Test, Interviews.
- Personality Test was quite comprehensive and longer than usual.
- Note : Earlier the process was supposed to have a GD round and then interview rounds but later in they decided to go with interviews directly.
- Interviews: There was only 1 interview round with 2 interviewers and 1 HR.
- For me the interview lasted around 30 minutes. Questions were mostly based on resume (grilled on my previous experiences).
- As my profile was inclined towards product management hence was asked few situational questions regarding how to manage quality work while abiding strict deadlines and how to resolve conflicts amongst the team members. Also I had mentioned Web 3 and blockchain in my resume so was grilled on that too.

Sources of Preparation:

- Although the interview was not that specific on Product Management but I have been preparing for PM through Video Interviews and websites like <https://stellarpeers.com/>.
- My general experience in PS2 also helped. I gave a test called ESAT by Upraised, where I was able to make it to 3rd round.
- Although was not able to make it through that round but Upraised was generous enough to provide concrete material for preparing.

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Relevant Courses and Certification:

No particular subject. But I have joined Create ad Lead Entrepreneurial Organizations. It goes along the lines with what I had been studying. So might help out.

Suggestions / Other Information:

- Make sure that you know everything you have put up on your resume
- Be confident, interviewers generally try to cross question on anything you say thus creating a pressure on you. In this situation only proceed if you have idea about what is being asked, else you always have an option to say no.
- Also do give ESAT by Upraised it will help you realize your strengths.

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Sector: Banking & Finance

Name: Subodh Baghel (2018A4PS0592P)

Company: ICICI Bank

Company description (2-3 lines):

ICICI Bank Limited is an Indian multinational bank and financial services company headquartered in the city of Vadodara, Gujarat. It offers a wide range of banking products and financial services for corporate and retail customers through a variety of delivery channels and specialized subsidiaries in the areas of investment banking, life, non-life insurance, venture capital and asset management.

Job Profile: Technical Role

Job Description:

The following roles are on offer according to the common JD:

- Retail Banking Group: Wealth Manager, Relationship Manager, Credit Manager, Product Manager, Debt Manager
- Enterprise Group: Relationship Manager, Solution Manager
- Commercial Banking Group: Accounts Manager, Manager – Trade
- Corporate Centre: Risk Management, Corporate Communications.

Location of Job: Pan India

Exit options: MBA

No. of offers made: 10



Selection Process

Branches open to: All BE and Dual except CS and Civil

CGPA Criteria: Above 5.5

Recruitment Procedure:

- Resume Shortlisting, Online Test, Online Personality Questionnaire (OPQ), Interview
- Online Test:
 - It contained 45 MCQ questions that were to be completed in 45 minutes. The questions were a mix of theory and code output.
 - They covered a vast variety of topics like OOPS, DBMS, DSA, Data Science, C++, Python, Java, R but were fairly easy, a basic knowledge of all these topics would result in a high score. You could also switch between the questions at any time.
- The next step was just a standard OPQ with the following instructions:
 - Questionnaire does not have any time limit. However, most people are able to complete the questionnaire in 20 to 25 minutes
 - The OPQ is NOT a test. There is no “pass” or “fail” outcome. This is a questionnaire which helps us understand your behavioural preference in a formal environment or a work setting.
 - The questionnaire consists of 104 questions each having 3 statements - out of which you must choose one statement which is most like you and one that is next most like you
 - There are inbuilt checks in the questionnaire to detect socially desirable responses. Not pondering too long on questions and not trying to guess what ICICI Bank may be looking for, will be helpful while answering the questionnaire.
 - There are no rights or wrong answers. We would advise you to go with your first instincts and respond spontaneously.
- Only one short Interview round was there of 30 minutes which was resume based. A few basic HR questions were asked in the last 2 minutes.

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Sources of Preparation:

Geeksforgeeks, Interviewbit

Relevant Courses and Certification:

No specific courses/certifications required.

Suggestions / Other Information:

Have a strong and crisp introduction, this will lay the foundation for the rest of your interview.
Have a strong resume Preparation, you should be able to answer everything related to what you have written.



Sector: Banking & Finance

Name: Vibhor Jain (2017B3A10654P)

Company: ICICI Bank

Company description:

ICICI Bank Limited is an Indian multinational bank and financial services company. It offers a wide range of banking products and financial services for corporate and retail customers through a variety of delivery channels and specialized subsidiaries in the areas of investment banking, life, non-life insurance, venture capital and asset management.

Job Profile: Tech Role

Exit options: Job switch, MBA

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Selection Process

Branches open to: All

CGPA Criteria: 5.5

Recruitment Procedure:

Online test followed by an interview

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Sources of Preparation:

Case Interviews Cracked, GeeksforGeeks

Relevant Courses and Certification:

Python, SQL

Suggestions / Other Information:

Do good projects to implement technical skills and be thorough with your resume.

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Sector: Banking & Finance (Data Science)

Name: Prajjwal Pandey (2018A2PS0184P)

Company: JP Morgan Chase & Co. (PPO)

Company description (2-3 lines):

JPMorgan Chase & Co. is an American multinational investment bank and financial services holding company headquartered in New York City. JPMorgan Chase is incorporated in Delaware. As of June 30, 2021, JPMorgan Chase is the largest bank in the United States, the world's largest bank by market capitalization, and the fifth largest worldwide in terms of total assets, controlling US\$3.684 trillion.

Job Description:

Data Analyst Role:

- Transform business requirements into data science formulations and implement the solutions in an efficient and scalable fashion.
- Collaborate with peers from across functions, must be proficient in Python.
- Engaging actively with business/product stakeholders to identify core issues and translate them into ML problems using analytics and statistics to improve ability to detect, understand.
- Address emerging trends across the seller risk portfolio and identify levers that maximize the risk reward relationship.
- Deep dive analysis on large datasets using SQL/R/Python or other tools and structuring of analyses using MS Excel.
- Developing analytical insights and models using innovative statistical and modelling techniques.

Location of Job: Mumbai/Hyderabad/Bangalore

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future, Civil Services.

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Selection Process: PS-2 PPO

Relevant Courses and Certification:

- Probability and Statistics
- Computer Programming (First year course).

Suggestions / Other Information:

Be good with computer programming basics, rest all the things can be learned.

Sector: Banking & Finance

Name: Abhimanyu Tyagi (2018A3PS0363P)

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Company: J.P. Morgan Services India - CIB R&A

Company description (2-3 lines):

The Corporate & Investment Banking Research & Analytics is an integrated specialist team covering Origination (Banking and Markets), Products (Securities Services and Treasury Services), Research and Data Analytics globally. They help global corporations, institutions and organizations of all sizes grow their businesses by providing analytics and solutions.

Job Profile: CIB R&A - Banking – Junior Analyst

Job Description:

As an Analyst/Junior Analyst you will work with investment bankers across regional locations to prepare marketing materials for clients including components like market and industry landscapes, financial analysis & valuations, profiles & benchmarking etc.

Location of Job: Mumbai, India

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

No. of offers made: 1



Selection Process

Branches open to: All BE and dual degree

CGPA Criteria: None

Recruitment Procedure:

Through PS2 PPO

Sources of Preparation:

Maintain a good offset in finance courses.

Relevant Courses and Certification:

DRM, BAV, FUNDAFIN, SAPM, FINMAN

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Sector: Banking & Finance

Name: Pranav Mahajan (2018A3PS0420P)

Company: JPMC

Company description (2-3 lines):

A multinational bulge bracket Bank, with various segments from Investment banking to consumer banking

Job Profile: CIB Research & Analytics (JP Morgan Payments) Program

Job Description:

Part of the wholesale payments team responsible for processing global client volume

Location of Job: Mumbai

Exit options: Management

No. of offers made: Unknown

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Selection Process

Branches open to: All

CGPA Criteria: None

Recruitment Procedure: PPO from PS-2 station

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Sector: Banking & Finance

Name: Syed Ahzam Tariq (2018A4PS0108P)

Company: JP Morgan

Company description (2-3 lines):

JP Morgan is a leading investment banking and financial services company. JP Morgan has a presence across the spectrum of financial services across the globe.

Job Profile: CRG Junior Analyst

Job Description:

This role is a middle office investment banking and mostly revolves around research of clients and sectors for senior bankers. My role is in the CRG division which is the Centralised Research Group (CRG) which is a big team present in Mumbai and Shanghai.

Location of Job: Mumbai

Exit options: JP Morgan opens a wide array of exit options. Many of the CRG alum are working in investment firms, startups and some are going for their MBAs.

No. of offers made: 1

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Selection Process

Branches open to: PS allotment

CGPA Criteria: N/A

Recruitment Procedure: PS allotment

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Relevant Courses and Certification:

FOFA and BAV are very important for the profile and a candidate should be proficient in them to excel in this profile.

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Sector: Banking & Finance

Name: Aakash Agrawal (2017B2A40889P)

Company: JPMC

Company description (2-3 lines):

JPMorgan Chase & Co. is an American multinational investment bank and financial services holding company headquartered in New York City.

Job Profile: Analyst - Credit Forecasting Strategy

Job Description:

- Credit forecasting is a part of CCB risk.
- Forecast losses with respect to different Sub-LOBs like Home lending, cards, Business Banking, etc
- These forecasts are used to determine the risk levels of the respective LOBs each quarter.
- Various tools like KRIs, SNIs are used along with the forecasts for this.

Location of Job: Bangalore

Exit options: MBA

No. of offers made: 3

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Selection Process

Branches open to: All BE and Dual Degree

CGPA Criteria: None

Recruitment Procedure:

- Through PS2
- CGPA & Offshoot Shortlisting
- Resume Shortlisting

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Sources of Preparation:

Thorough with basic finance topics. SAS and SQL coding is very useful. MS Excel knowledge is a must.

Relevant Courses and Certification:

Fundamentals of Finance & Accounting, Business analysis & Valuation, Financial Management

Suggestions / Other Information:

During PS2 it is important to be sincere and do what is asked of you with proper efforts. Initiatives are always helpful.

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Sector: Banking & Finance

Name: Vinayak Khandelwal (2018A8PS0410P)

Company: JPMorgan Chase

Company description (2-3 lines):

JPMorgan Chase & Co. is an American multinational investment bank and financial services holding company headquartered in New York City. The Specific team comprises Risk Reporting for all the line of businesses of the Chase consumer banking company.

Job Profile: GR&C CCB Reporting Strategy (PS-2 curriculum)

Job Description:

The major work of the team is to make reports and dashboards containing various risk and performance metrics for various stakeholders and senior management, from which they could draw conclusions and make business decisions

Day to day:

- Making monthly reports on several metrics and insights.
- Working on enhancing the existing dashboards and workflows by using analytics solutions
- Catering to the data pulling requests from stakeholders.

Long term projects:

- Work on new analytics solutions for stakeholders, to improve information communication.
- Liaison with senior stakeholders and present findings to aid the working of strategy teams.

Skill set:

- A self-driven attitude is highly appreciated.
- Various softwares required for the day to day job (ample training for all will be provided):
Tableau, SQL, Alteryx, Excel.
- Good knowledge of banking and finance (will be taught by managers/mentors)
- Strong communication and interpersonal skills.

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Location of Job: Bengaluru

Exit options: MBA in top B-schools in India (and abroad), CFA charter, Joining Fintech startups as level-2 employee, mobility program (getting jobs in different teams) internally in the firm

No. of offers made: 2 in the team were offered PPO based on working

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Selection Process

Branches open to: Everyone who gets allotted the PS station.

CGPA Criteria: No specific CG criteria (although 7+ is recommended)

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Sources of Preparation:

No specific preparation required. Training would be given for everything that is required. Some Excel and SQL knowledge is recommended.

Relevant Courses and Certification:

FundaFin, SAPM, BAV, FinMan (None of these courses was directly related to the work or my project, but these courses provide an understanding of the financial industry and financial products, which was very useful in the work)

Suggestions / Other Information:

- Focus on training, learning the working, organization structure and the software tools. Due to the vast complex size of the organization, and yet extremely dynamic and global teams, the experiential learning that a fresher gets is very important here. Don't get fixated on hustling your way to get a PPO.
- Another important thing is to understand what stakeholders require, and deliver that. Your managers and team members will help you all along the way.



Sector: Banking & Finance / Analytics

Name: Anjali Khantaal (2017B3A80702P)

Company: Morgan Stanley Advantage Services

Company description (2-3 lines):

Morgan Stanley is an American multinational investment bank and financial services company. It mobilizes capital to help governments, corporations, institutions and individuals around the world achieve their financial goals. For over 85 years, the firm's reputation for using innovative thinking to solve complex problems has been well earned and rarely matched.

Job Profile: Risk Analytics

Job Description:

I had my PS 2 at Morgan Stanley. Major task of the team was to assess the risk profiles of the counterparties.

Location of Job: Mumbai

Exit options: MBA

No. of offers made: 1

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Sector: Banking & Finance

Name: Apurva Chauhan (2018A1PS0061P)

Company: Nomura Services Powai

Company description (2-3 lines):

Nomura Services is a sub-division of the parent group Nomura Holdings (a Japanese financial holding company and a principal member of the Nomura Group).

Nomura's full range of solution offerings includes Investment Banking Division, Global Markets, and Corporate Infrastructure services including Finance, Risk, Technology and Operations.

Job Profile: Risk Analyst

Job Description:

- Perform calibrations for models
- Create financial models for metrics as needed.
- Perform BAU tasks
- Calculate different financial metrics for each quarter to reduce risk
- Generating innovative ideas to increase profits

Location of Job: Mumbai

Exit options: Joining private business.

No. of offers made: 1

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Selection Process:

Branches open to: All B.E and Minor in Finance students

CGPA Criteria: PPO so no criteria

Recruitment Procedure:

- Daily Evaluation, completing tasks assigned, team involvement, catch-up meetings.
- As in every PPO, one needs to be dedicated to their task and role. It is also required to complete their tasks on time.
- Every week, there is a catch-up meeting where the team members gather and discuss their progress on their tasks and you are also expected to answer in the meeting.
- It is important to be active and explain your task to other members of the team since working as a risk analyst is a team job.
- You will be assigned a mentor who will actively interact with you and you are expected to work with your mentor and report to them.
- High quality work is expected from you if you want to get an offer.

Sources of Preparation:

- Prerequisites for your tasks and expected knowledge to work in the team will be conveyed to you beforehand. In my case, I was expected to learn coding and statistics.
- YouTube and coding websites (such as leek) will help a lot. NPTEL will help in learning statistics too.

Relevant Courses and Certification:

Finance minor courses are important (especially SAPM and DRM).

Suggestions / Other Information:

- Be sure to interact a lot with different team members
- Never lag behind in your work. Do not give a chance for any complaints

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Sector: Banking & Finance

Name: Sunil Kumar (2018A4PS0643P)

Company: Nomura Service India Ltd.

Company description (2-3 lines):

Nomura is a global financial services group with an integrated network spanning over 30 countries and regions. By connecting markets East & West, we service the needs of individuals, institutions, corporates and governments through our three business divisions: Retail, Wholesale (Global Markets and Investment Banking) and Investment Management.

Job Profile: Analyst

Job Description: Business advisory

Location of Job: Mumbai

No. of offers made: 4

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BITS Pilani
Pilani Campus

Selection Process

Branches open to: All

CGPA Criteria: None

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Sector: Banking & Finance

Name: Swapnil Yadav (2018A1PS0872P)

Company: Nomura

Company description (2-3 lines):

Nomura Holdings, Inc. is a Japanese financial holding company. It has offices in Japan , UK , Germany, and India.

