

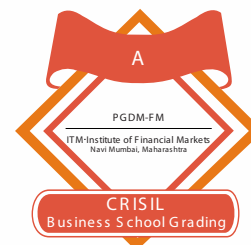


**ITM - Institute of
Financial Markets**
Institute for Technology and Management

Placement Catalogue 2012-14
PGDM - Financial Markets
(AICTE Approved)

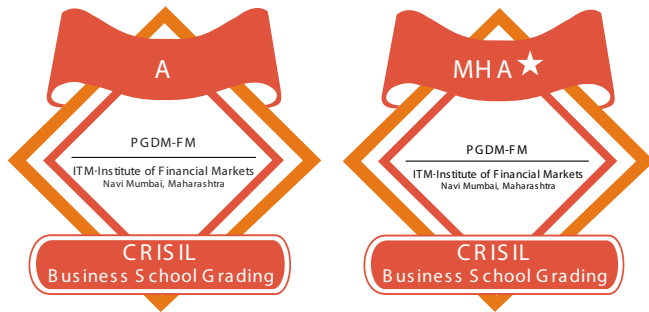


**ITM - Institute of Financial Markets joins
OECD International Network on Financial Education (INFE)
as its affiliate member in May 2012**





Crisil Grading



Graded Program: PGDM (FM)

The ITM - Group comprises ITM - Business School, ITM - Global Leadership Center, ITM - Institute for Hospitality Management, ITM - Institute of Financial Markets (ITM - IFM) and ITM - Institute of Health Sciences across campuses in Bangalore, Chennai, Warangal and Kharghar (Navi Mumbai). ITM - Institute of Financial Markets (ITM - IFM) aims to deliver specialized courses in finance: the PGDM - FM with a duration of 18 months was started in 2004. In 2009, the program received AICTE Approval and its duration was extended to 24 months. ITM - IFM also offers training towards financial certification such as Certified Financial Planner (CFP), Chartered Institute for Securities and Investments (CISI) and Financial Risk Manager (Professional Risk Manager's International Association)

Curriculum

The seven-term curriculum is entirely focused on finance courses: equity markets, debt and money markets, corporate finance, risk management, management of mutual funds, investment and portfolio management are some of the courses offered

Students are provided a 'dealing room' atmosphere through trading softwares with live feeds from stock exchanges - this supports the courses in the curriculum and provides a simulated learning environment

The curriculum also includes personal growth lab, a course on lifestyle management and personality development programmes. A Financial Inclusion project was conducted at the institute level to educate artisans and small enterprises on financing

The institute also supports training towards certifications such as Certified Financial Planner (CFP), Chartered Institute for Securities and Investments (CISI) and Professional Risk Manager's International Association (PRMIA).

Industry Intercation

About 15 guest speakers were invited in 2010-11 to address students on finance related topics and communication skills. 8 senior industry representatives from RBI, IDBI Bank and SEBI were also invited to interact with the students.

A national level convention in Finance was held in 2011 in association with Bombay management Association

ITM - IFM has also conducted 6 workshops since 2010 for ICICI Securities Ltd, SEBI officers among others on niche topics like valuation of securities, quantitative finance, ITM also conducts training for external industry participants towards financial certifications.

Infrastructure

The Vashi campus is an extended study centre of the Kharghar campus where experiential learning sessions are held. It is equipped with the Business Simulation Lab. The lab has 30 terminals that get live feeds of trade data from NSE, NSE F & O, BSE, MCX, and NCDEX. The lab also has the globaltradercracker, which is a simulated portfolio management program.

The library at the Vashi campus is dedicated to the finance function & students also have access to the library at the Kharghar campus.



Best Practices Followed

Business Simulation Lab with live market feeds which supports many courses and provides hands on

Areas of Excellence	Areas of Strong Performance	Areas of Good Performance	Areas of Improvement
<ul style="list-style-type: none"> Good use of simulation software provides good hands-on training to students 	<ul style="list-style-type: none"> Faculty members with good experience enable industry-relevant inputs for students Good geographic diversity of batch 	<ul style="list-style-type: none"> Planned curriculum change with 6-month internship and niche specialization holds potential for better differentiation Fair percentage of students placed in 2010 & 2011 Fair recruiter feedback on student performance 	<ul style="list-style-type: none"> Scope for more balanced work experience profile of batch Nascent research activity unable to contribute yet to faculty development & institution-building Strengthening of recruiter relationship

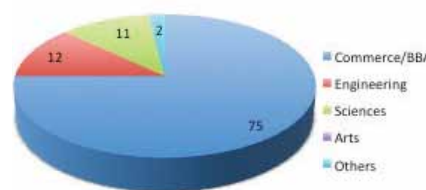
Graded Program Details		Students-Key Statistics		Permanent Faculty		Student Outcome (Batch 2009-11)	
Program	PGDM-FM	Student Strength	60	Faculty Strength	10	Placements	93%
Offered Since	2004	Avg Age	22.5 years	Median Teaching Exp.	3 years	Median Salary	Rs 4 lakh
Status	Autonomous	Avg Work Ex	1.7 months	Median industry Exp.	7 years	Maximum Salary	Rs 7 lakh
Recognition	AICTE	Percentage of Female Students	27%	Retention Rate	90%	Pre-placement offers	-
Program Fee	Rs6lakh	Percentage of Students with work experience > 2 years	-	Student Faculty Ratio	12:1	No of student clubs	5
Total Seats	60	Entarnc Exam	CAT, MAT, ATMA	Visiting Faculty	> 5	Predominant Placement region	Mumbai

Admission Statistics: Cutoffs-2011-2012				Prominent Recruiters	
General Category Seats		Reserved Category		Andhra Bank Ltd, Enam Securities Ltd, ICICI Bank Ltd, ICICI Securities LTD, IDBI Bank LTD, India Infoline Ltd, J.P Morgan Chase, Kotak Securities LTD, Nomura Securities, South Indian Bank, LTD.	
Cutoff Score	50 Percentile Cat	Cutoff Score	NA		
Highest Score	88th percentile CAT	Highest Score	NA		

Placement Diversity (Batch: 2009-11)



Academic Diversity (Batch: 2011-13)



Geographic Diversity (Batch: 2011-13)



Disclaimer: A CRISIL Business School Grading reflects CRISIL's opinion on the relative ability of the graded institute to impart quality education and achieve the desired outcomes for the Programme. It does not constitute an audit/crediting rating of the institute by CRISIL. CRISIL's Business School Grading is based on the information provided by the institute, or obtained by CRISIL from sources it considers reliable. CRISIL does not guarantee the completeness or accuracy of the information on which the Grading is based. CRISIL Business School Grading is not a recommendation to enrol in any program conducted by the institute or to avail any services offered by the institute.