Job Profile: Quantitative Global Risk Intern

Job Description:

Working on Risk models to develop Addon tools, EUC to automate work to calculate risk outside the “Main” system risk.

Location of Job: Powai, Mumbai India

Exit options: MBA, FRM Front office

No. of offers made: 2



Selection Process

Branches open to: All (Eco preferred)

CGPA Criteria: NO

Recruitment Procedure:

There was no rigid process but the offer for PPO mostly depended upon feedback from the team and your line manager so I would advise you to keep the relationship good.

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Sources of Preparation:

YT and Fin courses for all req knowledge.

Relevant Courses and Certification:

DRM, SAPM

Suggestions / Other Information:

Be professional and co-operate with your team , ask whenever you get stuck while working

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Sector: Banking & Finance

Name: Subhojit Saha (2018A5PS0965P)

Company: Rupifi

Company description (2-3 lines):

Rupifi is a Lending Service Provider platform that partners with various aggregators and lenders in the B2B marketplace to provide its product to small and medium-sized enterprises. Rupifi offers a range of solutions including line of credit and working capital loans to SMEs and MSMEs over various aggregator platforms.

Job Profile: Associate Growth Manager

Job Description:

- Drive decision making through critical/thorough analysis
- Associate Growth Manager will be an integral part of the team working directly with the client on strategic engagements and can expect significant client interaction.

Location of Job: Base Location: Bangalore

Exit options: MBA

No. of offers made: 9

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Selection Process

Branches open to: All

CGPA Criteria: None

Recruitment Procedure:

Application → Pre-Placement → Offer

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Sources of Preparation:

Youtube

Relevant Courses and Certification:

MS Excel

Suggestions / Other Information:

- Have responsibility and ownership.
- Try to work in the area you are interested in; you can ask your mentor/HR to give you a different task than what is assigned to you at the time of joining.
- Get weekly feedback from your mentor.

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Sector: Banking & Finance

Name: Ritwik Srivastava

Company: UBS

Company description (2-3 lines):

UBS Group AG is a Swiss multinational investment bank and financial services company founded and based in Switzerland. It maintains a presence in all major financial centres as the largest Swiss banking institution and the largest private bank in the world

Job Profile: Risk Modelling and analytics specialist

Job Description:

Part of Exposure Risk Measurement Team, responsible for developing and maintaining the credit exposure models (Derivatives and SFT) of the Investment Banking division within UBS Group; Ensuring the calculations meet the required regulatory standards and internal governance standards; Quantitative methods used are closely related to the sophisticated derivative pricing models.

Location of Job: Mumbai

Exit options: Other banks, financial institutions, MBA

No. of offers made: 2 out of 7 interns (till January)

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Selection Process: PS2 PPO

Relevant Courses and Certification:

Econometrics, FRAM, DRM

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Sector: Banking & Finance/Analytics

Name: Ambar More (2017B5A40917P)

Company: Wells Fargo

Job Profile: Analyst (Corporate Model Risk Team)

Selection Process

Branches open to: All dual degree students

CGPA Criteria: None

Recruitment Procedure:

- Online assessment:
 - Conducted for people based on resume shortlisting done by the company.
 - 4 different sections testing aptitude and coding skills.
 - The aptitude sections were the verbal, quantitative and mental ability.
 - The last section was the coding section and had 2 questions which had to be done in 45 minutes.
 - The coding questions were relatively easy and were mainly there to test basic coding skills.
- First interview (technical):
 - I was grilled on topics related to machine learning and basic financial terms.
 - The questions asked were on topics like bagging and boosting, decision trees and random forest, ensemble methods and linear regression vs logistic regression.
 - During the second half of the technical interview I was asked questions related to the basics of programming on topics like sorting, searching and OOP. The whole interview lasted around 1 hour.
- The second interview was with a senior manager. This interview was relatively more casual and I was asked questions about my projects and internships. Apart from that I was also asked some technical questions related to ML and statistics. This interview lasted around 30 minutes.
- The final interview was with HR. This was the shortest interview lasting only around 10 minutes. Here also I was asked about my internships and my future plans.

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Sources of Preparation:

Geeksforgeeks, Coursera

Relevant Courses and Certification:

Computer Programming, Computational Physics, Deep Learning specialisation, Introduction to Financial Markets, Probability and Statistics

Suggestions / Other Information :

- Be thorough with the information on your résumé. The interviewers can ask you very specific details about your projects and internships like why did you choose a particular ML model or how did you prepare a data set.
- Don't mention topics with which you are not familiar as this will give a poor impression to the interviewer.
- Be genuine throughout the interview. If you don't know the answer to a question tell them honestly that you do not know.

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Sector: Banking & Finance

Name: Nistha Ranjan (2017B3A30534P)

Company: Wells Fargo

Company description (2-3 lines):

Wells Fargo & Co. is a diversified, community-based financial services company. Headquartered in San Francisco, it is engaged in the provision of banking, insurance, investments, mortgage, and consumer and commercial finance. The firm operates through the following segments: Community Banking, Wholesale Banking, Wealth & Investment Management, and Other.

Job Profile: Analyst – Corporate Model Risk

Job Description:

Requirements:

- Support the development and validation of qualitative/quantitative models or business loss forecasting models; aggregation, monitoring and reporting of credit risk data.
- Designing, developing, deploying and validating large-scale Machine Learning systems using our rich online and offline datasets and a wide variety of big data tools.
- Build and validate statistical and mathematical models using theoretical concepts from probability theory, stochastic processes, statistical inference, time series analysis, econometrics and advanced Monte-Carlo techniques.
- Credibly challenge models developed by other business lines to ensure robustness and explain-ability/interpretability of the models can be established to satisfy regulatory requirements
- Apply critical thinking skills and perform advanced analytics with the goal of solving complex and multi-faceted business problems.
- Perform advanced quantitative and statistical analysis of large datasets to identify trends, patterns, and correlations that can be used to improve business performance.

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Minimum Qualifications: Master in a quantitative field such as applied math, statistics, engineering, physics, accounting, finance, economics, econometrics, computer sciences, or business/social and behavioral sciences with a quantitative emphasis.

Preferred Qualifications:

- Experience in implementing machine learning algorithms such as support vector machines, decision trees, logistic regression, clustering, neural networks, graphical models etc.
- Understanding of probability theory and stochastic processes, statistical inference, PDE and Monte-Carlo methods.
- Introductory knowledge of various financial products, e.g., Options, Futures, Forwards, Bonds, etc.
- Data exploration and preparation using Python, SQL or R or any statistical tool

Location of Job: Bangalore/Hyderabad

No. of offers made: 1

Selection Process:

Branches open to: Only Dual Degree

CGPA Criteria: 6 and above CGPA

Recruitment Procedure:

- Resume Shortlisting
- Online Test – 5 sections:
 - Verbal
 - Quantitative
 - Critical Reasoning
 - Data Interpretation and Logical Reasoning
 - Automata – 2 coding questions.
- Interview – 3 rounds:

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- Technical Round 1 – Included questions on the projects done in college and internships. Questions on probability and linear regression. A few basic questions on Python.
- Technical Round 2 – Questions on regression models, basics of finance (discounting, derivatives)
- HR Round (3) - A brief round about the work environment, location etc.

Sources of Preparation:

- Aptitude practice tests
- Can refer to courses like Probability and Statistics and Econometrics for questions on regression models, formulae for linear regression, assumptions for OLS model, p value etc
- Finance DELs – DRM, SAPM, FinMan
- Python for Finance: Investment Fundamentals & Data Analytics (Udemy)

Relevant Courses and Certification:

Probability and Statistics, Econometrics, good to know the basics of Finance DELs especially DRM

Suggestions / Other Information:

- Be thorough with the projects mentioned in the resume. Might be asked to walk through the resume more than once.
- Study the Job Description thoroughly.



Sector: Banking & Finance

Name: Shubhendu Kumar Tripathi (2017B1A10433P)

Company: Wells Fargo

Company description (2-3 lines):

Wells Fargo & Company (NYSE: WFC) is a diversified, community-based financial services company with \$2.0 trillion in assets. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial finance through more than 8,500 locations, 13,000 ATMs, the internet and mobile banking, and has offices in 42 countries and territories to support customers who conduct business in the global economy.

Job Profile: Analyst - Corporate Model Risk

Job Description:

Responsibilities for this position will include, but not be limited to, the following:

- Support the development and validation of qualitative/quantitative models or business loss forecasting models; aggregation, monitoring and reporting of credit risk data.
- Designing, developing, deploying and validating large-scale Machine Learning systems using our rich online and offline datasets and a wide variety of big data tools.
- Build and validate statistical and mathematical models using theoretical concepts from probability theory, stochastic processes, statistical inference, time series analysis, econometrics and advanced Monte-Carlo techniques.
- Credibly challenge models developed by other business lines to ensure robustness and explain-ability/interpretability of the models can be established to satisfy regulatory requirements
- Apply critical thinking skills and perform advanced analytics with the goal of solving complex and multi-faceted business problems.
- Generate deep insights through the analysis of data and understanding of operational processes and turn them into actionable recommendations.
- Perform advanced quantitative and statistical analysis of large datasets to identify trends, patterns, and correlations that can be used to improve business performance.

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- Become a subject matter expert and trusted advisor in the analytics discipline.
- Demonstrate excellent organization skills throughout the development of analytical solutions (data analysis documentation, hypothesis documentation, code management, etc.).
- Build and deploy prototype solutions to demonstrate ideas and prove concepts
- Present their findings to the business by exposing their assumptions and validation in a way that can be easily understood by their business counterparts
- Work closely with business partners, data stewards, project/program managers, and other IT teams to turn data into critical information and knowledge that can be used to make sound organizational decisions.

Location of Job: Hyderabad/Bangalore

Exit options: Not sure

No. of offers made: 5

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Selection Process:

Branches open to: Dual degree

CGPA Criteria: 6 (but there was some internal scoring system during interviews and resume shortlisting based on CGPA)

Recruitment Procedure:

- **Resume shortlisting**
- **Online Test:** based on English, Data interpretation, Quant, 2 Easy Coding questions (only those who did both the coding questions were sent forward)
- **Technical interview 1:**
 - It was with a panel of 2-3 members who mainly asked questions based on one's resume. I was asked questions on Machine learning, Deep learning, Reinforcement learning and Python as I had done projects using those.
 - Some of the questions were - assumptions of linear regression; explain F1 score, recall, precision in layman terms; explain reinforcement learning and how it works; difference between list, tuple and sets in python; explain homoscedasticity and heteroscedasticity; why finance etc.
- **Technical interview 2:** It was with senior management. Questions were similar to the last round and were based on resume. No special preparation needed.
- **HR Round:** It was more of a formality, all 5 candidates but selected who gave HR round. But yeah reading a bit about the company and having a clear vision of what you are looking for doing in future is needed.

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Sources of Preparation:

Leetcode, Interviewbit, GFG, Youtube

Relevant Courses and Certification:

Coding Blocks - Machine learning master course, Various data science courses on coursera

Suggestions / Other Information :

Take and watch as much mock interviews as you can and prepare your resume thoroughly.

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BITS Pilani
Pilani Campus

Domain:

Business Development

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Sector: Business Development

Name: Anshul Singh (2018A2TS0145P)

Company: Amplus Solar

Company description (2-3 lines):

Amplus Solar is Asia's leading distributed energy company providing low-carbon energy solutions to Industrial and Commercial customers. Amplus provides clean energy to its clients by setting up both on-site solar projects (rooftop and ground-mounted) and off-site solar farms.

Job Profile: Associate Project Management / Analytics Role

Job Description:

- Able to structure and segment the product, clients needs, market status and companies abilities.
- Analyze the formed segments and develop reasonable and valuable insights regarding the same.
- Able to convey those insights to parallel teams, or higher officials or clients.
- Track and manage all the process throughout provides recommendation accordingly.

Skill Set:

- Good knowledge of business frameworks, financial concepts, and energy efficient methods.
- Conversant in PowerPoint presentations, MS Excel, Tableau.
- Strong communication and interpersonal skills.

Location of Job: Headquartered in Gurugram, India with regional offices in Bengaluru, Dubai, and Singapore.

Exit options: MBA in IIMs, Can join private firms as well.

No. of offers made: 3

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Selection Process:

Branches open to: All BE and Dual degrees.

CGPA Criteria: Greater than 6 (after PS2)

Recruitment Procedure:

Resume short listing, Technical interview and HR interview.

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Sector: Business Development

Name: Amit Kumar (2018A3PS0440P)

Company: Amplus Solar

Company description (2-3 lines):

Amplus Solar is Asia's leading distributed energy company providing low carbon energy solutions to industrial and commercial customers. Amplus is a member of Petronas group.

Job Profile: Business development

Job Description:

BA Role

- Meet prospective solar energy clients, execute effective presentations, emphasizing Amplus business model benefits with focus on the value of the solution
- Develop strategies for assigned territory
- Prospect, educate, qualify, and generate interest for Sales Opportunities

Skill Set:

- A self-driven individual who believe in getting things done.
- One should have collaborative outlook towards working.
- A passionate individual with fresh thoughts.

Location of Job:

Base Location– Gurugram/Pune/Mumbai/Dubai/Bangkok/Kuala Lumpur.

Locations given – India

Exit options: M.B.A

No. of offers made: 2

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Selection Process:

Branches open to: All B.E. branches and dual degree

CGPA Criteria: None

Recruitment Procedure:

- The process started with the resume shortlisting. After that we were called for the interview.
- There were two rounds of the interview.
- In the first round, questions were asked based on internships, projects and also on interests and hobbies. Few questions were regarding why you are choosing this field and few concepts of SQL and Java.
- The next round was the HR round where questions were asked about the place of residence, strengths and instances from life where I showed some skills not mentioned in the resume.

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Sources of Preparation:

Being thorough with resume, basic HR questions preparation, SQL concepts.

Relevant Courses and Certification:

No subject as such

Suggestions / Other Information :

- Be good with resume preparation .
- Be logical while answering and HR should natural

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Sector: Business Development

Name: Aadesh Mantri (2018ABPS0473P)

Company: Amplus Solar

Company description (2-3 lines):

Amplus Solar is Asia's leading distributed energy company providing low-carbon energy solutions to Industrial and Commercial customers. Amplus provides clean energy to its clients by setting up both on-site solar projects and off-site solar farms. Amplus is a **member of PETRONAS (Petroleum Nasional Berhad) Group, Malaysia**, and is headquartered in Gurugram, India with regional offices in Bengaluru, Dubai, and Singapore. Today, Amplus owns and manages a portfolio of **870+ MWp** of operational and under construction distributed solar assets comprising **400+** projects spread over **across 24 states in India**.

Job Profile: Business Development Associate

Job Description:

BD Role:

- Meet prospective solar energy clients, execute effective presentations, emphasizing Amplus business model benefits with focus on the value of the solution
- Survey Industrial Clusters and do an insight of key personnel in an industry. Create client organization maps with contact details
- Develop strategies for assigned territory
- Assess sites to determine suitability for solar equipment, using equipment such as tape measures, compasses, and computer software.
- Prospect, educate, qualify, and generate interest for Sales Opportunities
- Develop and accomplish a lead generation plan
- Follow up with prospective clients with a flair for closing deals
- Attending sales group meetings concerning sales targets, forecasts, and reporting on market situation and competition
- Maintaining and expanding the database of prospects for the organization
- Providing suggestions to improvise on sales and marketing strategies
- Interaction at C-Level

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Location of Job: Base Location - Gurugram/Bangalore

Exit options: Working in a Product or EIR role in future, MBA

No. of offers made: 1

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Selection Process:

Branches open to: All BE and Dual Degree

CGPA Criteria: None

Recruitment Procedure:

- Resume Shortlisting and Interviews
- Resume Shortlisting: Focus on the quality of content rather than quantity. Relevance is key. Anything related to BD/ Leadership roles/ POR's should be highlighted.
- Interview: Two rounds
- First round is mostly resume based questions with a few generic situation questions related to the company sector.
- Second Round can be expected to have more detailed resume based questions with focus on BD and leadership experience. Also general HR questions like “why you” etc.

Sources of Preparation:

Being thorough with resume and Basic HR questions preparation like “your strengths/ weaknesses”, “why you”, “Growth stories/ learnings from Covid” etc . and Situation based examples specially related to the Energy sector.

Relevant Courses and Certification:

No subjects as such.

Suggestions / Other Information :

- Be thorough with resume preparation.
- Be logical while answering HR questions
- Answers should seem natural and not rehearsed
- Speak confidently, as this is a client facing job, try and sell yourself.
- Do a bit of background research on the company, and ask questions in the end.

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Sector: Business Development

Name: Ambuj Saxena (2018A3PS0396P)

Company: Animall

Company description (2-3 lines):

With millions of transactions each month, Animall is one of the world's fastest growing agritech companies. Till now, Animall has primarily focused on building a peer-to-peer cattle trading platform where more than 300,000 cattle have been sold amounting to 3000 Crore Rs of GTV (gross transaction value) and a monthly run rate of 320 Crore Rs GTV.

Job Profile: Associate, Founder's Office

Job Description:

Responsibilities-

- Take end to end ownership of pieces of analyses critical for day to day functioning of the business
- Market and competitive research of the entire landscape. Develop GTMs for probable businesses
- Ideate 'first' of the industry defining features and experiments for Animall
- Understand problems, preferences, lifestyle of our users, develop meaningful insights through quantitative and qualitative surveys
- Doing anything under the sun that might be required by the business
- You will be the right hand of the founder's office - solving day to day problems - left, right, and center

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Requirements-

- Has an analytical mind. Is a deep thinker. Has strong observation skills. Is an ace problem solver
- Believe in fundamental thinking. First principles thinker.
- You're familiar with iterative development principles and practices, including breaking large product goals into small, achievable slices for early and frequent delivery.
- Strong problem-solving skills
- Would be perfect if you are looking to start-up in the next few years

Location of Job: Gurugram

Exit options: MBA, other AgriTech companies, other startups, etc.

No. of offers made: 1

Selection Process:

Branches open to: All Branches

CGPA Criteria: 6+ (Post PS2)

Recruitment Procedure:

- Application, Pre-placement Talk, Resume Shortlisting, Technical Interview, HR Interview

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Sources of Preparation:

- For Case Interviews & Guesstimates:
<https://www.youtube.com/channel/UC8wGKkLGmi3LWvirdisqbwQ>
- For Puzzles (asked during the HR Round): Geeks for Geeks

Suggestions / Other Information :

- Be thorough with the guesstimates. They asked me 8 different approaches to solve a given guesstimate problem. So, keep an open mind while solving a given problem, think different, do not run solely behind getting the answer, and practise a lot.
- Be as candid and confident as you can be.
- Highlight points that help you stand out from the crowd (something which establishes that you have done something unique) on the top in your resume

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Sector: Business Development

Name: Raunak Banthia (2018A2PS0091P)

Company: Flipkart (Cleartrip)

Company description (2-3 lines):

Cleartrip is an online travel agent for hotel bookings and air travel. Flipkart acquired a 100% stake in the company in April 2021.

Job Profile: Assistant Manager - Business/ Marketing (Cleartrip)

Job Description:

There are multiple roles on offer within our Business and Marketing units:

Customer Understanding

Be the voice of the customer internally. Understand needs - even those that the customers themselves may not realize. Stay on top of changing trends and strategic priorities through in-depth data analysis to predict customer behavior

Pricing & Discounting

Develop the right pricing policy - identify opportunities for giving customers value through intelligent and limited discounting. Use discounting to drive portfolio mix and achieve strategic goals

Merchandising

Develop and execute plans to showcase the right propositions to the right consumer cohorts. Identify cross-selling and upselling opportunities. Own the customer experience in the category - make navigation, discovery easier, save the customers time. Identify the parameters customers use to make decisions and ensure catalog richness

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Marketing

Work with marketing to identify the best RoI initiatives to build awareness and encourage trial across channels – SEM, SEO, Programmatic advertising, brand campaigns, social media campaigns. Understand SEM, SEO and CRM marketing – identify the right keywords, reduce SEM costs while increasing conversions of website visits to orders.

Promotions

Create promotions to drive revenue, margins, etc. Own both creation and execution of promotions calendar including special occasions (Diwali, Valentine's day, etc.)

Program Management

Work with cross functional teams and ensure key charters are being program managed effectively and efficiently. Design thinking of the program and exposure to complex problem statements

Analytics

Work with internal business, CX, marketing & analytics team to set up dashboards and run analytics to present insights to leadership teams. Identify the trends, customer needs / gaps and work with respective stakeholders to bridge the gaps.

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Location of Job: Bangalore, India

No. of offers made: 2 (Pilani)

Selection Process

Branches open to: All BE

CGPA Criteria: More than 6

Recruitment Procedure: Aptitude test then 2 rounds of interviews.

Sources of Preparation: Aptitude prep for CAT was useful for the test, nothing special for the interviews.

Relevant Courses and Certification: Finance Minor



Domain:
Chemical

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Sector: Chemical

Name: Punya Juneja (2018A1PS0010P)

Company: ExxonMobil

Company description (2-3 lines):

ExxonMobil Corporation is one of the largest publicly traded international energy companies. It holds an industry-leading inventory of resources, is one of the largest refiners and marketers of petroleum products, and its chemical company is one of the largest in the world.

Job Profile: Engineer - Bengaluru Technology Centre (BTC)

Job Description:

Responsibilities of these roles include, but are not limited to

- Building and maintaining engineering and computational models for our projects and portioning assets around the globe
- Conducting simulation and technical studies, developing technical reports and providing improvement recommendations to businesses
- Monitoring and analysing reservoir, production and operations data, and providing insights to optimize asset performance with direct influence on operations
- Incorporating Process Safety, Maintenance, Reliability and Integrity best practices enhance life cycle performance of assets
- Delivering projects engineering and management of new and expansion capital projects

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Location of Job: Bengaluru

Exit options: Joining a PSU through GATE exam, or pursuing a Master's degree abroad in the future.

No. of offers made: 5

Selection Process:

Branches open to: Single Degree B.E. Mechanical/Manufacturing/Chemical (Only 4-year program B.E. students eligible.)

CGPA Criteria: 7+

Recruitment Procedure:

- Resume shortlisting, online test, group discussion, and interview.
- Online test was easy however a bit lengthy, and a large number of people were selected. It tested domain knowledge as well as aptitude.
- In group discussion, topics were given on the spot with a minute or so to collate thoughts. Participants were expected to summarize the discussion at the end.
- Interview was very friendly. Questions were asked from the resume, and PS-2 internship knowledge was also tested. Further, there were HR based questions related to work done in clubs and associations. Favourite subject was asked and questions from that subject were then asked. There were also a few general questions.

Sources of Preparation:

Course handouts to revisit the courses; preparation for competitive exams like GATE by the side is advantageous; nothing specific for aptitude or HR questions

Relevant Courses and Certification:

Chemical CDCs

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Suggestions / Other Information:

- The problem-solving process should be conveyed along with the final answer.
- Be thorough with your resume.
- Experiences with clubs/associations can be revisited beforehand

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Domain:

Civil

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Sector: Civil

Name: Aishwarya Jain (2018A2PS0084P)

Company: Cairn India

Company description (2-3 lines):

Cairn Oil & Gas, Vedanta Limited, is the largest oil and gas exploration and production company in India. Cairn contributed about 24% to India's domestic crude oil production in the financial year 2019-20 and has a vision to produce 50% of India's oil and gas.

Job Profile: GET (Graduate Engineer Trainee)

Job Description:

My role will provide an opportunity for Benchmarking, Digitization, & innovation in Construction. The incumbent will work with top management executives on real-time projects impacting business directly. They will be expected to work in a fast-paced dynamic team environment and will gain experience in various aspects of the natural resources industry.

Location of Job: Barmer (Rajasthan)

Exit options: Masters in Structural/Infrastructure engg. & management, Open a private consultancy/construction firm.

No. of offers made: 2

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Selection Process

Branches open to: Civil, Chemical, Mechanical

CGPA Criteria: Min. CGPA Req. - 6.00

Recruitment Procedure:

- Written Test (30 MCQS- 30 minutes, based on aptitude & core civil)- Test was easy and based on basic concepts only. Only slight calculations were required.
- Group Discussion
- Interview (HR + Technical combined)- About 20 minute interview.

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Sources of Preparation:

Being thorough with basic civil engineering concepts, I did a quick revision of major subjects. Used online sources for preparation of HR questions. Be thorough with your Resume, especially projects.

Relevant Courses and Certification:

All CDCs are relevant, having a good knowledge of AutoCAD, Revit & STAADPro will give an edge.

Suggestions / Other Information :

- The interviewers were not looking for people who could remember stuff. They were only interested in the clarity of basic concepts.
- Also ask questions, relevant questions show your interest towards the company which is certainly beneficial for a good impression.

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Domain: **Consulting**

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Sector: Consulting

Name: Ansh Sandeep Shah (2018A4PS0525P)

Company: Accenture

Company description (2-3 lines):

Accenture is an Ireland based multinational professional services company that specialises in IT services and consulting. A Fortune Global 500 company that provides professional services and has specialized capabilities in over 40 industries.

Job Profile: MC Delivery Associate (Consulting)

Job Description:

- Support strategic India Business initiatives
- Engage in fundamental research to develop novel solutions
- Preparing proposals for new business engagement
- Follow multiple approaches for project execution including develop data models and perform analysis
- Leverage the vast global network of Accenture to collaborate with Accenture Tech labs, Accenture Open Innovations and Accenture Analytics for creating solutions
- Collaborate with other subject matter experts, sales and delivery teams from Accenture locations around the globe to deliver strategic projects from design to execution

Location of Job: Mumbai / Gurugram / Bangalore / Kolkata. (Involves travelling)

Exit options: MBA at either IIM (A/B/C) or abroad, lateral and vertical rising is prominent within the company as well.

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Selection Process:

Branches open to: All B.E. and Dual degree students are eligible

CGPA Criteria: 6 post PS 2

Recruitment Procedure:

- Recruitment Test
- Resume Shortlisting
- Interview (Resume)
- Interview (Case Study and Technical)
- Interview (HR)

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Sources of Preparation:

- Knowing your resume is a must
- Use of structured answers for each of the internships completed as well as all the PORs and Projects
- Online case studies and guesstimates. (Read case studies on the Accenture website)
- Revision of standard HR questions

Relevant Courses and Certification:

Basics of data science from courses such as Data Mining and Machine Learning may be useful in interviews but no other specific courses needed.

Suggestions / Other Information :

Some things they look for in the candidates :-

- Academic excellence - Demonstrate consistency throughout X, XII and graduation
- Strong analytical abilities
- Knowledge of Microsoft tools - PowerPoint, Excel, Word & MS Project
- Excellent English communication skills (written and spoken) along with any other foreign language is a plus
- Effective Interpersonal skills
- Aptitude to learn, problem solving, ability to think creatively to solve real world business problems
- Ability to seamlessly integrate and work collaboratively in global fast-paced environment



Sector: Consulting

Name: Abhishek Choudhari (2018ABPS0536P)

Company: Accenture Strategies

Company description (2-3 lines):

Accenture is a leading global professional services company, providing a broad range of services in strategy and consulting, interactive, technology and operations, with digital capabilities across all of these services. We combine unmatched experience and specialized capabilities across more than 40 industries - powered by the world's largest network of Advanced Technology and Intelligent Operations centres. With 514,000 people serving clients in more than 120 countries, Accenture brings continuous innovation to help clients improve their performance and create lasting value across their enterprises.

Job Profile: MC Delivery Associate

Job Description:

Role & Responsibilities

- Support strategic India Business initiatives
- Engage in fundamental research to develop novel solutions
- Leverage Accenture's method, tools and existing assets to deliver outcomes
- Preparing proposals for new business engagement
- Follow multiple approaches for project execution including develop data models and perform analysis
- Explore third party and open source solutions for speed to execution and for specific use cases
- Leverage the vast global network of Accenture to collaborate with Accenture Tech labs, Accenture Open Innovations and Accenture Analytics for creating solutions
- Collaborate with other subject matter experts, sales and delivery teams from Accenture locations around the globe to deliver strategic projects from design to execution

Key Competencies

- Academic excellence - Demonstrate consistency throughout X, XII and graduation

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- Strong analytical abilities
- Knowledge of Microsoft tools - PowerPoint, Excel, Word & MS Project
- Excellent English communication skills (written and spoken) along with any other foreign language is a plus
- Effective Interpersonal skills
- Aptitude to learn, problem solving, ability to think creatively to solve real world business problems
- Ability to seamlessly integrate and work collaboratively in global fast-paced environment

Good to have

- Effective presentation development and delivery skills to diverse stakeholders
- Demonstrated leadership skills in projects or any other allied activities (e.g., clubs, pro-bono volunteering)
- Knowledge of tools such as Power BI, Tableau, SQL, Microsoft Axis or any other niche capability is a plus
- Knowledge of programming language such as C++, Java, R, S-Plus, Python or any other niche capability is a plus

Location of Job: Gurgaon/ New Delhi /Mumbai/Bangalore

Selection Process:

Branches open to: All B.E.

CGPA Criteria: 6 CGPA

Recruitment Procedure:

- Online Test, Resume shortlisting, Technical Interview, HR Interview
- Online test was based on aptitude and logical reasoning.
- Interviews: The interview had 3 rounds in total. Interview is expected to be about Knowing the resume well, Problem solving skills, Guesstimates, Communication and personality.
- Skills Interview: This round can be expected to be based on the projects and internships mentioned in the resume. Interviewer wanted to know about the candidate's fields of interest.

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- Final Interview: This round was also on internships but also involved generic questions: Why consulting? Why do you deserve this role?
- HR Interview: This round consisted of HR questions mostly on previous work experience and related to the firm like: Why Accenture and not any other consulting firm?.

Sources of Preparation:

- No particular source of preparation. Being thorough with the projects and internships mentioned in the resume. Having a basic idea about the role and consulting in general helps.
- Showing interest in the field and being curious about the kind of role is important.

Relevant Courses and Certification:

No relevant courses or certification. Watched YouTube videos to explore management consulting and practiced consulting guesstimates questions.

Suggestions / Other Information:

- Be confident and try to talk about your domain knowledge.
- When asked about something, take your time and answer accordingly.
- Have an understanding of the background of the company and the role offered.
- Show interest in the role by asking questions and try to have a two-way interaction.