The Gradings are revised as and when circumstances so warrant. CRISIL is not responsible for any errors and especially states that it has no financial liability whatsoever to the subscribers / users / transmitters / distributors of its Business School Gradings. For the latest information on any outstanding CRISIL Business School Gradings, please contact CRISIL RATING DESK at CRISILratingdesk@crisil.com or at (+91 22) 3342 3001 - 09

Greetings from ITM - Institute of Financial Markets



Dear Friends,

The banking and financial services sector in India and world over is rapidly changing. The technology, regulations, competition are key driving forces in the banking and financial services sector. The sector is in need for professionals who can keep pace with the dynamic changes, possess in-depth understanding of the global and local factors affecting the markets, predict and take decisions to manage risk and achieve sustainable growth.

At ITM - Institute of Financial Markets we enable students with key concepts and its practical application to industry through a pedagogical methods that combine case studies, live projects with simulation. They are trained keeping in view the growing complexities of the markets to take on new challenges as they emerge. The two year program curriculum is unique and has various courses like equity markets, debt and money markets, commodity markets, forex markets, technical analysis which are supported by hands on sessions in the business simulation lab. In addition it includes workshops, seminars, global certifications (like the CISI, PRMIA) that attempt to empower students with right attitude, communication and soft skills and technical content, so that they can deliver superior performance.

Dr Latha Chari
Deputy Director
ITM - Institute of Financial Markets



Internal Faculty

Dr. Latha Chari
Prof. Subbarao Peteti (Ex-ED, Punjab & Sind Bank)
Mrs. Rama Das (Ex Chief Commissioner of Income Tax)
Prof. Partha Sarathi
Prof. Sharad Jha
Prof. Chandra Shekhar
Mr. Niranjan Subramanian
Prof. Krishnan Chari
Prof. Krupesh Thakkar
Prof. Nandkishore Patil
Mrs. Sanghamitra Das

Visiting Faculty

Mr. Venkateshwarloo
(Ex.) Dy. G.M (Training & Development)
Indian Oil Corporation
Mr. Saurabh Das
Investment Analyst, TATA AMC
Mr. Budhaditya Banerjee
Sr. Consultant, Capgemini Consulting
Ms. Preeti Kumaran and Mr. Srinivas Menon
Analyst, ICRA Ltd.

Dr. Kiran Kumar
Asst. Prof - NISM
Shri. Sankaran V
Country head, BBK
Smt. Meena Pednekar
AVP, SHCIL
Smt. Babita Talreja
Infosys
Shri. V. R. Narasimhan
ED, Kotak Bank
Shri. Vivek Sharma
Dun & Bradstreet
Mr. Dinesh Somani
CEO, Intellitrade
Mr. Rajesh Sharma
Standard Chartered
Mr. Satish Duryodhan
Corporate Trainer

Distinguished Visitors

Mr. Sundarramanan	- Vice President, National Stock Exchange
Mr. V. R. Narsimhan	- Senior Vice President, NSDL
Mr. B. Narsimhan	- Whole Time Director
Shri. U. K. Sinha	- CMD, UTI AMC Ltd.
Smt. Chitra Ramakrishna	- Joint MD, National Stock Exchange Ltd.
Mr. M. S. Sahoo	- Whole Time Member, SEBI
Shri. L. P. Aggarwal	- CFO, Bombay Stock Exchange Ltd.
Mr. Nipun Mehta	- Executive Director & Country Head, Societe Generale
Mr. Prakash Gaba	- Technical Analyst
Prof. Brian Scott-Quinn	- Chairman ICMA Centre, University of Reading UK
Prof. John Board	- Director, ICMA Centre, University of Reading UK
Mr. David Millar	- COO, Professional Risk Managers' Industry Association (PRMIA), USA
Mr. Nick Bannister	- Senior VP & MD - International Affairs and Services, NASD, FINRA
Dr. Madhu Kalimpalli	- Associate Professor (Finance) Director, Wilfrid Laurier University, Waterloo.
Mr. Janki Ballabh	- Chairman - UTI Trustee Company of UTI Mutual Fund Former Chairman, State Bank of India
Prof. K. Subramanian	- Asst. Professor of Finance, EMORY Univesity, USA
Mr. Shailesh Haribhakti	- Managing Director & CEO, Haribhakti Group
Dr. H. Sadhak	- CEO, LIC Pension Fund Ltd.,
Mr. James Shapiro	- Head (Market Development), Bombay Stock Exchange
Mr. M. S. Sahoo	- Whole-Time Member, SEBI
Mr. C. V. R. Rajendran	- MD, Corporation Bank
Mr. Girish VS	- CEO & Managing Editor, The Banking & Finance World.
Dr. Peter. de Gijssel	- Dean Director, Maastricht School of Management, The Netherlands
Ms. Helmy Koolen	- Sr. Manager Outreach Education & Operations, Maastricht School of Management, The Netherlands

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About ITM - Group of Institutions

Any serious effort in management education is characterized by a unique duality-constant, unrelenting change supported by unwavering fundamentals. At Institute for Technology and Management, this duality is evidenced on the one side - by the sheer pace of operational growth and infra-structural expansion, the constant re-invention of academic offerings, and on the other side- by the commitment, honor and endurance of that group of individuals who make up the ITM Family.

In September 1991, ITM was founded by Dr. P. V. Ramana, with a singular objective - to prove the idea that a fully private, unaided Business School could survive and thrive in the exclusive world of Management Education in India. 18 years on, the ITM - Group of Institutions enjoys the approval and patronage of the Indian Industry, Academicians and the thousands of students & alumni who carry the reputation of ITM on their shoulders.

ITM is at heart, an Entrepreneurial operation established as a result of the commitment to the Ideal that a private, non-aided business school could survive and thrive in the mostly regulated environment of education in India. In that venture, ITM has achieved the status of a pioneer among private business schools in India.

In the 20 years since its inception in 1991, the ITM Group of Institutes has earned the recognition of Academia and Industry. Recent national business school rankings have placed ITM among the Top 25 B-Schools in India. ITM Campuses in Bangalore, Chennai, Hyderabad, Mumbai, Navi Mumbai, Nagpur, Raipur & Warangal offer a range of master programmes in diverse fields such as International Business Information Technology, Retail Management, Human Resources, Financial Markets, Pharmaceutical Management, etc.

ITM - Institute of Financial Markets started its first batch in 2004. The PGDM financial Markets program has taken years of development & collaboration in its creation. ITM is proud to be among ample of schools the world over & the very first in India to have the technology & academics required to offer this program.

ITM Rankings

Ranked 5th among MBA aspirants
by BT 2005

Ranked A++
by Business India 2007

Ranked 'A'
by AIMA 2007

Ranked 24th
by CSR-GHRDC 2007

Ranked 25th
by Outlook 2007





© ITM - Institute of Financ



ial Markets

As the global environment of financial markets becomes more complex, the knowledge demand placed on professionals, operators, brokers, traders, employees of the banking or insurance industries, including compliance professionals - makes it imperative to know the products and markets and the mathematics that explain it. As new markets open up internationally, they must understand all of this from a complex global perspective.