Sector: Consulting

Name: Arkin Sanghi (2018A3PS0416P)

Company: Accenture Strategy & Consulting

Company description (2-3 lines):

Accenture S&C is the Strategy consulting arm of global giant Accenture and is committed to supporting Board members, CXOs and Senior managers in finding solutions to their most important business problems spanning strategy, organisation, operations and processes, in helping them execute the solutions across their organisation and in the process creating sustainable value for the client.

Job Profile: Management Consultant - Delivery Associate

Job Description:

Management Consultant - Delivery Associate Role:

- Support strategic India Business initiatives.
- Engage in fundamental research to develop novel solutions.
- Leverage Accenture's method, tools and existing assets to deliver outcomes.
- Preparing proposals for new business engagement.
- Follow multiple approaches for project execution including develop data models and perform analysis.
- Explore third party and open source solutions for speed to execution and for specific use cases.
- Leverage the vast global network of Accenture to collaborate with Accenture Tech labs, Accenture Open Innovations and Accenture Analytics for creating solutions.
- Collaborate with other subject matter experts, sales and delivery teams from Accenture locations around the globe to deliver strategic projects from design to execution.

Skill Set:

- Academic excellence - Demonstrate consistency throughout X, XII and graduation
- Strong analytical abilities.
- Knowledge of Microsoft tools - PowerPoint, Excel, Word & MS Project.
- Excellent English communication skills (written and spoken) along with any other foreign language is a plus.

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- Effective Interpersonal skills.
- Aptitude to learn, problem solving, ability to think creatively to solve real world business problems.
- Ability to seamlessly integrate and work collaboratively in global fast-paced environment.

Location of Job:

Base Location - Gurgaon/ New Delhi /Mumbai/Bangalore

Project Location - Anywhere in India or Abroad

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

No. of offers made: 1

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Selection Process:

Branches open to: All BE

CGPA Criteria: Post PS2 6.5+

Recruitment Procedure:

- Online Test, Resume Shortlisting, Interviews
- Test had 4 sections:
 - Verbal
 - Data Interpretation
 - Quant
 - Critical Thinking
- Test was easy. However, it is important to maintain speed to finish all questions. There was negative marking.
- Interviews: Total 3 rounds - 2 Technical Interview + HR interview.
- Shortlisted candidates and waitlisted candidates were subject to different interview experience, Shortlisted ones had:
 - Round 1 - Asked about different aspects of the resume, such as projects/ internships etc. Fairly chill, interactive round.
 - Round 2 - More rigorous deep dive into resume based questions, some people were asked case studies.
 - HR Round - Basic HR questions, 'why consulting', 'turning point in your life', 'why accenture s&c' etc.

Sources of Preparation:

- Being thorough with resume Basic HR questions preparation.
- Puzzles solving books
- Case study books - Case in point, Case Interviews Cracked etc. (cases can also be exchanged with friends)
- Search for generic puzzles, also study case in point for guesstimates and case based questions.

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Relevant Courses and Certification:

No subject as such. May be asked questions on Probability and Statistics, Basic Maths.

Suggestions / Other Information :

- Be good with resume preparation.
- Be fluent and confident in your answers, they look for people who can communicate effectively.
- Be logical while answering and HR Round should be interactive and natural.
- Case Studies, guesstimates and puzzles are important, since waitlisted candidates were asked the same from Round 1 itself.



Sector: Consulting

Name: Sanyam Goel (2018ABPS0606P)

Company: Accenture

Company description (2-3 lines):

Accenture is a leading professional services company, providing a broad range of services in strategy and consulting, interactive, technology, and operations, with digital capabilities across all of these services.

Job Profile: Management-Consulting Associate

Job Description:

- Support strategic India Business initiatives
- Engage in fundamental research to develop novel solutions
- Leverage Accenture's method, tools, and existing assets to deliver outcomes
- Preparing proposals for new business engagement
- Follow multiple approaches for project execution, including developing data models and performing analysis
- Leverage the vast global network of Accenture to collaborate with Accenture Tech Labs, Accenture Open Innovations, and Accenture Analytics for creating solutions
- Collaborate with other subject matter experts, sales and delivery teams from Accenture locations around the globe to deliver strategic projects from design to execution

Location of Job: Gurgaon/New Delhi/Bangalore/Mumbai

No. of offers made: 1

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Selection Process:

Branches open to: All single degree B.E

CGPA Criteria: 6 and above (Pre PS-II Grades)

Recruitment Procedure:

- Online Test, Resume Shortlisting, Technical Interview (2 Rounds), HR Interview
- Online Test:
 - The test duration was 60 minutes and had six separate sections, all of which had an individual timer.
 - The sections were based on Quantitative Ability, Logical Reasoning, Data Interpretation, situation-based, and Verbal Ability.
 - The difficulty level of the questions was on the easier side. However, it is important to maintain speed and accuracy in order to attempt all the questions.
- Resume Shortlisting
- Technical Interview - Round 1: The first-round interview lasted for 30 minutes and was mostly based on the resume and involved cross-questioning on the projects and subjects undertaken. The interview was concluded with a small 10-minute Guesstimate problem.
- Technical Interview - Round 2: The second-round interview was conducted by a managing director from the company and lasted for 30 minutes. The interview revolved around past internship experiences and questions based on your strengths, weaknesses, and why you want to work in consulting. The interview also had a case study based on profitability or market entry problems.
- HR Interview: This was a brief interview with questions like your expectations from the company, where you see yourself in a few years, etc.

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Sources of Preparation:

- Case Studies and Guesstimates: Case in Point (Book), Case Interviews Cracked (Book & YouTube channel).
- Online Test: Mock tests available on PU training portal

Suggestions / Other Information:

- Be thorough with your resume and try to highlight your impact on your projects, internships, or club/department work.
- Practice a few mock tests to improve your speed and accuracy for the online test and try to attempt the maximum number of questions.
- It is important to prepare well for the case studies and guesstimates by practicing a wide variety of problems. Cases can also be exchanged and discussed with friends.
- Try to remain confident during the interview and be honest with respect to your interests and when you are unable to answer any particular question



Sector: Consulting

Name: Shyamal Khajuria (2018A8PS0199P)

Company: Accenture Strategy

Company description (2-3 lines):

Accenture strategy combines deep industry expertise, advanced analytics capabilities and human-led design methodologies that enables clients to act with speed and confidence. Accenture strategy deals with only C-Suite clients and employs consultants from top business schools across the world

Job Profile: Associate Management Consultant

Job Description:

The job revolves around consulting for C-Suite clients across the world and provides an insight into management consulting to fresh graduates.

Location of Job: Bangalore/Gurgaon/Mumbai

Exit options: MBA in IIM, Joining management consulting or venture capitalist firms in future

No. of offers made: 10

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Selection Process

Branches open to: 4 year B.E.

CGPA Criteria: 6

Recruitment Procedure:

- The first interview was with a Manager from Accenture strategy which revolved around resume screening and some questions around the future technologies like WEB 3.0, Blockchain.
- The second interview was with Sr Manager and involved some guesstimates and case studies. Again most of the questions were about the resume and Position of Responsibilities, Internships done etc.
- The third round was with the HR. Basic questions like interest/hobbies were asked

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Sources of Preparation:

- Case in Point is your holy bible.
- Practice guesstimates with your peers. Following are some references for guesstimates
 - <https://www.upgrad.com/blog/guesstimate-interview-questions-answers/>
 - <https://www.naukri.com/learning/articles/top-interview-guesstimate-questions-and-answers/>

Relevant Courses and Certification:

Online certifications don't add much value. I would suggest taking up a minor in Finance as it helps during business/finance case studies.

Suggestions / Other Information:

- Be good with resume preparation.
- Do not fake anything in your resume as the interviewer will grill you about the work ex and PORs a lot.
- Practice case studies and guesstimates as much as possible.

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Sector: Consulting

Name: Achintya Agrawal (2017B3AB0643P)

Company: Acuvon Consulting

Company description (2-3 lines):

Acuvon Consulting is a management consulting firm with its headquarters in New Delhi, India, and representative offices in Riyadh (KSA) and Dubai (UAE). Their clients belong to a diverse set of sectors i.e. Retail, Food & Beverage, Healthcare, Fintech, Pharmaceutical and Public Sector (Government), and BFSI (including Private Equity and Family Offices). Their mandates typically range from developing business strategy, growth plans and implementation roadmap, operational and financial restructuring, financial modeling and validation, development of business cycles and process improvement, performance measurement and reporting, and commercial and financial due diligence (Buy-side).

Job Profile: Analyst 2

Job Description:

Role:

- After a brief training analysts will support one of the client-facing teams
- Support the Associates and Engagement Managers in accomplishing their day-to-day tasks i.e. market research, financial analysis, modeling, creating presentations and dashboards, conducting and documenting interviews, etc
- To work on internal projects related to organizational development from time to time
- Travel to client locations (Saudi Arabia & UAE) on a need basis only. If travel is required, it can be up to 3 weeks/ month

Skill-set:

- Excellent problem solving and communication skills
- Advanced Proficiency in MS Excel and PowerPoint
- Exposure to one or more of Retail/ BFSI/ Healthcare (preferred)

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- Exposure to strategy development and implementation, process improvement, performance measurement, digital transformation (preferred)

Location of Job: Base location Noida, Saudi Arabia, & UAE

Exit options: MBA, Joining Venture capital/ private equity firms in the future

No. of offers made: 2

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Selection Process:

Branches open to: All BE and dual degree

CGPA Criteria: 6.0

Recruitment Procedure:

- Online Test, Resume Shortlisting, and Interviews
- The test had 4 sections:
 - Verbal
 - Data Interpretation
 - Quant
 - Logical Reasoning
- The test was easy. However, it is important to maintain speed to finish all questions.
- First-round:
 - Started with general questions on my education, the scope of further studies and started grilling me with every answer I gave.
 - One guesstimate, small cases/problem statements, and one puzzle. Asked a lot of technical questions based on Economics and Finance (as I was an economics student), questions were basic.
- Second round:
 - Mostly based on resume. I had multiple internships and competitions listed in my resume and he grilled me on everything I mentioned. It's better to only mention what you really know and what is relevant as per the job profile.
 - For example, I mentioned that I had done financial modeling in one of my internships and he asked me to build a 3-statement financial model for a new business, he was mostly interested in my approach and assumptions rather than the numbers.
- The third round was with the Managing Partner and he mostly asked common questions like “why consulting “ etc, and general questions to gauge my business acumen. At that senior level, they generally don't ask technical questions but want to know what kind of a person you are.

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Sources of Preparation:

- Victor Cheng case videos
- Case in Point (book): Understand all-important frameworks and refer to basic cases
- Practice guesstimates/small cases with friends (watch a lot of youtube videos from various channels)

Suggestions / Other Information :

- Be thorough with your resume preparation (each bit)
- Be logical and structured while answering questions
- Prepare for general HR questions beforehand and have structured answers with you, be ready with counter answers as well (they will question you)
- Have a good practice of cases (especially on profitability)
- Guesstimates and puzzles are important
- It's up to you how /where you want to lead the interviewer, know your strengths and steer the conversation in that direction
- Bonus: Check their website beforehand and read up their cases and strategies (spend an hour or two), then ask questions about their business or that particular case you read, expansion plans & why that location, their strategies, ideas, etc, I asked 1-2 very specific questions along with my feedback to every interviewer and we had at least 10 minutes discussion/conversation on their business. It shows that you are interested in the company and you have done your homework.



Sector: Consulting

Name: Rudra Nagalia (2018A1TS0042P)

Company: Acuvon Consulting

Company description (2-3 lines):

Acuvon are a management consulting firm with a focus on retail, healthcare and BFSI industries. Through continuous engagement with client organisations on strategic, financial and operational areas, they are able to:

- Help young companies accelerate their growth curve
- Help stagnant organizations unlock levers of profitability and growth
- Help poorly performing companies turnaround and return towards an upward trajectory

Job Profile: Analyst level 2

Job Description:

An Analyst's role is to support one of Acuvon's client-facing teams. The role requires one to support the Associates and Engagement Managers in accomplishing their day-to-day tasks i.e. market research, financial analysis and modelling, creating presentations and dashboards, conducting and documenting interviews, etc. In addition, the job description also mentions frequent travel to client locations in Saudi Arabia and the UAE whenever required.

Skill Set:

- Excellent problem solving and communication skills
- Advanced proficiency in MS Excel and Powerpoint
- Good knowledge of business and financial concepts
- Exposure to strategy development and implementation

Location of Job:

Base Location– Noida; Project Location – India, Saudi Arabia, UAE

No. of offers made: 1

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Selection Process

Branches open to: All BE and dual degree

CGPA Criteria: 6

Recruitment Procedure:

- Resume Shortlisting, Online Test, Interviews
- The test was essentially easy in terms of difficulty, but required a lot of speed in solving basic analytical and reasoning based questions.
- The next step comprised 3 interview rounds, two of which involved elaborate case solving while discussing our approach with the interviewer. After case solving, the interviews were more or less elaborate conversations about industry, strategy and general approaches to problem solving.

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Sources of Preparation:

Basic reasoning and problem solving modules, studying and solving a few examples from the different types of cases available in most preparation material and books.

Suggestions / Other Information :

- Be good with resume preparation (be sure to have it reviewed by someone, it always adds value)
- Be calm during the interviews and try to follow a strictly logical and innovative line of thought before answering
- Acquaint yourself with the kind of thinking approach that is necessary for case solving
- Practice as much as possible and keep an open mind

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Sector: Consulting

Name: Nikhil Kumar (2018A5PS0975P)

Company: Bain & Company

Company description (2-3 lines):

Bain & Company is a global management consulting firm founded in 1973 and headquartered in Boston with 61 offices across 37 countries. Its clients comprise more than 63% of global 500, private equity funds, leading non-profits, and innovative startups. BCN is one of the 61 Bain offices globally that serves as a centralized offshore center for the delivery of productized case types and business research issues.

Job Profile: Analyst

Job Description:

As an analyst you will be an active member of the team, learning how to make businesses more valuable and help our clients achieve sustainable competitive advantage. The Analyst is responsible for generating specific industry & company insights to support global Bain case teams, client development teams, and industry practices. They are also responsible to generate sound hypotheses and proactively helping to focus on the most leveraged issues, using various tools and techniques. This may include primary or secondary industry research, preparing presentations, translating data into meaningful insights, etc.

Location of Job: Gurgaon

Exit options: MBA, Investment Banking

No. of offers made: 5

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Selection Process:

Branches open to: All BE, MSc, B.Pharm

CGPA Criteria: None

Recruitment Procedure:

Resume Shortlisting, Online Test, Case Workshop(Non eliminative), Interviews

- The first round was Resume shortlisting after which around 90 students were shortlisted. Consulting firms evaluate the resumes thoroughly so try to make sure that your resume is well structured.
- Post that, there was a test for an hour. The test had 20 questions in total. 8 questions were from decision making where some data along with a couple of paragraphs were given followed by multiple-choice questions. The other 12 questions were from 3 sets of Data Interpretation where data was provided in form of charts, tables, and graphs followed by 3 or 4 multiple-choice questions.
- Post the test, around 20 students from the Pilani campus were shortlisted. For all the shortlisted candidates, Bain had organized a Case study workshop in which Consultants from Bain solved one guesstimate and one case study and answered our queries. They also discussed some of the key points to keep in mind while solving the case/guesstimate.
- After the case workshop, there were 2 rounds of interviews. The first round of interviews had a few basic resume questions followed by a guesstimate. Around 10-12 students were shortlisted for the second round of interviews. The second round involved a detailed business case that also had some elements of Product related questions in it.

Sources of Preparation:

I started with the IIMA and FMS case book and learned the basic framework of different types of cases and then watched mock case videos on youtube by ex-Bain, BCG consultants. Bain has also uploaded a few case videos which were very helpful. While solving the cases, try to do it with a friend as, during the interviews, you will also have to communicate your ideas and thought process to the interviewer which is more important than solving the case.

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Relevant Courses and Certification:

My CoE was Financial Services so having a Finance minor helped me explain why I have opted for Financial Services CoE.

Suggestions / Other Information:

While applying for the role, you will have to select your CoE, so make sure you select the one best suited for you. Your interviewers will belong to the same CoE and there will be a lot of questions revolving around the selected CoE. Communicate your ideas clearly and keep the interviewer in the loop while solving the case. The interviewer won't be able to see the sheet on which you will be solving the cases(in an online mode) so make sure you explain everything clearly.

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Sector: Consulting

Name: Parth Gupta (2017B3AB0734P)

Company: Bain Capability Network (BCN)

Company description (2-3 lines):

BCN is one of the 61 Bain offices globally that serves as a centralized offshore center for the delivery of productized case types and business research issues. The Capability Network works on projects across a wide range of industries and functional topics for global case teams/clients. Industry focus includes TMT, IT, Financial Services, Retail, Consumer Goods, Industrials, and more. Functional capabilities include Strategy, Corporate Finance, Private Equity, Benchmarking, Supply Chain, Procurement, etc. It also helps develop thought leadership for Bain Insights and collaborates with Bain partners on client development work.

Job Profile: Analyst - Private Equity Group

Job Description:

- Comprehend client needs and challenges for adapting to case expectations. Show ability to resolve discrete issues and/or drive consensus
- Identify and apply the relevant analytical tools for own workstream and ensure zero-defect analysis.
- Understand the client business/industry to generate and screen realistic solutions based on a blend of research and analysis. Communicate data, knowledge, and insight to the entire team.
- Effectively structure communication of insights from own workstream and ensure a logical flow of relevant information in presentations. Deliver clear and professional presentations to the team/team leaders/managers
- Consistently seek and provide meaningful and actionable feedback in all interactions.

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Location of Job: Gurgaon

No. of offers made: 5

Selection Process

Branches Open to: All BE and Dual Degree

CGPA Criteria: None

Recruitment Procedure:

- CV Shortlisting: Shortlist on Various criteria covering academics, extracurricular, internships
- Online Assessment: Online test to assess you on business judgment, data interpretation, and analysis
- Interviews (each round is an eliminating round): **Round 1** - Market Sizing, **Round 2** - Case Study.

Sources of Preparation:

- Being thorough with resume
- Basic HR questions preparation.
- Puzzles solving books
- Case study books - Day 1.0, Case in point (cases can also be exchanged with friends)
- Search for generic puzzles, also study case in point for guesstimates and case-based questions which were asked in the previous year. The YouTube channel,
- Case Interviews Cracked is also a helpful source for various types of case studies and guesstimates.

Relevant Courses and Certification:

No subject as such. Interns were asked easy questions from Probability and Statistics. Preparing these subjects could prove useful.

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Suggestions / Other Information :

- Be good with resume preparation
- Be logical while answering and HR should be natural
- Have a good practice of cases especially on probability and profitability
- Guesstimates and puzzles are important.

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Sector: Consulting

Name: Anisha Sharadsingh Thakur (2018A5PS0091P)

Company: BCN (Bain Capability Network)

Company description (2-3 lines):

Bain is a global management consulting firm founded in 1973 and headquartered in Boston with 61 offices across 37 countries. BCN is one of the 61 Bain offices globally that serves as a centralized offshore center for delivery of productized case types and business research issues. The Capability Network work on projects across a wide range of industries and functional topics for global case teams/clients.

Job Profile: Analyst

Job Description:

The Analyst is responsible for generating specific industry & company insights to support global Bain case teams, client development teams and industry practices. They are also responsible to generate sound hypotheses and proactively help to focus on the most leveraged issues, using various tools and techniques.

Job responsibilities

- Comprehend client needs and challenges for adapting to case expectations. Show ability to resolve discrete issues and/or drive consensus.
- Identify and apply the relevant analytical tools for own work stream and ensure zero-defect analysis.
- Understand the client business/industry to generate and screen realistic solutions based on a blend of research and analysis. Communicate data, knowledge and insight to the entire team.
- Effectively structure communication of insights from own work stream and ensure a logical flow of relevant information in presentations. Deliver clear and professional presentations to the team/team leaders/managers
- Consistently seek and provide meaningful and actionable feedback in all interactions.

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Location: Gurgaon

Exit options: MBA in IIM

No. of offers made: 1

Selection Process:

Branches open to: All

CGPA Criteria: None

Recruitment Procedure:

- Resume shortlisting, Online test, Case workshop, Interview.
- Online test -
 - Test had two sections - business judgement & data interpretation.
 - Business judgement included questions where a business scenario was given containing information like business overview, sources of revenue, risks associated, etc and subsequent questions were asked which could be answered by understanding and analysing the given information.
 - Data interpretation questions weren't particularly difficult but time was of essence.
- Case workshop - A collective workshop for all shortlists was arranged where two consultants from the company helped prepare for guesstimates and case study. One example for each was practised during the workshop and the Dos and Don'ts were discussed.
- Interview - Interviews comprised of 2 rounds.
 - For the First round a few personality questions and guesstimate can be expected.
 - Second round was an amalgam of HR round and case study round. Questions like "why the chosen of CoE" or "plans for higher studies" are to be expected along with one case study.

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Sources of Preparation:

- Being thorough with resume Basic HR questions preparation.
- Case study books - Consult club IIM-A case book, Case in point (cases can also be exchanged with friends)
- Search for study case in point for guesstimates and case based questions which were asked in the previous year.
- Practice QA and DI questions in a timed manner.

Relevant Courses and Certification:

I think it would depend on the CoE you have selected as your top preferences. As for the Analyst profile it is good have done courses or certifications for SQL, Python and/or Tableau.

Suggestions / Other Information :

It would be good to prepare for basic questions related to your preferred CoE. My choice of CoE was Healthcare so some basic questions in relation to pharmacy and biology were asked too.



Sector: Consulting

Name: Shirish Gupta (2017B4A10778P)

Company: Bain Capability Network

Job Profile: Analyst

Location of Job: Gurgaon

No. of offers made: 5

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Selection Process:

Branches open to: All

CGPA Criteria: None

Recruitment Procedure:

- Resume Shortlisting round
- Online test:
 - Conducted on Hire Pro platform, with proper audio and video proctoring. The test had 20 questions and was 60 minutes long. There were two types of questions -
 - 8 Case questions- on decision making situations
 - 12 Data interpretation questions- a bit lengthy, CAT type LR-DI questions can help to practice
- Interview + Guesstimate
 - Tell me about yourself.
 - Details of PS2 work
 - Guesstimate: Estimate the weight of french fries sold in all Delhi MacDonalds per week.
- Case + Interview
 - Case was in the area of COE I selected earlier .
 - Case question: Market share of a Potato chips company is decreasing in a geography. Find reasons for drop in sales. Some data was also provided .
 - Details about PS2 work and volunteer work were asked.

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Sources of Preparation:

Read multiple guesstimates from different sources. For case study read the basic frameworks to get an idea of how to start the case solving.

Suggestions / Other Information:

- It is important in cases and guesstimates to speak about every thought we have and every possibility that we can think of to solve the problem. If the interviewer asks to drop an approach just drop it and don't argue.
- Take time in structuring thoughts and assumptions. Make sure your justifications behind assumptions (especially in guesstimates) are communicated well to the interviewer throughout.



Sector: Consulting

Name: Ronit Singh (2018A2PS0567P)

Company: Capgemini

Company description:

Capgemini is a global leader in consulting, digital transformation, technology and engineering services. The Group is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms.

Job Profile: Associate Consultant

Job Description:

Consultant Role:

- Contribute to the client and the company business by offering innovative solutions.
- Design, develop and maintain modules based on requirements.
- Work in a team to support others with research and help in finding solutions.

Location of Job: India

Exit options: MBA in IIMs, Join other firms of similar role.

No. of offers made: 6

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Selection Process:

Branches open to: All B.E. and Dual Degree

CGPA Criteria: None

Recruitment Procedure:

- Resume Shortlisting, Online Test, Interview
- Test had 4 sections:
 - Verbal- based on a short passage, had to answer the questions.
 - Personality Questions
 - Visual Puzzles
 - Aptitude – basic mathematics questions
- Test was easy. However, it is important to maintain speed to finish all questions.
- Going back to previous questions is not allowed.
- Interview: Interview was of only 1 round mostly about resume and some random HR questions.

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Sources of Preparation:

Being thorough with resume Basic HR questions preparation. Puzzles solving books, Case study books. Guestimate lecture on YouTube, practice case studies with friends.

Suggestions / Other Information:

- Know your resume thoroughly.
- Practice guestimates and case studies.

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Sector: Consulting

Name: Anirudh Menon (2018A3PS0344P)

Company: Deloitte

Company description (2-3 lines):

Deloitte is a leading global provider of audit and assurance, consulting, financial advisory, risk advisory, tax, and related services. With more than 150 years of hard work and commitment to making a real difference, Deloitte has grown in scale and diversity—approximately 286,000 people in 150 countries and territories.

Job Profile: Analyst

Job Description:

Professionals in the US India Consulting—technology practice offers both advisory and implementation services that provide clients with comprehensive solutions to help them better manage the critical business of information and technology.

Location of Job: Bangalore/Gurgaon/Mumbai/Hyderabad

No. of offers made: 4

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Selection Process:

Branches open to: All

CGPA Criteria: 6.0 and above

Recruitment Procedure:

- Resume shortlisting, followed by two interview rounds.
- First round was technical, second round was more general
- Make sure you are natural during the interview, they will be more willing to take a chance on you if you seem willing to learn and grow..

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Sector: Consulting

Name: S Kahrnthinisha (2018ABTS0233P)

Company: Deloitte

Company description (2-3 lines):

Professionals in the US India Consulting—technology practice offers both advisory and implementation services that provide clients with comprehensive solutions to help them better manage the critical business of information and technology.

Job Profile: Analyst

Job Description:

Role :

- Design and develop solutions for our clients across industries using capabilities across domains like Digital, Cloud, ERP Packages, and Analytics
- Analyze and Improve business and delivery processes to meet strategic client objectives which will accelerate our clients towards a technology-driven future

Skill Set:

- Business Acumen
- Strong analytical, logical reasoning and problem-solving skills
- Good Client Presentation ability
- Industry experience
- Ability to work independently and in teams
- Proficient in business communication skills (spoken and written)
- Willingness and Ability to Learn and Execute

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BITS Pilani
Pilani Campus

Location of Job: Base Location–Hyderabad/Mumbai/Bangalore/Gurgaon

No. of offers made: 4

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Selection Process

Branches open to: B.E. EEE, Manufacturing, Mechanical, ENI, Civil, CS

CGPA Criteria: 6

Recruitment Procedure:

- Online Test, Interviews
- **Test** consisted of the following: Verbal, Data Interpretation, Quant and a coding section
- Test was easy. However, it is important to maintain speed to finish all questions. Going back to previous questions is not allowed.
- **Interviews:** There were two rounds
- First round was mostly based on resume and a couple of technical questions pertaining to the projects mentioned in resume were asked. It can be expected to have case studies/guesstimates.
- Second round was a mix of resume and HR questions.

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Sources of Preparation:

Case study books & GeeksforGeeks for coding questions.

Suggestions / Other Information :

Be thorough with your resume and what you've mentioned in there. Interviews were FIT based, so be yourself and confident during the interview process.

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Sector: Consulting

Name: Pratulya Shah (2017B1A40501P)

Company: Deloitte

Company description (2-3 lines):

Deloitte is a multinational professional services organization and part of the Big 4 of the accounting worlds. Deloitte US offices of India (USI) is the offshore arm of Deloitte US and provides support to ongoing Deloitte projects for US clients primarily, but also a few European clients. Deloitte USI provides consulting, auditing, risk, financial advisory, tax, and internal advisory services to clients in several industries, including but not limited to FMCG, Energy, Technology, Financial Services, Healthcare, and even governmental bodies.

Job Profile: Analyst - Deloitte USI Consulting

Job Description:

- Leverage data analytics, robotics and cognitive technologies (AI, ML, etc.) to generate insights and support data driven decision making.
- Discover, design and prototype consumer growth strategies and innovation portfolios.
- Contribute proofs of concepts and experimentation in the AI/ ML space aligning with the latest research and implement the same to solve real-world problems.
- Identify and generate insights from large volumes of data by using Big Data frameworks.
- Design and implement sales and service experiences, capabilities, and architectures required to bring customer strategies to life.

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Key Job Responsibilities:

- Design and develop solutions for our clients across industries using capabilities across domains like Digital, Cloud, ERP Packages, and Analytics.
- Analyze and Improve business and delivery processes to meet strategic client objectives which will accelerate our clients towards a technology-driven future.

Location of Job: Mumbai/ Bangalore/ Hyderabad/ Gurgaon

Exit options: Unknown

No. of offers made: 4

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Selection Process:

Branches open to: B.E. Computer Science, EEE, ENI, Civil, Mechanical & Manufacturing

CGPA Criteria: 6 and above

Recruitment Procedure:

- Online Test → Shortlisting (Resume & Test Scores) → Personal Interviews
- Online Test: Test was conducted on the AMCAT platform with section-wise timing. Once one section is complete, the candidate cannot navigate back to a previously attempted section. The test had 4 sections:
 - Verbal Reasoning:
 - Number of questions - Around 20
 - Duration - Around 20 minutes
 - Types of Questions - Synonyms & Antonyms, Correct grammatical mistakes, Comprehension-based questions
 - Quantitative Reasoning:
 - Number of questions - Around 15
 - Duration - Around 20 minutes
 - Types of Questions - Data Interpretation, Word Problems (probability, speeds & rates, etc.)
 - Logical Reasoning:
 - Number of Questions - Around 20
 - Section Duration - Around 15 minutes
 - Types of Questions - Family trees and relationships, Number and

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letter coding, Assertion-Reason, Puzzle

○ Automata:

- Number of questions - 2 Section duration - 1 hour
- Fairly straightforward if the candidate has a good knowledge of the concepts taught in the first year Computer Programming course and is comfortable with the syntax of at least one popular programming language (C, C++, Java, Python, etc.)

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- Personal Interview Round-1: Primarily to assess cultural fit with Deloitte BITSian alumni as an interviewer. Questions:
 - Personal Introduction
 - Why do you want to pursue a career in consulting? What's your understanding of a consulting career?
 - Long-term and short-term professional goals
 - Brief Discussion on PS-I, PS-II and projects in resume
 - Technical skills; mainly coding AI/ ML related; candidate should try to demonstrate a keen interest in new technologies even if he doesn't possess all the skills.
 - Positions of Responsibility
- Personal Interview Round-2: Primarily to assess technical ability. Senior leader at Deloitte as the interviewer. Questions:
 - Personal Introduction
 - Technical skills; mainly coding related; candidate should try to demonstrate a keen interest in new technologies even if he doesn't possess all the skills at the time of the interview.
 - Develop a pseudo-code for a given problem statement.
 - Is the fast-paced nature of the IT and tech consulting industry suitable for you?