ITM - Institute of Financial Markets was established with this very purpose in mind: to train the next generation of Indian and International capital markets professionals and to provide access to the latest knowledge and tools in use globally.

The Institute offers a range of educational programs catering to the needs of fresh students as well as experienced professionals in the broad field of finance, Capital Markets, Insurance and Risk Management .

ITM - IFM programs are conducted in our spacious, well-appointed classrooms and conference suites, fully equipped for modern pedagogical methods, at the ITM campus in Kharghar, Navi Mumbai, with extensive utilisation of our modern, Business Simulation Lab and training facility.

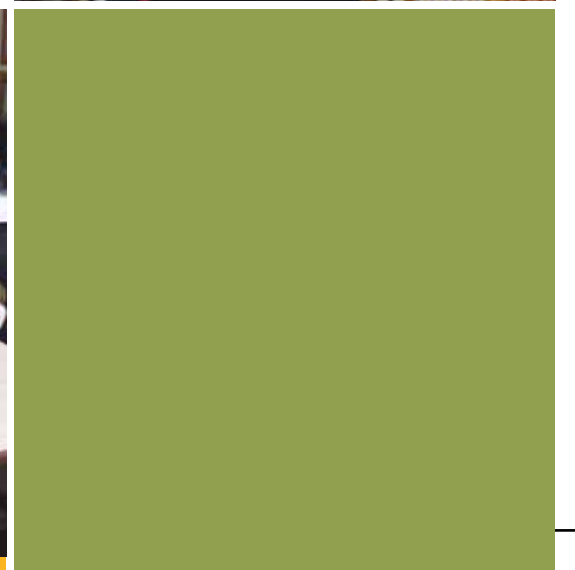
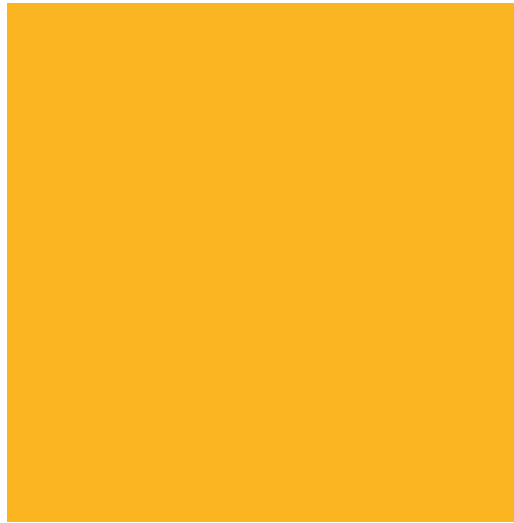


ITM - IFM's mandate to provide specialized and advanced Financial markets education is evident in the academic infrastructure of the Institute. Starting with a dedicated finance and business library, full-text online archives provided by EBSCO, CMIE Prowess and the Harvard Business Review, students have unprecedented access to research and publications to support their classroom learnings.

Besides intensive classroom learning in specially designed classrooms with a full complement of A/V facilities, students are exposed to the real world culture and environment of financial markets operators.

The technology component of the programs at ITM - IFM is of special importance. A campus wide WiFi network offers seamless intranet and internet connectivity. ITM's Student Laptop Program ensures that all students are provided with laptop computers.

Dedicated Televisions and data displays stream current financial market news and analyses in our student lounges and laboratories. The most significant technological advantage however is the Business Simulation Lab, which provides real-world trading simulations. Read more on the Business Simulation Lab in the following pages.





Business Simulation Lab

What makes the Financial Markets program unique is the live Business Simulation Lab (Securities Dealing Room) that forms the center-piece of this program. This Business Simulation Lab gives our students the ability to hone their trading and analytical skills in a realistic market environment, using the very same software and tools that are in use at modern dealing rooms the world over.

Business Simulation Lab is the first of its kind in India, and the 6th in the world, for training Program Participants in a real-time, live market environment simulation.

The Lab provides hands-on, real-world training in Securities, Derivatives, Commodities and Foreign Exchange Trading. Trading tools from Spider Software.

Technology Setup

Today's financial market participants are faced with the challenge of dealing with large volumes of real-time information and data from market conditions, industry & company news, and analyst updates to constantly changing market data. The Institute has recreated this information-rich environment, using the latest in computing and network technology.

Business Simulation Lab Features

- High-end dedicated data server, loaded with over 10 years of tick-by-tick market data, allowing for realistic simulations of historical markets
- Instructor workstation, with ability to supervise the trading activity, set risk & exposure parameters etc.
- High-speed dedicated Internet access through a wireless leased line, connected to all terminals through a closed LAN subnet.
- Wide-screen plasma and LCD T.V. screens to display market news and updates.

Software Setups

- XSTRADE: The Exchange administration Software platform of the National Stock Exchange (NSE), installed by NSE.iT, their technology subsidiary
- NEATix: The trading workstation software platform used by NSE traders
- Live data feeds of Equities, Derivatives, Futures and Options create real-time market conditions from Reuters and Spider Software.
- Online Technical Analysis and Charting: World standard software Installed by Spider Software (Pvt.) Ltd.
- Real-time news and analysis data streams from Reuters, and CRISIL Market Wire
- Live market news & updates via CNBC, Bloomberg TV etc.



PGDM: Financial Markets

PGDM: Financial Markets (AICTE Approved, full time) has been designed in collaboration with industry experts from Exchanges, Financial Institutions, other market participants and such market leaders as NSE.IT, Moneyline +Telerate and Spider Software keeping in mind the demand within the financial Markets for individuals having superior knowledge about Financial Markets than those coming out of the other regular Business schools. The Program will equip the students with a deep understanding of the markets.

The program provides an intellectual framework for understanding how financial markets are structured, regulated, and interconnected in this country and around the world. The program objective is to educate and train students in the operations of modern financial markets, with a focus on Equities, Derivatives, Forex & Commodities markets, in Indian and International Context.

We understand, too, that employers coming to campus are looking to hire for real world business opportunities and needs. We keep abreast of changes in the financial market place and update our curriculum Industry relevant accordingly through interaction with the Industry Experts, feedback from our graduates, the lessons learned from our professors on their various consulting engagements, our many opportunities to exchange ideas with

market practitioners through our periodic meetings with the Advisory Board, comprised of senior executives from the Industry.

Other Certification attached to PGDM: Financial Markets.

■ CISI: Certificate in International Investment Management

■ CISI: Certificate in Derivatives

Conducted at ITM Institute of Financial Markets & certified by the Chartered Institute for Securities & Investment (CISI, UK).

The Chartered Institute for Securities & Investment is the largest and most widely respected professional body for those who work in the securities and investment industry in the UK and in a growing number of major financial centres round the world. Evolved from the London Stock Exchange, CISI have more than 40,000 members in 89 countries. In the past year, CISI set almost 40,000 examinations in over 70 countries, covering a range of vocational qualifications

Designed specifically for Individuals who wants to equip with the academic knowledge for a variety of roles in the investment industry and Derivative Markets like: Private client asset management, Investment bankers working in asset management houses, Asset managers, Fund managers, Private Client stock brokers, financial derivative and Commodity

Markets etc.