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Sources of Preparation:

- Prep books and online material for aptitude tests.
- Any prep book for revising the concepts of 1-2 programming languages like C, Java, Python, etc.
- Geekforgeeks for common algorithms and coding questions.
- Be thorough with projects on your resume.
- Go through common HR questions related to cultural fit and your long term goals.

Relevant Courses and Certification:

No subjects as such. Having knowledge of AI/ ML/ Big Data concepts and frameworks can help, but it is not a deal breaker. Solid programming skills up to first year Computer Programming course level are a must.

Suggestions / Other Information:

- Have solid programming fundamentals. Fundamentals taught in the Computer Programming course should suffice. If you know AI/ ML, be solid in the fundamentals of those topics too.
- Demonstrate that you are a quick learner and are very keen to constantly upskill yourself in the latest technologies. Preferably back it up with examples from your project, internships or university life.

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- Be very clear about the job description you are applying for. They may sound similar, but you should have a solid reason why you chose consulting in the first place, and why you chose a particular job profile of the ones that were offered.
- A good, succinct resume that highlights the impact of your projects

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Sector: Consulting

Name: Akshay Joshi (2018A1PS0993P)

Company: IQVIA

Company description (2-3 lines):

At IQVIA, we look for the very best people, and then give them meaningful work to do. We don't simply think about careers, we think about contributions.

IQVIA is The Human Data Science Company, focused on using data and science to help healthcare clients find better solutions for their patients. Formed through the merger of IMS Health and Quintiles, IQVIA offers a broad range of solutions that harness advances in healthcare information, technology, analytics and human ingenuity to drive healthcare forward.

Job Profile: Associate

Job Description:

Key Responsibilities:

- Carry out work relating to the Consulting business area which meets or exceeds Consulting Services (CS) stakeholder expectations
- Extract and analyze data from IQVIA and public data sources
- Conduct secondary desk research and data analysis
- Typical CS projects include Go-to-Market, due-diligence, portfolio/market assessment, patient journey, forecasting/analogue analysis, market access engagements
- Work with minimal supervision or independently on defined tasks with 100% ownership on outcomes and timelines
- Critically think through the answer to the 'so-what' from a client perspective
- Participate in client/project team meetings and make succinct summaries
- Present to end-clients/US/European stakeholders (if required)
- Articulate project inputs, and highlight risks clearly at the earliest
- Ensure process compliance and adherence to highest quality standards

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Key Skills:

- Self-motivated, with strong work ethic and initiative; proactive in identifying issues and opportunities and delivering insightful solutions
- Ability to work in a team and across domains
- Strong analytical and problem-solving skills
- Ability to think through things critically
- Demonstrate structured thinking coupled with excellent presentation, and communication skills
- Ability to work under pressure with limited supervision and produce timely, high-quality deliverables in a fast-paced environment
- Passionate about research and data analysis and its practical application in the corporate environment
- Ability to pick up concepts related to consulting methodologies, tools and techniques related to functional areas very quickly
- Should possess an aptitude to understand the impact of macro-economic indicators on industry sectors
- Should be able to conceptualize new ideas for research and give shape to them
- Advanced skills in Microsoft Office tools such as PowerPoint and Excel preferable

Location of Job: PAN India

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

No. of offers made:

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Selection Process:

Branches open to: All Branches

CGPA Criteria: 6 CGPA and above

Recruitment Procedure:

Resume Shortlisting, Online Test (aptitude)Iq, two rounds of interviews(manager round and partner round)

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Sources of Preparation:

- Being thorough with resume Basic HR questions preparation.
- Puzzles solving books
- Case study books - Day 1.0 , Case in point (cases can also be exchanged with friends)
- Search for generic puzzles, also study case in point for guesstimates and case-based questions which were asked in the previous year.

Suggestions / Other Information :

- Do not fake your resume
- Have good practice of cases especially on probability and profitability
- Guesstimates and puzzles are important

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Sector: Consulting

Name: Raj Shekhar Singh (2018A1PS0824P)

Company: IQVIA

Company description (2-3 lines):

IQVIA, formerly Quintiles and IMS Health, Inc., is an American multinational company serving the combined industries of health information technology and clinical research

Job Profile: Associate

Location of Job: Pan India

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Selection Process:

CGPA Criteria: 6.5

Recruitment Procedure:

- Online Test: It had 4 sections:(not allowed to go back to the previous section)
 - Verbal- based on a short passage, the only type of question was to identify if the given statement can be inferred from the passage or not.
 - Data Interpretation
 - Quant
 - Critical reasoning
- Technical Interview: The interview started with three typical interview puzzles which I had prepared beforehand. The rest of the interview was mostly discussion regarding my internships and previous experiences.
- The second interview was more of a formality as they selected every one who got through the first interview, in this round they mainly introduced me to the responsibilities of role that I would be doing of the organisation

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Sources of Preparation:

- Prepare for case studies from Case Interview Cracked. Do watch YouTube videos on Case Interview Cracked channel. Also, try to get the paperback edition of Victor Cheng's Case interview

Relevant Courses and Certification:

Finance Minor

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Sector: Consulting

Name: Subham Agarwal (2018A2PS0139P)

Company: IQVIA

Company description (2-3 lines):

IQVIA is a leading global provider of advanced analytics, technology solutions, and clinical research services to the life sciences industry.

Job Profile: Associate Role

Job Description:

- Carry out work relating to the Consulting business area which meets or exceeds Consulting Services (CS) stakeholder expectations
 - Extract and analyze data from IQVIA and public data sources
 - Conduct secondary desk research and data analysis
 - Typical CS projects include Go-to-Market, due-diligence, portfolio/market assessment, patient journey, forecasting/analogous analysis, market access engagements
- Work with minimal supervision or independently on defined tasks with 100% ownership on outcomes and timelines
- Critically think through the answer to the ‘so-what’ from a client perspective
- Participate in client/project team meetings and make succinct summaries
- Present to end-clients/US/European stakeholders (if required)
- Articulate project inputs, and highlight risks clearly at the earliest
- Ensure process compliance and adherence to highest quality standards

Location of Job: Anywhere in India

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

No. of offers made: 3

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Selection Process

Branches open to: All degrees

CGPA Criteria: ≥ 6

Recruitment Procedure:

- Resume Shortlisting, Online Test and 2 Interviews.
- Test had 4 sections:
 - Verbal- based on a short passage, the only type of question was to identify if the given statement can be inferred from the passage or not.
 - Data Interpretation
 - Quant
 - Situation based- Watch a short video and answer the questions that follow.
- Test was easy though lengthy. We were not allowed to navigate back.
- Interview 1 - This round was based on puzzles. The interviewer wanted to check the thought process. He asked me to solve 3 puzzles and asked some general questions about myself.
- Interview 2 - It was mostly based on Resumes. Generic questions like “why consulting” etc were asked along with some questions related to finance. The interview was more based on clarity of thoughts.

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Sources of Preparation:

- Geeks for Geeks Puzzles
- PU Training
- Case study book- Case in Point

Relevant Courses and Certification:

No subjects as such.

Suggestions / Other Information:

- Be good with resume preparation
- Be logical while answering, explain every step of your thought process.
- Cases and puzzles are very important.

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Sector: Consulting

Name: Sutheerth Reddy (2018A2PS0647P)

Company: IQVIA

Company description (2-3 lines):

IQVIA brings together advances in data science, technology, and human science expertise to help the healthcare industry make better decisions, and ultimately to improve patient outcomes.

Job Profile: Associate

Location of Job: Bangalore

No. of offers made: 1

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Selection Process:

Branches open to: All branches

CGPA Criteria: No criteria

Recruitment Procedure:

Written Test and interview

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Sources of Preparation:

Case interviews cracked, IndiaBix

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Sector: Consulting

Name: Aryaman Agrawal (2018ABPS0640P)

Company: Indus Insights

Company description (2-3 lines):

Indus Insights is a specialized management consulting firm focused on financial services sector. Indus Insights is a cutting-edge Data Science consulting firm, with clients across four continents. We are doing trailblazing work in the banking & fintech sector, using Machine Learning, Data Science, and Analytics.

Job Profile: Associate

Job Description:

Indus Insights is looking for top-notch professionals to drive consulting and data sciences assignments of the firm. This is a phenomenal opportunity to work on some of the most exciting problems in fintech, banking & other industries, while using Analytics & Big Data. These roles offer great exposure to top tier clients across the globe, including in the US, Australia, and India. If you like the overlap of business, math, and technology, and enjoy working in a fast-paced environment, this role is tailor made for you.

Location of Job: Gurgaon

Exit options: Various Consultancy firms, MBA, Associate roles

No. of offers made: 4

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Selection Process:

Branches open to: All BE and dual degree

CGPA Criteria: None

Recruitment Procedure:

- Resume Shortlisting, Online Test, Buddy Process, Interviews
- **Test had 3 sections:**
 - Language
 - Aptitude
 - Written Guesstimate
- Test was moderate only, not very difficult.
- Buddy Process: A person from the company is allocated as a buddy for solving cases and then he also conducts mock interviews. There was a hotlist for the buddy process as the number of students from the shortlist were high.
- Interviews: There were 3 rounds of interviews.
- Guesstimate round
- Case Study round
- HR round

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Sources of Preparation:

- Being thorough with resume Basic HR questions preparation.
- Puzzles solving books
- Case study books - Day 1.0 , Case in point (cases can also be exchanged with friends)
- Search for generic puzzles, also study case in point for guesstimates and case based questions which were asked in the previous year

Suggestions / Other Information :

- Be good with resume preparation
- Be logical while answering and HR should be natural
- Have good practice of cases especially on probability and profitability
- Guesstimates and case studies are important

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Sector: Consulting / Analytics

Name: Samarth Mahapatra (2017B2A30751P)

Company: Landmark Group, Dubai

Company description (2-3 lines):

The group is one of the leading companies in the retail and hospitality space in the MEA and India region with brands like Lifestyle, Home center, Max, etc

Job Profile: Business Analyst

Location of Job: Dubai

No. of offers made: 3

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Selection Process:

Branches open to: All Branches

CGPA Criteria: 6

Recruitment Procedure:

- Aptitude Test, Group Discussion, 2 rounds of Personal Interview
- **Aptitude Test** - Contains quantitative, logical, and verbal sections. Questions are basic but time management and completing the paper is key.
- **Group Discussion** -
 - 12 people were shortlisted for the Group Discussion round. We were further divided into groups of six each and the topic for Group Discussion in my group was “Is Democracy overrated?”. The topic for the other group was “Should Vaccination be made mandatory”.
 - It is important to make sure that you stick to the topic and provide a direction to the discussion.
 - Hogging the discussion in order to catch the attention of the moderators works negatively in your favour. 3 people were selected for the personal interview rounds.
- **Personal Interview Round 1** -
 - It was a one-hour-long round. It Started with questions on activities mentioned in the resume and internship experience. There was a decent amount of cross-questioning on some of the answers.
 - Then the interviewer asked a Guesstimate question on the number of petrol pumps between your home in Noida and The Delhi Airport”.
 - The interview also had some HR-based questions like:
 - Sell yourself to this company.
 - What are your thoughts on working long hours?
 - They are primarily checking your thought process and confidence in this round. All three candidates shortlisted for this round proceed to the next and final round.
- **Personal Interview Round 2** -
 - This round was approximately one hour long as well. It started with HR-based questions about my family and what my parents do.

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- I was then asked some questions regarding my past work experience and there was some grilling regarding the same as well.
- Since I had a lot of consulting-based activities on my resume the interviewer asked me to solve a case question - “Consider that GMR has hired you to increase the revenue of Delhi airport by 200% in the next six months. How would you approach this problem - what is the set of questions you will ask the client, and what would be your recommendations?”
- I was asked to brainstorm about the different revenue streams an airport could have and then proceed with the solution. He prompted me to focus on increasing the sales of an airport-based retail shop and asked me to give recommendations for the same
- He then asked me some more behavioral questions and grilled me about why I have a comparatively low CG (It was 7.12 at that time). Be ready to justify and emphasize the other activities and learnings you had in college apart from academics if your CG is on the lower side.

Sources of Preparation:

- Being thorough with resume Basic HR questions preparation.
- Some casebooks like - Day One, Cracking the case interview, Case in Point, and the IIMA casebook.
- For aptitude test - Practice CAT-based DILR and QA questions from PU-provided material and IndiaBix.

Suggestions / Other Information:

- Let everyone speak during the GD - be polite
- Be confident during the interviews and prepare generic HR-based questions beforehand



Sector: Analytics

Name: Saumitra Rai (2018A2TS0124P)

Company: Homecentre, Landmark Group

Company description (2-3 lines):

Home Centre is the leading home retailer in the Middle East, North Africa and India. Home Centre is committed to constantly delivering outstanding value, continuous innovation and exceptional customer experience. Their stores boast an extensive and impressive range of furniture, home furnishings, home accessories, bed and bath and kitchenware at affordable prices. Home Centre's in-house team of stylists and buyers draw inspiration from global trends to bring stylish and affordable selections to a wide spectrum of homes, both traditional and modern.

Job Profile: Business Analyst

Job Description:

Business Analyst role on key business functions will either drive independent work modules or support function head and team members on larger work modules, typically involved in the following:-

- Develop understanding of key business requirements
- Develop key hypothesis, test and validate with fact-based data driven analysis
- Analyze internal data (financial / operational / retail transaction), identify root causes of problems, and draw actionable business insights
- Recommend solution ideas, helping drive clarity of thoughts
- Support function head and team members in developing detailed go-forward strategies or performance improvement plans
- Build excel models and effective presentations to communicate the recommendations/ solutions
- Develop a data based framework to build the right offer for all customer segments
- Ensure timelines and quality of deliverables
- Present insights and conclusions confidently and meaningfully to function head and senior management
- Drive implementation of business critical initiatives, regular progress reviews, tracking and reporting of business benefits / impact delivered.

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Location of Job: Dubai, UAE

Exit options: MBA

No. of offers made: 3

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Selection Process

Branches open to: Open to all

CGPA Criteria: UG - Required: 6 CGPA

Recruitment Procedure:

- **Round 1:** Basic aptitude test that evaluated Mathematics, English, and Mental Ability. There is no need to study for it separately. Though it would probably be helpful to go through a few sample aptitude questions to brush up your concepts.
- A total of 17 students were shortlisted for the next round.
- **Round 2:** Group Discussion round. The 17 students were shortlisted into 3 groups of 7, 6, and 4. The question to be discussed for my group was '*Is Democracy overrated?*'. Everyone in my group spoke in favour of Democracy and concluded that it is not overrated.
- They further shortlisted 3 students, one from each of the GD groups.
- **Round 3:** Personal Interview I. The following questions were asked, not necessarily in the same order:
 - Give your introduction.
 - You have a high CGPA, and hold Department rank 1. Are you not planning to go for higher studies?
 - Why do you want to join the Landmark Group?
 - The interviewer went ahead to ask me a market-entry case study. The trick was that I also had to guess-estimate the market size, and it was not provided by the interviewer.
 - What motivates you to do well in your work?
 - Why should Landmark Group hire you over other candidates?
- **Round 4:** Personal Interview II. This was NOT an HR interview. The following questions were asked, not necessarily in the same order:
 - Give your personal introduction. What do your parents do for a living? How many siblings, what are they doing?
 - Questions were asked about a humanities project. I have worked on the debate of Gandhi and Ambedkar on caste and analyzed Arundhati Roy's '*The Doctor and the Saint*'.