■ Certified Personal Financial Advisor (CPFA) Examination (in association with NISM).

NISM is a public trust established by the Securities Exchange Board of India (SEBI), the Regulator for securities Market. The certification seeks to create a common minimum knowledge benchmark for all persons involved in Financial Advisory including employees of stock Broking and Distribution Houses, Banks, Wealth Management Companies, Asset Management Companies, Insurance Companies, Consumer Credit Companies etc. As a part of the curriculum ITM - IFM prepares its students in the basics of financial advisory and planning, making and implementation of financial plan and in the process helps to prepare for, and pass the CPFA Certification.

■ Associate PRM Certification Course

The Associate Professional Risk Manager Certification program offered by PRMIA (Professional Risk Managers' International Association) enhances the risk management skills of our students in all disciplines. It covers the core concept of Risk Management, allowing non-specialists to interpret risk management information reports, to make critical assessments & to evaluate the implications and limitation of such results.



Program Curriculum

	2013	2014		2015
	Jun - Dec	Jan - Jun	Jul - Dec	Jan - Apr
	Initialization	<i>iConnect</i> Core	Consolidation	Capstone
EXPERIENCE 	Start Up Program	20 Weeks Industry Internship	<i>iConnect</i> Academic Review	Capstone Project
ACADEMICS 	<ul style="list-style-type: none"> Accounting information for Decision Making Dynamics of Economic Policy and Environment Understanding Financial Market Structure and Products Principles and practice of Banking Quantitative Methods for Finance Trading on Simulated Securities (TOSS) Corporate Financial Policy Effective Management - Skill and Techniques 	5 Regroup sessions (1 week each) Field based Consultancy projects with the corporate Financial intermediaries	<ul style="list-style-type: none"> Strategic Management and Business Policy Investment Banking Leading Groups and Teams Corporate Governance and Business Ethics Four Streams of electives for specialization: <ul style="list-style-type: none"> Risk Management Financial Planning Banking Financial Services 	Project Support Sessions
DEVELOPMENT 	Insight Sessions - I "Social Enterprise Initiative Global Immersion Global Certification"	<i>iConnect</i> Concurrent Evaluation <i>iConnect</i> Report	Insight Sessions - II Career Management Training	Program Outcome Assessment

NOTE: During Second year academic session, Students will be taught 2 courses in each specialization and will be allowed to choose any 1 from out of the 4 aforementioned specialization courses



◎ ITM - Institute of Financial Markets

ITM - Institute of Financial Markets, Navi Mumbai

ITM - Institute of Financial Markets was established to train the next generation of Indian & International capital markets professionals & to provide access to the latest knowledge & tools in use globally. The Institute offers a range of educational programs catering to the needs of fresh students as well as experienced professionals in the broad field of Finance, Capital Markets, Insurance and Risk Management.

ITM - IFM programs are conducted in our spacious, well-appointed classrooms & conference suites, fully equipped for modern pedagogical methods, at the ITM campus in Kharghar, Navi Mumbai, with extensive utilisation of our modern, Business Simulation Lab. What makes the Financial Markets program unique is the live Business Simulation Lab that forms the center-piece of this program. This Business Simulation Lab gives our students the ability to hone their trading and analytical skills in a realistic market environment, using the very same software and tools that are in use at modern dealing rooms the world over.

ITM PGDM *iConnect* – Financial Markets

The Financial Markets program was launched in 2004 to fulfill the demand within the financial Markets for individuals having superior knowledge of financial instruments, their valuation & trade including Equity & Debt, Research, Scientific Asset Allocation Process, Portfolio Hedging & Foreign Currencies. The program enables students to develop a framework for Fundamental & Technical Analysis to evaluate alternative investment avenues & maximize returns with minimum risks.

In addition, the program trains students to clear global certification programs the NCFM capital Market Module, International Investment Management & Derivative Module from CISI UK, Certified Personal Financial Advisor (CPFA) Examination & the APRM certification from PRMIA.

Under the *iConnect* Core, Financial Markets program students will undergo an extended industry immersion with leading BFSI sector companies, developing deep insights into the working of financial markets & the economics behind them.





ITM - IFM & RBS (Netherlands): International Students Exchange Program

The basic objective behind International Students Exchange Program (ISEP) is to provide student an International learning & knowledge platform which takes them towards understanding of an array of different cultural and community perspectives, awareness and adoption of alternative, multi-faceted approaches to learning. All benefits put together enhance the self-confidence & self-esteem of the student which makes ISEP a valuable proposition for students to undergo.

Keeping the above benefits into consideration, ITM - Institute of Financial Markets has started ISEP with Rotterdam Business School (RBS), The Netherlands where our PGDM: Financial Markets students have spent 4 weeks training in understanding the financial markets of Europe.

RBS aims at preparing students for a career in business domestically and internationally. It works closely with partners in the business and education communities in Europe, Africa, Asia and the America. Over 40 different nationalities are represented among its students community. Together with its partners it is able to offer students the global outlook that they strive for.

The subjects that were focused at the students exchange program were Global Business Strategy and Strategic Innovation Management. The pedagogy of teaching included classroom sessions, study tours, case studies and presentation by the students.

The program has helped the students to get an edge in the international business and also gave them an understanding of the culture thereby helping them to learn and work in the European countries.





Global Immersions ITM - IFM & Deakin University (Australia) : International Students Exchange Program (ISEP)

In order to achieve the benefits of the ISEP, Seven students of ITM - Institute of Financial Markets, along with 1 faculty member had gone to Deakin University, Australia for a 21 day student exchange tour. The aim of this programme was to help the students to get an in-depth knowledge of the Australian financial markets and also to provide them an understanding of the Australian culture and its people. To succeed in this endeavor there were many programmes organized by Deakin University. On the financial markets side there were interactions with various financial intermediaries like ANZ bank, guest lectures by local Corporate for providing them an understanding of the Australian Carbon Credit markets, pension markets and its financial services markets.



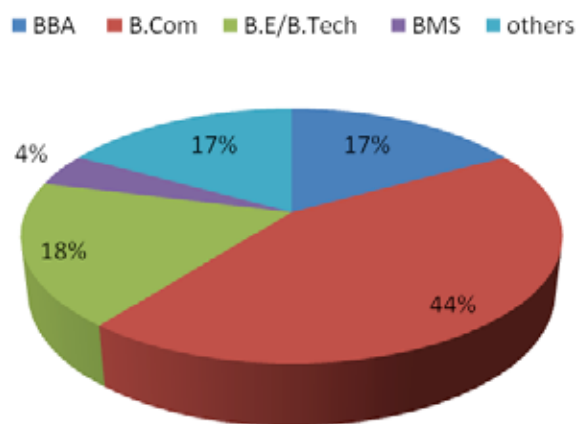
There was also a 5 day WOFIE (Workshop for Innovation and Entrepreneurship) programme wherein our students took part. The groups were given real life problems faced by the Not For Profit organizations and had to find workable practical solutions to their problems. The highlight of this programme was that the students got to interact with other students from different cultural & educational backgrounds and they worked together to resolve many cultural issues. Our students not only participated but also won many prizes in this international event and got laurel to our college.

To get a glimpse of the cultural experience of Australia various programmes were initiated by the Deakins University and the students were taken to various tourist places as were as spots of historic importance. The experience of the exchange program was scripted by one of the student which got published in the Australian Magazine Your Voice (September - Issue No 30)

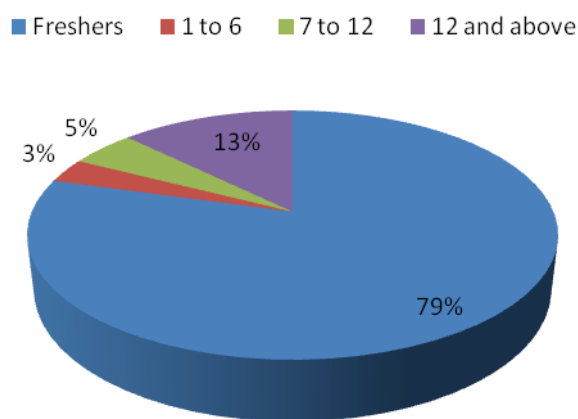


Students Demographic Profile

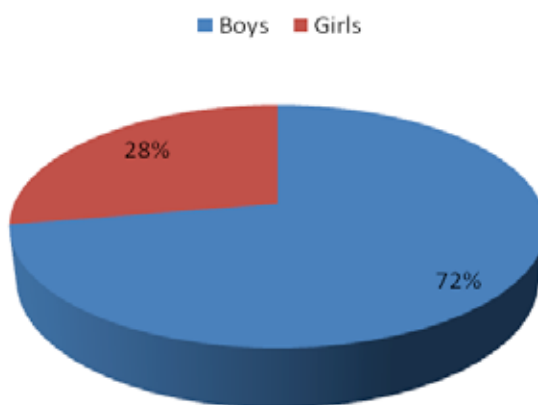
Background Qualification



Work Experience



Gender Ratio



PGDM: Financial Markets (2012-14) Students Profile



Students Profile



Name : Abhishek Raj
Date of Birth : 28/02/1991
Qualification : BBA
Experience :
Last job :
Summer Project : Break Even Analysis
Company : IndusInd Bank



Name : Abhishek Rastogi
Date of Birth : 09/12/1985
Qualification : B.Sc., PGDF-MPM
Experience : 27 Months
Last job : IBM, Investors Clinic
Summer Project : CASA Analysis
Company : City Union Bank



Name : Aishwarya Karajgaonkar
Date of Birth : 04/07/1989
Qualification : B.E. (CS)
Experience :
Last job :
Summer Project : World Uncertainty Econometric Modelling
Company : ITM - IFM Research Cell



Name : Ajay Suresh Gujar
Date of Birth : 27/07/1985
Qualification : B.Com.
Experience :
Last job :
Summer Project : Credit Appraisal of Corporate Loan
Company : Central Bank of India

Students Profile



Name : Amisha Narsinghani
Date of Birth : 26/07/1989
Qualification : B.Com.
Experience :
Last job :
Summer Project : Coal Sector In India
Company : ITM - IFM Research cell



Name : Aniket Aman Jha
Date of Birth : 08/01/1988
Qualification : B.Com. (Hons)
Experience : 18 months
Last job : Tijiya Steel Pvt. Ltd.
Summer Project : Trade Finance (Letter of Credit)
Company : SREI Equipment Finance



Name : Anil Kr Giri
Date of Birth : 24/11/1990
Qualification : BBA
Experience :
Last job :
Summer Project : DP and U-Connect
Company : Calcutta Stock Exchange



Name : Anil Kumar Agarwal
Date of Birth : 13/09/1990
Qualification : BBA
Experience :
Last job :
Summer Project : Depository Operations and E-Stamping
Company : SHCIL

Students Profile



Name : Anjali Jain
Date of Birth : 19/04/1991
Qualification : B.Tech. (IT)
Experience :
Last job :
Summer Project : Fixed Income Portfolio Mangement,
US Fiscal Cliff
Company : Central Bank of India



Name : Ankit Gami
Date of Birth : 02/04/1991
Qualification : B.Com.
Experience :
Last job :
Summer Project : Franchise Business Network
Company : GEPL Capital pvt. Ltd.



Name : Ankit Kumar
Date of Birth : 26/12/1988
Qualification : B.E. (Mechanical)
Experience :
Last job :
Summer Project : Formulation, Appraisal and Approval of Plan
Schemes and Projects
Company : Mnistry of Finance



Name : Anmol Jain
Date of Birth : 15/08/1991
Qualification : BBA
Experience :
Last job :
Summer Project : Financial Planning and Reactivation of Clients
Company : India Infoline Ltd.

Students Profile



Name : Ankita Mukherjee
Date of Birth : 23/10/1989
Qualification : B.Com. (HONS)
Experience :
Last job :
Summer Project : Credit Appraisal
Company : Bank of Maharashtra



Name : Ashish Mathur
Date of Birth : 01/06/1986
Qualification : B.Tech.
Experience : 2 years
Last job : Nokia and Siemens
Summer Project : Retail Assets Industry Analysis
Company : HSBC



Name : Chirag Sharma
Date of Birth : 08/08/1989
Qualification : BMS (Finance)
Experience :
Last job :
Summer Project : Strategies in Marketing of Financial Products
Company : SHCIL



Name : Dhiraj Kumar Thakur
Date of Birth : 13/06/1990
Qualification : B.Com.
Experience :
Last job :
Summer Project : Strategies in CASA Marketing
Company : City Union Bank

Students Profile



Name : Dilav Desai
Date of Birth : 10/04/1990
Qualification : B.Com.
Experience :
Last job :
Summer Project : Dealing with Life and Non Life Insurance
Company : Gepl Capital



Name : Ekant Choubey
Date of Birth : 12/01/1990
Qualification : BBA
Experience :
Last job :
Summer Project : Understanding and Analysis of Broking Firm
Company : Navjeevan Trade & Commodities Pvt. Ltd.