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- I was asked to explain my understanding on Gandhian view of caste that evolved from this project.
- An interesting follow up question was, ‘*What was Ambedkar’s contribution to the other half of Indian society, i.e., the upper caste Hindus, whom he does not represent?*’
- There was also a question on some particular work that I did as the President of MATRIX, the Literature and Cinema Society, and that I had mentioned on my CV.
- A case study was asked. If a particular clothing product commonly used in winter sees a decline in sales during winter months, what could be the possible reasons for it? This is basically a profitability case study.
- Give me some out of the box ways to calculate revenue of a retail store. The interviewer helped me quite a bit in figuring out this question. Though I wasn’t able to reach the response which the interviewer was expecting.
- The last question was a guesstimate, where I had to estimate the number of shaving blades sold in the UAE in a day.



Sources of Preparation:

- Sources for Guesstimate: YouTube videos
 - [Guesstimate: No. of washing machines sold in India in a year](#)
 - [Guesstimate - Number of ATMs in India](#)
- Sources for Case Study: YouTube videos
 - Though I never discussed case studies with a friend, that is the best way of practising it if you are aiming for a consulting/analytics role.
 - [Case Interview Workshop by Victor Cheng](#) (Highly recommended)
 - [Consulting Case Interview: Profitability](#)
 - [Profitability Case Study Interview Example - Solved by Ex-McKinsey Consultant](#)

Suggestions / Other Information:

Placements are a tough time, and you may get overwhelmed quite frequently. But let me assure you that getting placed should not be a problem if you are consistent, and have prepared even for a week. At the end of the day, placements are quite random and you need to wait for your lucky day. Rest assured, you will get there.

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Sector: Consulting

Name: Rishabh Jain (2018A1PS0013P)

Company: Meesho

Company description (2-3 lines): <https://en.wikipedia.org/wiki/Meesho>

Job Profile: Business Analyst

Job Description:

BA Role :

- Create various algorithms for optimizing demand & supply data
- Data analysis and solution building based on insights capture from data
- Responsible for giving insights to management and help in strategic planning
- Analyse metrics, key indicators and other available data sources to discover root causes of process defects
- Support business development and help to create efficient designs and solution processes
- Determine efficient utilization of resources
- Actively engage with internal partners throughout the organization to meet and exceed customer service levels & transport-related KPI's
- Research and implement cost reduction opportunities
- Excellent problem-solving, task prioritization, follow-up, and customer service skills

Skill Set:

- Proficiency in Advanced Excel and Advanced SQL (must-have), Python is Plus
- Understanding of basic statistics and probability concepts
- Cultural fit: Structured problem-solving skills. Willingness to experiment.

Location of Job: Base Location– Bangalore

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

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No. of offers made: 3

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Sector: Consulting

Name: Shubham Bansal (2018A4PS0530P)

Company: Ola Electric

Company description (2-3 lines):

India's largest mobility platform, and one of the world's largest ride-hailing platforms, Ola has revolutionized mobility, for over a billion people, across 3 continents. In its decade long journey so far, Ola has forayed into other, newer business streams as well, spanning its wings across Financial Services, Cloud Kitchens, Used Vehicle Sales, and Electric Vehicles.

Job Profile: Business Analyst

Job Description:

BA role:

- Creating the right product road map by partnering with product managers and relevant stakeholders.
- Identifying the right business and product metrics for problem-solving. Evangelize the right analytical practices within the team.
- Work with engineering/data platform teams on designing and building data analysis systems for large data sets and extracting meaningful data for product teams.
- Recommend and create the right algorithms to extract information from large data sets.
- Make recommendations and drive implementation for product or process changes prioritizing user needs.

Key Competencies:

- Ability to learn and grow in a fast-paced setup
- Work in a cross-functional team, collaborating with peers during the entire SDLC.
- Write maintainable/scalable/efficient code.
- Follow coding standards, unit-testing, code reviews etc. Strong problem solving and debugging skills
- Good knowledge of Data Structures and Algorithm is a must
- Follow release cycles and commitment to deadlines.

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Location of Job: Ola Campus in Koramangala, Bengaluru

Exit options: MBA in IIM, Joining Venture capital/ Private equity firms in the future

No. of offers made: 45

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Selection Process

Branches open to: All B.E. and Dual Degree

CGPA Criteria: 5.5

Recruitment Procedure:

- Resume Shortlisting, Online Test, Interviews
- Online test had 2 components: Aptitude assessment and Coding assessment.
- Both tests were easy and pretty basic. The company shortlisted the candidates who attended only the aptitude test as well.
- Interviews- There were 2 rounds- 1 technical & 1 HR
- In the technical interview, a guesstimate and a case study on profitability was asked.
- In the HR interview, pretty generic questions about resume were asked.

Sources of Preparation:

- Being thorough with resume
- Basic HR questions preparation
- Puzzles solving books Case study books - Day 1.0 , Case in point (cases can also be exchanged with friends)
- Search for generic puzzles, also study case in point for guesstimates and case based questions which were asked in the previous year.

Relevant Courses and Certification:

No subject as such.

Suggestions / Other Information:

- Be good with resume preparation
- Be logical while answering and HR should be natural
- Have good practice of cases especially on probability and profitability
- Guesstimates and puzzles are important

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Sector: Consulting

Name: Saahil Pudipeddi (2018A1PS0034P)

Company: PwC

Company description (2-3 lines):

PwC is one of the largest professional services firms in the world with a presence in over 158 countries and more than 2,50,000 people who are committed to deliver quality.

Job Profile: Associate Consultant - Power and Utilities

Job Description:

Essential Skills

- Basic problem solving skills
- Excellent communication skills including proficiency in English language
- Proficiency in excel and powerpoint
- Open to regular travel; in some cases extended stay in tier 2 and tier 3 cities
- Self-disciplined and self-motivated
- Ability to innovate, create lasting relationships and work independently with little supervision

Location of Job: PAN India

Exit options: MBA, Management

No. of offers made: Pilani 1, All Campuses 15

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Selection Process:

Branches open to: All except Pharma, Civil, Manufacturing.

CGPA Criteria: 6

Recruitment Procedure:

- Aptitude Test, Technical Interview, Partner Interview, HR Interview
- Test: A simple test consisting of Data Interpretation, Quantitative and Verbal. All questions were of standard models. Some practice questions before placements start should be enough.
- Technical Interview: Purely resume based interview.
 - Walk me through your resume.
 - Tell me something about yourself that's not on your resume.
 - Internships - what was your role, what impact did your work create.
 - Favourite subject/elective (BAV) (should be in your resume) questions based on this.
 - What is p/e ratio?.
 - How is it different from p/b ratio?
 - If two companies have different p/e ratios, how can you explain it?
 - Google has p/e ratio of 25 but TCS is usually >30-35 why?
- Partner Interview: Most relaxed interview
 - Entire interview was to convince them that you are right for the job.
 - Why consulting?
 - Why PwC?
 - How will you work in stressful situations?
 - How will you complete tasks in short notice?
 - Tell me about your hobbies (Reading Books). What's the recent book you read? What did you like about it?
- HR Interview:
 - Why do you want to work here?
 - Are you ok with traveling?
 - Are you ok with working pan india?

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Sources of Preparation:

Prepare all HR questions, case interviews cracked for guesstimates and case studies, geeksforgeeks for puzzles.

Suggestions / Other Information :

Be very thorough with HR questions, and ask interviewers questions about their company, projects, work, etc.

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Sector: Consulting

Name: Aryan Gupta (2017B3A10692P)

Company: TCG Digital

Job Profile: Consultant

No. of offers made: 6

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Selection Process:

Branches open to: All

CGPA Criteria: NA

Recruitment Procedure:

- Online test: It had four sections:
 - Aptitude test
 - Coding (basic output based question done in CP)
 - Case study
 - A small question Why do you want to work with TCG?
- Technical Interview :
 - Started with “tell me about yourself”
 - Basic resume grilling concentrated more on the work done in Internship, PoR and personal projects
 - Asked questions about machine learning and Data cleaning.
 - One puzzle of GFG was given you have to solve it by the given time.
- HR round :
 - Introduced myself and a case study was given which was medium level with no time limit.
 - About the dual degree concept and how I can use both of my degrees.
 - Asked questions about chemical core and supply chain.
 - Asked about why I was interested in analytics.

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Sources of Preparation:

GFG, YouTube videos on guesstimates, CIC

Relevant Courses and Certification:

Depends on profile

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Sector: Consulting

Name: Sooraj Verma (2018A5TS1003P)

Company: TCG Digital

Job Profile: Consultant

Location of Job: Gurugram

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Selection process:

Recruitment Procedure:

- **Resume Shortlisting:**
 - While all students were allowed to take the online exam, having a good one-page resume with key points highlighted in bold is highly advisable.
 - A strong resume is a big plus in all companies' subsequent technical and HR rounds.
- **Online Test** - The online test consisted of four different timed sections:
 - Aptitude: Basic quant questions. 16 MCQ questions to be answered in 30 minutes.
 - Basic coding related questions: Some code snippets were given along with 4 output options. Other questions were:
 - How many types of polymorphism are there in OOP?
 - Which of the following differentiate between overloaded and overridden functions?
 - 5 MCQ questions to be answered in 7 minutes.
 - **Algorithm writing:** 1 question to be answered in 35 minutes. **Problem Statement** – You have been hired as a consultant of XYZ corporation who is trying to assess from where the data can be collected for a food delivery organization. The use case involves a mobile application from where the user can order and track food orders. You have to figure out the incoming data to optimize the delivery time. You have to build a solution around:
 - Data entry points in the journey of food ordering, food preparation and delivery
 - System to optimize delivery time and availability of executives for the next delivery.
 - Provide real-analytics to the environment for better decision-making on the supply chain.
 - A comprehensive theoretical description was sufficient; the writing of a code/pseudo code was not mandatory.
 - The question was quite open ended, and the test takers could use any existing algorithm or create a new one.
 - **HR questions:** 3 questions to be answered in 20 mins. The questions were:
 - Why do you want to develop a career in analytics?
 - What do you feel data analytics can achieve for our organization?

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- Why are you suited for the data analytics profile?
- **Technical Interview:**
 - It was a 40-minute interview with TCG Digital's CTO and a BITS alumnus.
 - It was focused solely on my Resume. It also involved a puzzle and a guesstimate which took about 30 mins. Lastly, I was asked a few Probability questions.
 - I was also asked to explain the work I did during my Bachelor Thesis.
- **HR Interview:** Had some cliché HR questions like -
 - Do you prefer working in a team or alone? Why?
 - How do you deal with pressure?
 - How would your friends describe you to me?
 - What are your strengths?
 - When was a time where you had to work with little/ no guidance?
 - How do you deal with a team member who slacks off ?
 - It generally helps to have some answers prepared for this. It's better to back it all with some instance from your experience, no matter how small it could be.
 - Where do you see yourself in five years from now?

Sources of Preparation:

- Case Interviews Cracked
- Practicing cases in multiple case groups with friends/colleagues (important) and correcting mistakes regularly
- Day One, McKinsey PST (for the online test round)
- CAT DI-LR questions



Sector: Consulting

Name: Ananth J Menon (2018A4PS0044P)

Company: ZS Associates

Company description (2-3 lines):

ZS is a professional services firm that works side by side with companies to help develop and deliver products that drive customer value and company results. From R&D to portfolio strategy, customer insights, marketing and sales strategy, operations and technology, ZS leverages their deep industry expertise and leading-edge analytics to create solutions that work in the real world.

Job Profile: Decision Analytics Associate

Job Description:

Responsibilities:

- Develop advanced statistical models that relate marketing or sales activities to financial results
- Stimulate the impact of a client's future marketing or sales activities on their future real-world results
- Leverage optimization techniques to guide clients and teams to the best decisions
- Design custom analysis tools in applications such as Visual Basic, MS Excel, MS Access, SAS and ZS proprietary software
- Collaborate with clients and ZS teams to implement solutions
- Gain immediate responsibility for project deliverables
- Take initiative to advance your analytic and problem solving skills and train others at ZS

Skills:

- Bachelor's degree in any engineering discipline, or any other relevant degree
- Demonstrated record of academic success
- Strong work ethic and personal initiative
- Structured problem solving skills
- Focus on quality and orientation

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- Excellent organisation and task management skills
- Strong communication and business acumen
- Ability to work across global cross-office teams
- High motivation, work ethic maturity and personal initiative

Location of Job: Base Location: Pune/Gurgaon

Exit options: No constraint mentioned yet

No. of offers made: 3

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Selection Process:

Branches open to: All BE and dual degree

CGPA Criteria: 6 and above

Recruitment Procedure:

- Online Test, Case Study writing, Case study interview, Technical + HR Interview
- Test had 3 main sections:
 - Verbal reasoning
 - Data Interpretation
 - Quantitative Analysis
- Test was moderately difficult and it was important to maintain speed to finish all questions. Going back to previous questions is not allowed.
- Case Study Writing: A timed round where the students were given one hour to find the solution to various questions involved in solving a deep case study. The questions were available to be seen for only the hour and we had to submit the solutions written on paper by the end.
- Case Study Presentation: This is a one-on-one round where each of the students presented their findings from the previous case study to the interviewee and they also saw the solution that the student already submitted. They also ask some additional puzzles and brain teasers.
- Technical Interview: The people who passed the case interview moved to the technical one. Here we are asked multiple guesstimates, puzzles and logical questions. We were also asked questions related to our resume and other HR stuff like , “Why Consulting?”.

Sources of Preparation:

- Being thorough with resume.
- Basic HR questions preparation.
- Puzzles solving books
- Case study books , Case in point (cases can also be exchanged with friends)
- Search for generic puzzles, also study case in point for guesstimates and case based questions which were asked in the previous year.

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Relevant Courses and Certification:

No subject as such.

Suggestions / Other Information :

- Be very good with guesstimates, be thorough with preparation
- Prepare case studies thoroughly

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Sector: Consulting

Name: Ritvik Jain (2018ABPS0504P)

Company: ZS Associates

Company description (2-3 lines):

ZS is a professional services firm that works side by side with companies to help develop and deliver products that drive customer value and company results. From R&D to portfolio strategy, customer insights, marketing and sales strategy, operations and technology, we leverage our deep industry expertise and leading-edge analytics to create solutions that work in the real world. Our most asset is our people—a fact that's reflected in our values-driven organization in which new perspectives are integral and new ideas are celebrated. ZSers are passionately committed to helping companies and their customers thrive in industries ranging from healthcare and life sciences, to high-tech, financial services, travel and transportation, and beyond.

Job Profile: Decision Analytics Associate

Job Description:

Decision Analytics Associate (DAAs) are active participants in creating and delivering solutions for our clients and project teams. DAAs leverage their analytic skills to derive insights and solve problems. In particular, DAAs employ advanced analytic techniques in areas such as modeling, simulation and optimization.