Name : Eshwar Krishna Kumar
Date of Birth : 26/10/1990
Qualification : BMS
Experience :
Last job :
Summer Project : Research on Aviation Sector and FDI in Retail
Company : ITM - IFM Research Cell



Name : Gopal Ajoykumar Thakur
Date of Birth : 14/09/1989
Qualification : B.Com.
Experience :
Last job :
Summer Project : Credit Appraisal
Company : Central Bank

Students Profile



Name : Harshit Khandelwal
Date of Birth : 30/09/1990
Qualification : B.Com. (HONS)
Experience :
Last job :
Summer Project : Working Capital Loan (Credit Appraisal)
Company : Andhra Bank



Name : K Pawan
Date of Birth : 01/06/1990
Qualification : BBM
Experience :
Last job :
Summer Project : Dubai Quarterly Business Performance
Review Q1, 2013
Company : Sutherland Global Services



Name : Kadam Jain
Date of Birth : 02/07/1990
Qualification : BCA
Experience : 19 months
Last job : FSL, Mumbai
Summer Project : Strategic Planning for CASA Marketing
Company : City Union Bank



Name : Konal Aggarwal
Date of Birth : 21/04/1991
Qualification : BBA
Experience :
Last job :
Summer Project : Investment Advisory and Third Party Products
Company : Stock Holding Corporation of India

Students Profile



Name : Kush Patel
Date of Birth : 04/04/1990
Qualification : B.E. (Biomedical Engineering)
Experience :
Last job :
Summer Project : Retail Banking
Company : Federal Bank of India



Name : Manoj Bhambhu
Date of Birth : 15/8/1991
Qualification : B.Com.
Experience :
Last job :
Summer Project : Strategies on Commodity Trading
Company : M3 Multiple Commodities Pvt. Ltd



Name : Md. Nemat ullah khan
Date of Birth : 09/09/1988
Qualification : BBM
Experience :
Last job :
Summer Project : BD and Exchange Operation
Company : Calcutta Stock Exchange



Name : Meenakshi Jeswani
Date of Birth : 03/06/1987
Qualification : B.Tech. (IT), PGDM in Banking & Finance
Experience : 1.5 years
Last job : Asst. Manager ICICI Bank
Summer Project : Formulation, Appraisal & Approval of Plan Schemes & Projects
Company : Ministry of Finance

Students Profile



Name : Mohit Agarwal
Date of Birth : 30/05/1990
Qualification : B.Com.
Experience :
Last job :
Summer Project : Sale + Marketing
Company : Navjeevan Broking



Name : Mohit Oberai
Date of Birth : 21/11/1990
Qualification : BMS
Experience :
Last job :
Summer Project : Credit Management
Company : Central Bank of India



Name : Monu Dubey
Date of Birth : 15/08/1988
Qualification : BBA Pursuing CS (Executive)
Experience : 11 months
Last job : Jain Tripathi & CO (C.A)
Summer Project : Comparative Analysis of CASA
Company : City Union Bank



Name : Namita Ravindra Patil
Date of Birth : 28/05/1991
Qualification : B.E. CSE
Experience :
Last job :
Summer Project : Dubai Quarterly Business Performance Review,
Working Capital Management
Company : Sutherland Global Services

Students Profile



Name : Niharika Chaturvedi
Date of Birth : 09/09/1991
Qualification : B.Com. Hons.
Experience :
Last job :
Summer Project : Analytical Study of Broking Industry and Marketing of Financial Products
Company : Navjeevan Trade & Commodities Pvt. Ltd.



Name : Nikhil Jayantilal Jain
Date of Birth : 29/12/1986
Qualification : B.Sc.
Experience : 4 yrs
Last job : Diamond Grading
Summer Project : Sales and Marketing
Company : GEPL Capital Pvt.Ltd



Name : Pallavi Yadav
Date of Birth : 24/04/1990
Qualification : B.Com.
Experience :
Last job :
Summer Project : Handelling Accounts and Finance
Company : State Bank of Mauritius



Name : Pooja Ghosh
Date of Birth : 25/07/1991
Qualification : B.Com.
Experience :
Last job :
Summer Project : Working Capital Assessment
Company : Development Credit Bank

Students Profile



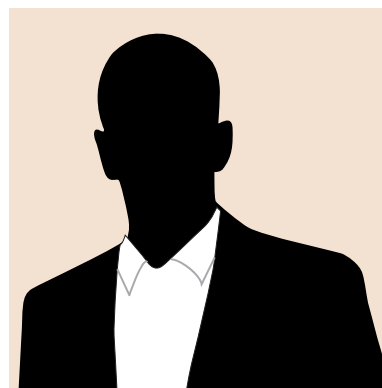
Name : Prateek Choudhary
Date of Birth : 20/11/1986
Qualification : B.Com.
Experience : 18 months
Last job : Vertex Ltd.
Summer Project : New Pension Scheme & PFM Analysis
Company : Federal Bank



Name : Pratik Chandrakant Araj
Date of Birth : 13/11/1990
Qualification : B.Com.
Experience :
Last job :
Summer Project : Strategies of CASA Marketing
Company : City Union Bank



Name : Priyanka Nayak
Date of Birth : 29/07/1990
Qualification : BMS
Experience : 6 months
Last job : Raghupati Shetty & Co.
Summer Project : Behavioural pattern of NRIs with respect to
Investment Aptitude
Company : Federal Bank



Name : Ramesh Bhakar
Date of Birth : 21/04/1992
Qualification : B.Com.
Experience :
Last job :
Summer Project : Technical Research
Company : GEPL

Students Profile



Name : Rashmi Yadav
Date of Birth : 11/08/1989
Qualification : B.Tech. (Biotechnology)
Experience :
Last job :
Summer Project : Credit Analysis-Appraisal and Monitoring of
Corporate Loans and Forex Dealings
Company : Andhra Bank



Name : Ravish Kumar Shukla
Date of Birth : 08/10/1990
Qualification : BBA
Experience :
Last job :
Summer Project : Credit Appraisal and Monitoring
Company : Andhra Bank



Name : Ruchit Thakur
Date of Birth : 03/10/1989
Qualification : B.Tech.
Experience :
Last job :
Summer Project : Enablement of RuPay Acceptance on Point of
Sale Network
Company : National Payments Corporation of India



Name : Rima Dhara
Date of Birth : 23/03/1989
Qualification : BBM
Experience :
Last job :
Summer Project : BD and Exchange Operations
Company : Calcutta Stock Exchange

Students Profile



Name : Saket Kumar
Date of Birth : 04/04/1990
Qualification : BBA
Experience :
Last job :
Summer Project : Working of Plan Finance-II Division
Company : Ministry of Finance



Name : Sakshi Sachdeva
Date of Birth : 24/12/1990
Qualification : B.Com. (Honours)
Experience :
Last job :
Summer Project : Strategies in CASA Marketing
Company : City Union Bank



Name : Samriti Sharma
Date of Birth : 14/09/1990
Qualification : B.E. (Electronics and Telecommunication)
Experience :
Last job :
Summer Project : Strategies for CASA Marketing
Company : City Union Bank



Name : Sandeep Kumar Gupta
Date of Birth : 17/11/1985
Qualification : B.Com., C.A. PCC (Group-I) cleared
Experience : 10 months
Last job : The Rising Consultancy, Indore
Summer Project : Customer Relationship Management
Company : India Infoline Ltd.

Students Profile



Name : Shekhar Kumar
Date of Birth : 31/07/1988
Qualification : BBM
Experience :
Last job :
Summer Project : Report Entitled "Performance of Mutual Funds in Specific Reference to Large Cap Equity Schemes in India"
Company : SHCIL



Name : Shreejata Ghosh
Date of Birth : 01/04/1089
Qualification : B.Sc. in Economics (Hons)
Experience : 18 months
Last job : The Chopra's-Overseas Education Counsellor
Summer Project : Study of Indian Stock broking Industry & Comparative Company Analysis
Company : IIFL



Name : Shubham Gupta
Date of Birth : 01/01/1990
Qualification : BBM
Experience :
Last job :
Summer Project : Insight of Mutual Fund, SIP & Online MF process
Company : GEPL Capital Pvt. Ltd.



Name : Shyam Sunder Ladha
Date of Birth : 15/12/1991
Qualification : B.Com. Honours (Accounting)
Experience :
Last job :
Summer Project : Strategies for CASA Marketing
Company : City Union Bank Ltd.

Students Profile



Name : SK Sofikul Islam
Date of Birth : 27/02/1990
Qualification : BBA (H)
Experience :
Last job :
Summer Project : BD and Exchange Operations
Company : The Calcutta Stock Exchange Ltd.



Name : S. M. Abinash
Date of Birth : 07/05/1992
Qualification : BBA
Experience :
Last job :
Summer Project : BD and Exchange Operations
Company : Calcutta Stock Exchange

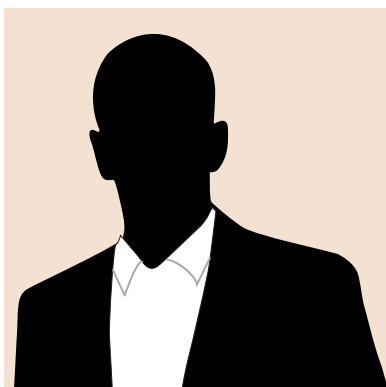


Name : Sounak Das
Date of Birth : 19/12/1988
Qualification : B.Tech. (Computer Science & Engineering)
Experience :
Last job :
Summer Project : Study of Investment Advisory Services in India
Company : Stock Holding Corporation of India Ltd.



Name : Subhrajit Bhattacharjee
Date of Birth : 16/03/1990
Qualification : B.Tech. (IT)
Experience :
Last job :
Summer Project : Strategic Planning on Marketing of CASA
Company : City Union Bank

Students Profile



Name : Suman Sureka
Date of Birth : 15/01/1989
Qualification : B.Com., Pursuing CS
Experience :
Last job :
Summer Project : Compliance of the Listed Companies and IBT
(Internet Based Trading) - Depository
participants
Company : The Calcutta Stock Exchange Ltd.



Name : Sumith Mishra
Date of Birth : 16/07/1989
Qualification : B.Com.
Experience : 18 months
Last job : TCS
Summer Project : Financial Planning and Reactivation of Clients
Company : India Info Line



Name : Suraj Umesh Dudeja
Date of Birth : 24/02/1990
Qualification : B.Com.
Experience :
Last job :
Summer Project : Commodities (Spot & Futures) -
Dealing & Sales
Company : GEPL Capital Pvt. Ltd.



Name : Tanaya Dattatray Dangat
Date of Birth : 19/07/1990
Qualification : B.Com. Honours (Financial Markets)
Experience :
Last job :
Summer Project : Marketing of CASA
Company : City Union Bank

Students Profile



Name : Tanya Gupta
Date of Birth : 08/08/1990
Qualification : B.Com., Diploma in Banking and Finance
Experience : Full time - 24 months, Part time - 24 months,
Internship - 6 months
Last job : Trendline Investments
Summer Project : Value Addition in Broking Business
Company : Navjeevan Equity and Commodities Pvt. Ltd.



Name : Ujjawal Jain
Date of Birth : 26/04/1991
Qualification : B.Com.
Experience :
Last job :
Summer Project : Asset Financing in Small Medium Enterprises
Company : SREI Equipment Finance Private Ltd.



Name : Utkarsh Pandey
Date of Birth : 15/11/1989
Qualification : Journalism (H)
Experience :
Last job :
Summer Project : Financial Planning Advisor
Company : AVIVA India



Name : Vandana Ashok Sharma
Date of Birth : 05/04/1989
Qualification : B.Com.
Experience :
Last job :
Summer Project : Credit Appraisal
Company : Andhra Bank

Students Profile



Name : Vikrant Bishnoi
Date of Birth : 01/09/1992
Qualification : B.Com.
Experience :
Last job :
Summer Project : Managing Bank of Indian Client
Company : GEPL Capital



Name : Vijin Joy
Date of Birth : 17/05/1990
Qualification : B.Com. (Banking and Insurance)
Experience : 11 months
Last job : Indiabulls Ltd.
Summer Project : Dubai Quaterly Business Performance Review
Company : Sutherland Global Services Ltd.



Name : Vishal Pushnay
Date of Birth : 31/12/1992
Qualification : B.A.
Experience :
Last job :
Summer Project : Representing GEPL Capital in Navi Mumbai
BOI Branches
Company : GEPL



Name : Vishikh Tak
Date of Birth : 20/08/1989
Qualification : B.Com.
Experience : 42 months
Last job : Lalit Gupta & Associates (C.A.)
Summer Project : Credit & Risk Evaluation at SREI BNP Paribas
Company : SREI Equipment Finance Pvt. Ltd.

Students Profile



Name : Yash Dugar
Date of Birth : 21/01/1990
Qualification : B.Com.
Experience :
Last job :
Summer Project : Study of Wealth Management
Company : IIFL



Name : Yogendra Choudhary
Date of Birth : 30/08/1990
Qualification : B.Tech. (Computer Science)
Experience :
Last job :
Summer Project : Financial Planning and Reactivation of Clients
Company : India Infoline



Name : Tushar Kulkarni
Date of Birth : 02/04/1991
Qualification : B.Sc., IT
Experience :
Last job :
Summer Project : Report on Mobile Point of Sale
Company : NPCI



Name : Vinay Bhinda
Date of Birth : 26/01/1991
Qualification : BBA
Experience :
Last job :
Summer Project : Commodities (Spot & Futures) - Dealing & Sales
Company : GEPL Capital Pvt. Ltd.



© Placement Team

ITM - Institute of Financial Markets strives to provide an efficient, professional and productive environment for both visiting companies and ITM students in their efforts to find the perfect Person-Position Fit. The Placement Cell offers a broad range of expertise, services, programs and resources to assist students with their career development and job searches. Concurrently, we enjoy the dynamic relationships with our recruiting "partners"- the hundreds of organizations across the country that work with us.