Responsibilities:

- Develop advanced statistical models that relate marketing or sales activities to financial results.
- Simulate the impact of a client's future marketing or sales activities on their future real-world results
- Leverage optimization techniques to guide clients and ZS teams to the best decisions
- Design custom analysis tools in applications such as Visual Basic, MS Excel, MS Access, SAS and ZS proprietary software
- Synthesize and communicate results to clients and ZS teams
- Collaborate with client and ZS teams to implement solutions
- Gain immediate responsibility for project deliverables

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- Take initiative to advance your analytic and problem-solving skills and train others at ZS

Location of Job: Gurgaon or Pune

Exit options: Joining Venture capital/ Private equity firms in the future

No. of offers made: 3

Selection Process:

Branches open to: All BE and dual degree

CGPA Criteria: 6.00 and above

Recruitment Procedure:

- Resume Shortlisting, Online Test, Case Study, Case Study Interview, Behavioural Interview
- Test had 4 sections:
 - Verbal- based on a short passage, the only type of question was to identify if the given statement can be inferred from the passage or not.
 - Data Interpretation
 - Quantitative
 - Analytical
- Test wasn't that difficult but we needed to solve questions very quickly. We were allowed to navigate through questions but not sections.
- **Case Study:** We were given an hour to solve a case study with our webcams on. The case study had 3 questions and it was tough to complete them all in the given time. We were required to scan and upload our answers in the company portal in the given time.
- **Case Study Interview:** We had a 1-1 session with an interviewer who questioned us on our approaches taken to solve the case study. Later we were asked some puzzles and guesstimates in the remaining time.
- **Behavioural Interview:** After getting shortlisted, we were required to take part in one final 1-1 interview in which basic behavioral questions were asked, also knowledge of

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projects and internships on the resume is critical. The session ended with a guesstimate and some general analytical questions.

Sources of Preparation:

- Being thorough with resume Basic HR questions preparation.
- Puzzles solving books
- Case study books - Day 1.0 , Case in point (cases can also be exchanged with friends)
- Search for generic puzzles, also study case in point for guesstimates and case based questions which were asked in the previous year (2021)

Relevant Courses and Certification:

No such subject. I was asked a few basic questions from Supply Chain Management which I had taken as an elective and put on my resume.

Suggestions / Other Information :

- Know your resume thoroughly and be comfortable talking about it.
- Be logical while answering and stay calm throughout interviews.
- Have good practice of case studies especially on probability and profitability
- Guesstimates and puzzles are important, answer logically and confidently.

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Sector: Consulting

Name: Tarun Malik (2018A1PS0056P)

Company: ZS Associates

Job Profile: DAA

Location of Job: Gurgaon/Pune

Exit options: Startups, Product management, CXOs

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Selection Process

Branches open to: All

Recruitment Procedure:

- ZS Campus beats Case Study Competition -> Aptitude Behavioural Round -> PPI Offer -> Case study+Guesstimate Interview (2 rounds) -> Offer
- I participated in the ZS Campus beats Case Study competition held in March. My team was amongst the top 150, so we got a chance to sit for the aptitude round and got selected. After this, they rolled out the Pre placement Interview (PPI) offer.
- For the interviews, there was a case study round in which they give a around 12 page pdf which has a lot of data and graphs and then there are 5-6 questions in the end.
- I got an hour to read the whole case and solve all the questions. Based on it, they conduct an interview 3-4 hrs later during which they'll go through all the answers and will do cross questioning if they think anything is wrong.
- They just want to check our analytical skills, so even if you have done some calculation error and you are able to correct it during the time of interview, then it is perfectly alright. The most important thing is that you should have the right understanding of the case.
- After this there is the last interview round, which is mostly taken by a Principal or VP. This round is a general fit based round. It may vary person to person.
- Many people were grilled on their resume, but in my case, I didn't get even a single resume related question. Rather he gave me an unusual guesstimate to solve. Basically he wanted to check how I would react in an unusual situation. Puzzles were peppered in between both the interview rounds.

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Sources of Preparation:

Case Interviews Cracked (Youtube) + GeeksforGeeks (Puzzles)

Suggestions / Other Information:

Having some mental math tricks will help in number crunching during case studies, and guesstimates.

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Domain:

ET

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Sector: ET

Name: Yatharth Sreedharan (2017B2A30517P)

Company: Apple, Bangalore

Company description (2-3 lines):

Apple is an MNC that specializes in consumer electronics, software and online services.

Job Profile: Firmware engineer

Job Description:

Developing new wireless systems focussing on embedded 5G/4G/ multimode cellular firmware effort with silicon design group responsible for designing and productising state-of-the-art cellular SOCs.

Location of Job: Bangalore, Karnataka

Exit options: Masters /Executive MBA

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Selection Process:

Branches open to: A7, A3, A8

CGPA Criteria: >8.5

Recruitment Procedure:

Resume shortlisting, 4 technical interviews followed by HR interview.

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Sources of Preparation:

Leetcode, GFG, Interviewbit

Relevant Courses and Certification:

Microprocessors, Operating Systems, Embedded systems, Object Oriented Programming.

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Sector: ET

Name: Neelanchal Joshi (2017B5A30624P)

Company: Noccarc

Company description (2-3 lines):

Noccarc is a one of the fastest growing Hardware product startups in India and was cofounded by IIT Kanpur graduates. Noccarc became a leading manufacturer of ICU ventilators in India after developing it in the initial days of Covid-19 spread in 2020 in less than 90 days, and is currently holding 18-20% market share of ICU ventilators in India.

Job Profile: Embedded Engineer (Firmware)

Job Description:

Key Responsibilities:

- Development of embedded software on several platforms like STM32, STM8, Atmel, MSP430, etc.
- Implementation of communication protocols like I2C, UART, MODBUS, SPI, USB, etc.
- Building scalable embedded platforms for internal customers
- Build proof-of-concept models and test them to define performance parameters.
- Solve system problems analytically and convert them to robust algorithms to help the team achieve the product goals.
- Analyze and enhance efficiency, stability, and scalability of system resources.
- Manage Risk Assessment and Mitigation Plan while complying with applicable standards
- Systems Engineering awareness on multi discipline teams (HW/FW/GUI/ Mechanical) interfacing for integrated product development with viable technologies
- Prepare product reports and documentation

Location of Job: Pune

No. of offers made: 2

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Selection Process

Branches open to: CS/EEE/ENI

CGPA Criteria: None

Recruitment Procedure:

- Resume Shortlisting
- Online Test – Basics of Embedded systems and electronics
- Technical Interview – The interviewer asked me technical questions about my previous projects and the papers published. The interview went on for 45 mins. It is best if you are well versed with the technical details of your projects and course work.
- HR Interview – General discussion on the resume and basic HR questions.

Sources of Preparation:

Courses on embedded systems, Microprocessors, Electrical Science. Read up on the basics of analog and digital systems and their design. Familiarity with communication protocols is very important for this role.

Relevant Courses and Certification:

Electrical Science, Embedded Systems, MuP, Digital Design, ADVD

Suggestions / Other Information :

Be thorough with your resume and emphasise the practical engineering work previously done during the interview. The interviewer was not interested in learning about the course work, but was interested in knowing the details of extracurricular projects done which required engineering and end-to-end development

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Sector: ET

Name: Apoorva Rose (2017B2A80528P)

Company: Xilinx

Company description (2-3 lines):

Xilinx is the leading provider of All Programmable FPGAs, SoCs, MPSoCs and 3DICs. For over 30 years, Xilinx has been behind some of the greatest advancements in technology and science - from the industry's first fabless semiconductor model to the NASA Curiosity Mars Rover, to today's autonomous vehicles and hyperscale data centres.

Job Profile: SW & HW

Job Description:

As a Design engineer, you will play a key role in developing any of the following functions.

- FPGA design & Verification
- FPGA / ASIC Implementation tools development
- ASIC Design & Verification
- Pre and post silicon validation
- High-speed IP design, verification and validation
- Digital, analog and mixed signal circuit design
- Custom, CMOS design
- Physical design, verification and methodology development

The ideal candidate has a strong background in algorithms, data structures and SW engineering, with strong foundations in C++, boost / STL and strong coding practices. The candidate should have a solid understanding of SW quality and processes.

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BITS Pilani
Pilani Campus

Location of Job: Hyderabad

No. of offers made: 1

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Selection Process:

Branches open to: Single and Dual CS/EEE/ENI

CGPA Criteria: 7

Recruitment Procedure:

- Online Test, Technical Interview, HR Interview
- Test had 3 sections:
 - Logical Reasoning
 - HW section – Simple Timing Diagram and Digital Design Questions
 - SW section – C and DSA Questions
- Test was easy. However, it is important to maintain speed to finish all questions. All the sections were separately timed. Going back to previous questions is not allowed. I cleared both HW and SW sections I was shortlisted for SW & HW profile among other 7 candidates.
- Interviews: There were two number of rounds.
- First round is mostly based on resume like electives, projects and Internships. Then some digital design questions were asked. These questions were on flip-flops without going into depth. After that some DSA questions list tree traversal and string operations were asked. Nothing was asked in depth as such. 4 candidates were shortlisted.
- Second round was a Panel round with the HR. Firstly, some questions on C pointer and then puzzles were asked. Then the HR started with questions from the resume followed by simple personality-based questions.

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Sources of Preparation:

- For HW Morris Mano is sufficient.
- For SW, I studied from InterviewBit and GeeksForGeeks.

Relevant Courses and Certification:

No subject as such. I took IoT elective which was in line with the SW & HW profile. Having relevant projects could prove useful.

Suggestions / Other Information:

- Be good with resume preparation
- Be logical while answering and HR should be natural
- Have good understanding of simple DD concepts



Sector: ET

Name: N Harishchandra Prasad (2018A3PS0422P)

Company: Xilinx

Company description (2-3 lines):

Xilinx is the inventor and largest producer of FPGAs. Xilinx and AMD are being merged at the moment.

Job Profile: Hardware Engineer

Job Description:

Play a key role in developing any of the following functions - FPGA design & Verification, FPGA / ASIC Implementation tools development, ASIC Design & Verification, Pre and post silicon validation, High-speed IP design, verification and validation, Digital, analog and mixed signal circuit design, Custom, CMOS design, Physical design, verification and methodology development.

Location of Job: Hyderabad

Exit options: Work in an electronics firm with a Bangalore office.

No. of offers made: 5 offers for hardware roles across the 3 campuses.

Selection Process:

Branches open to: A3, A8

CGPA Criteria: > 6.5

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Recruitment Procedure:

- There were 3 rounds - written test, technical interview I, technical interview II + HR interview.
- Written test:
 - It had an aptitude section and a technical section. It was a 45 minute test - 20 minutes for the aptitude section and 25 minutes for the technical section.
 - The test had negative marking. I answered less than half the questions and probably got most of them right.
 - The aptitude section had a lot of questions from probability and P&C and the usual questions (direction, slow/fast clock, simple math).
 - The technical section had questions on - Thevenin and Norton theorems, RLC circuits, finding resistance, digital design, op amps, gain calculation of amplifiers.
- Technical interview I:
 - I was asked to explain my Verilog multi cycle RISC processor project (comp arch project). I explained the entire working of a multi cycle RISC processor - the different components (ALU, control unit, registers, memories etc.), the 5 different cycles (fetch, decode, execute, load, store) and the different instructions that it was capable of executing (add, addi, sub, jump, branch if equal, load, store, nand, nor etc.).
 - I was asked to explain how exactly the load instruction would be executed; I had to explain what happens in each cycle. We then discussed my IEEE-754 floating point divider project (comp arch assignment).
 - My interviewer asked me to explain IEEE-754 representation with an example. He then asked me to represent -9.5 using 2's complement representation. He asked me about my internship at Xilinx (PS-II). We didn't spend a lot of time discussing the internship because I had done software work there.
 - He asked me to generate a pulse using an input signal that goes from 0 to 1. I made a pulse generator using a NOT gate and an AND gate; output = input AND (NOT input). He asked me if it was a sequential circuit and I said yes because the output depended on the current input and the previous input.
 - He asked to come up with another solution since the width of the pulse cannot be controlled in this case (it would depend on the logic family). He asked me to use a FF and a gate.
 - I was then asked to make a $f/2$ frequency divider, $f/3$ frequency divider with 50% duty cycle and 33% duty cycle. The rest of the interview was based on STA. I was

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- asked to explain the setup time constraint equation and the hold time constraint equation.
- I was asked the definition of clock skew and how it would affect the frequency of operation. He asked me how the frequency of operation of the circuit could be increased, and I suggested increasing the speed of the combination part of the circuit (the part between 2 FFs).
 - I explained it with the example of ripple carry adder vs . carry look ahead adder. He asked for another solution while hinting at pipelining. I explained pipelining with an example - $(a+b)*c$ combinational circuit could be replaced by an adder circuit and a multiplier circuit with a FF in between.
 - I was asked about metastability and fixes for it (synchronizers). He asked me what CDC (clock domain crossing) was and how I would deal with it (FIFO). He asked me why my CGPA was low (it was 7.3) and what grades I got in different courses.
 - Technical interview II + HR interview:
 - I was asked to explain FSMs. I was asked the differences between Mealy and Moore machines and their advantages and disadvantages. The rest of the interview was based on STA, this was very similar to the STA part of my first interview. I was asked what exactly causes metastability.
 - They too asked me about my CGPA. The HR didn't ask me any questions because she knew me, since I did my PS-II at Xilinx.



Sources of Preparation:

- STA :
 - <https://www.youtube.com/playlist?list=PLD5C0Wv5Dnmdv-B6NGOu4MA3yDlqFfdre>
 - https://web.stanford.edu/class/ee183/handouts/synchronization_pres.pdf
- Verilog: First 9 chapters of Samir Palnitkar, Comp arch labs, assignment and project.

Relevant Courses and Certification:

Digital Design, Computer Architecture, ES, ADVD, Microelectronics, Computer Programming, Microprocessor and Interfacing.

Suggestions / Other Information :

- STA and Verilog are very important for digital electronics roles, and these are not taught well in EEE CDCs. Use the above resources for STA and Verilog.
- Learn the ASIC flow in detail.
- Prepare an introduction. You should be able to explain all your projects/internships on your resume. Explain your thought process while answering a question.
- Prepare for standard HR questions like - Why join this firm? Where do you see yourself in 5 years? etc. You can find a list of HR questions on the internet.



Sector: ET

Name: Raghav Jindal (2017B5A80678P)

Company: Xilinx, India

Company description (2-3 lines):

Xilinx is a company that designs FPGA's and other compute accelerators. Huge name in HPC and datacenter applications. Set to be acquired by AMD soon.

Job Profile: Software Engineer

Job Description:

Xilinx is seeking a talented, self-driven and motivated software engineer to join its software development team in Hyderabad. The candidate will be responsible for design and development of Xilinx's next generation device model verification tools. We are looking for smart, creative people who have a passion for solving complex problems.

The ideal candidate has a strong background in algorithms, data structures and SW engineering, with strong foundations in C++, boost / STL and strong coding practices. The candidate should have a solid understanding of SW quality and processes.

Location of Job: Hyderabad

Exit options: Not specified

No. of offers made: 3 (sem 1 PPO)

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Selection Process

Branches open to: CS/EEE/ENI

CGPA Criteria: 5.3 for placements (similar cut off for PS2)

Recruitment Procedure: PS2 PPO

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Sources of Preparation:

For PS2 work, community guides and official documentation of SW tools to be used was the primary source.

Relevant Courses and Certification:

OS (important), DSA, CP, little bit of DD/comparc.

Suggestions / Other Information :

- PS2 PPOs are based entirely on performance and team requirements. If you're lucky enough to be allotted to a team that has a high number of development activities going on, you should be able to find the opportunities you need to showcase your work.
- Communication is key, make sure your work is important enough to be noticed by higher ups and it should be fine. All of this isn't really relevant for placements unfortunately.