The Placement Team is fully equipped to handle presentations, Pre-placement talks, Group Discussions and all types of Interview sessions. Our facilities include well equipped, air-conditioned seminar halls and conference rooms wired for audio, video and internet, in addition to dedicated interview cabins. Laptop computers, LCD projectors and Over Head Projectors are also available on demand. In addition, our dedicated Placements staff will handle the entire process and all paperwork related to your recruitment activity at ITM - Institute of Financial Markets.

Ms. Romita Roy Choudhury

Placement Manager

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Shilpa Dangare

Placement Executive

Mob: +91 98192 63089 / 77380 92011

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Aishwariya Karajgaonkar: +91 86003 60415

Ujjawal Jain: +91 97692 17370

Monu Dubey: +91 98670 44115

Pooja Ghosh: +91 99754 01651



Our Recruiters

Admisy Commodities Ltd.

Adventity

Allahabad Bank

Andhra Bank

Angel Broking

Apollo Munich Insurance

ARM Research Pvt. Ltd.

Bank of Baroda

Barclays

Birla Sunlife Wealth Management

Bombay Stock Exchange

Bonanza Portfolio Ltd.

Caliber Point

City Union Bank

Citifinancial

CNBC Awaaz

Colliers International

DE Shaw

Deutsche Bank

E-Clerx

Edelweiss Capital Ltd.

Epitome Global Services

Evalueserve

Federal Bank

FIMMDA

First Global

Greenback Forex

Gupta Equities Ltd.

HDFC AMC

HDFC Bank

HSBC Ltd.

ICICI Bank

ICICI Bank Ltd.

ICICI Prudential Asset Management

ICICI Securities Ltd.

IDBI Bank

India Infoline

Indiabulls Securities Ltd.

Indistock Securities

IndusInd Bank

ING Vysya Bank Ltd.

Insync Analytics

Jain Investments

JM Morgan

JP Morgan Chase

Khandwala Securities Ltd.

Kotak Life Insurance

Kotak Securities

KR Choksey

L&T InfotechKotak Life Insurance

M F Global

Mahindra Finance Ltd.

Maia Financials

Met life Insurance

Motilal Oswal Securities

Motwani Group

Nirmal Bang Ltd.

Nomura

Northbridge Capital

Peerless Mutual Fund

Reliance Capital

Reliance Life Insurance

SBI Caps

SHCIL

Share Khan

Standard Chartered Bank

Sunidhi Investments

Toshniwal Equities

Total Securities

Transparent Value

UCO Bank

UCX

Unicorn

Yen Management

XL Dynamics



Students Activities

Board of Students

The "Board of Students" of the Institute organizes seminars, workshops, contests and discussions on issues related to the world of finance. Prominent members of financial community come regularly to address the club members.

Tourism Club

An organized body creating opportunities for tomorrow's professionals to sharpen up their knowledge and skills through quizzes, lectures, seminars, educational and cultural tours, trekking and fetes.

Cultural Club

An outlet for the creative students to channelize their energy through extra-curricular activities leading towards Self Development.

Personal Development / Growth Lab

PD is a continuous process and is accomplished through mentoring, counseling, conducting special programs on etiquettes, soft skills, negotiation skills, presentation skills, growth, lab etc., by faculty mentors, dedicated faculty and trainers from the Industry. In the fourth and fifth terms, intensive, compulsory modules related to personality development with a special focus on placement will be organized by trained faculty.

Current Affairs Club

The current affairs discussions and debates is the latest initiative by the students. In these sessions, the students discuss national and international current affairs for 30 minutes every day. The club analyzes the quality of content discussed, suggests ways to improve and ensures participation of each member. The students often participate in corporate quizzes and debate competitions so as to update their knowledge in the domain of current affairs and markets.

Corporate Social Responsibility

CSR Project is a novel initiative undertaken by the ITM students. Financial literacy would be the main theme under this project for the students of ITM - IFM. This activity basically has been taken to engage students in organizing and managing various courses, extra-curricular and co-course activities by joining in the various UTKARSH (Unleashing The Knowledge And Reaching Starry Heights) Committees. The participation will help the students in "Learning Management by Doing" and will be able to strengthen their emotional & intellectual quotient which in turn will help them become good value driven responsible corporate citizens.

Evaluation of CSR activities

The performance of the students in the CSR projects will be evaluated at 3 levels wherein the students will be evaluated by the faculty guide, their participation and through a presentation that will be made at the end of third term. The students will be awarded a separate certificate with a suitable grade for their participation and performance.



Financial Inclusion Nationwide Campaign

- Empowerment of artisans & village Entrepreneurs

The students of ITM - IFM have initiated the nationwide financial inclusion campaign by conducting one day awareness program titled 'Empowerment of Artisans & Village Entrepreneurs' by doing week long interaction with the participating artisans and social entrepreneurs at **Shrawan Mela 2011**. ITM - IFM is the first B-School in Navi Mumbai which has taken up this initiative. The objective of this initiative was to:

1. Empower the artisans and village entrepreneurs with the requisite skill sets like marketing, production, designing etc.
2. Developing creativity and entrepreneurship among the artisans and village entrepreneurs.
3. Linking the budding entrepreneurs with government schemes and rural markets.

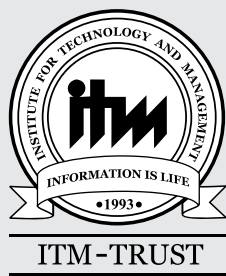
The student group in their bid to undertake the program has got a real time exposure from the participating artisans. Through their interactions they could identify the gaps which the artisans usually faced for availing various Government sponsored schemes and facilities. In order to facilitate smooth transfer of information the students interacted in the vernacular language of the artisans. After their week long interactions they came out with presentations in the vernacular language of the participants and highlighted the following areas:

- The positive qualities of an artisan i.e. hardworking, zeal to excel, competitive, etc
- The problems faced by the artisans like procuring loans, marketing

the products, designing the products, quality of the finished product, financial literacy, supply chain concept

- The various schemes to facilitate artisans were also discussed like- Scheme of KVIC, Interest subsidy schemes, Baba Saheb Ambedkar Hasta Silpa Bikas Yojana
- Focus was also led on how to market the products well and options of doing so were discussed so: like organizing exhibition to showcase their skill, publicity through printing and electronic media, marketing through setting up Emporia
- Towards the end how the entrepreneurship development program can be designed was discussed like: designing technical workshops, training artisans to make them aware of the technological know-how, conducting study tours, market survey to know the target customers
- The presentation was concluded by saying that artisans should forms SHGs, Clusters, Co-operatives, and work with NGOs for availing the benefits of the various schemes of the agencies like NABARD, KVIC, and D. C Handicraft.

The event was well appreciated by the participating artisans and they showed genuine desire to associate as they found it highly useful and informative. The event is an on-going program and more such are expected as the main objective is to help the artisans and to bridge the gap between the Govt. agencies and them so that they can be facilitated in the utmost way possible.



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