



# LUMS



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

## SDSB RECRUITER'S GUIDE 2020

# 2021

**Suleman Dawood  
School of Business**





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a. HEALTH CARE MANAGEMENT & INNOVATION (HMI)  
b. TECHNOLOGY MANAGEMENT  
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c. BUSINESS & PUBLIC POLICY (BPP)  
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## Message from **SDSB HONORARY DEAN**

"SDSB's tradition is one of ensuring its students are exposed to academic rigour, communication challenges, the value of ethics and of extending their networks for economic and social good. All the while, students learn how to develop practical solutions to address the complexities of business. It is these enduring dimensions which lead SDSB graduates to excel in generating value in the organisations they join.

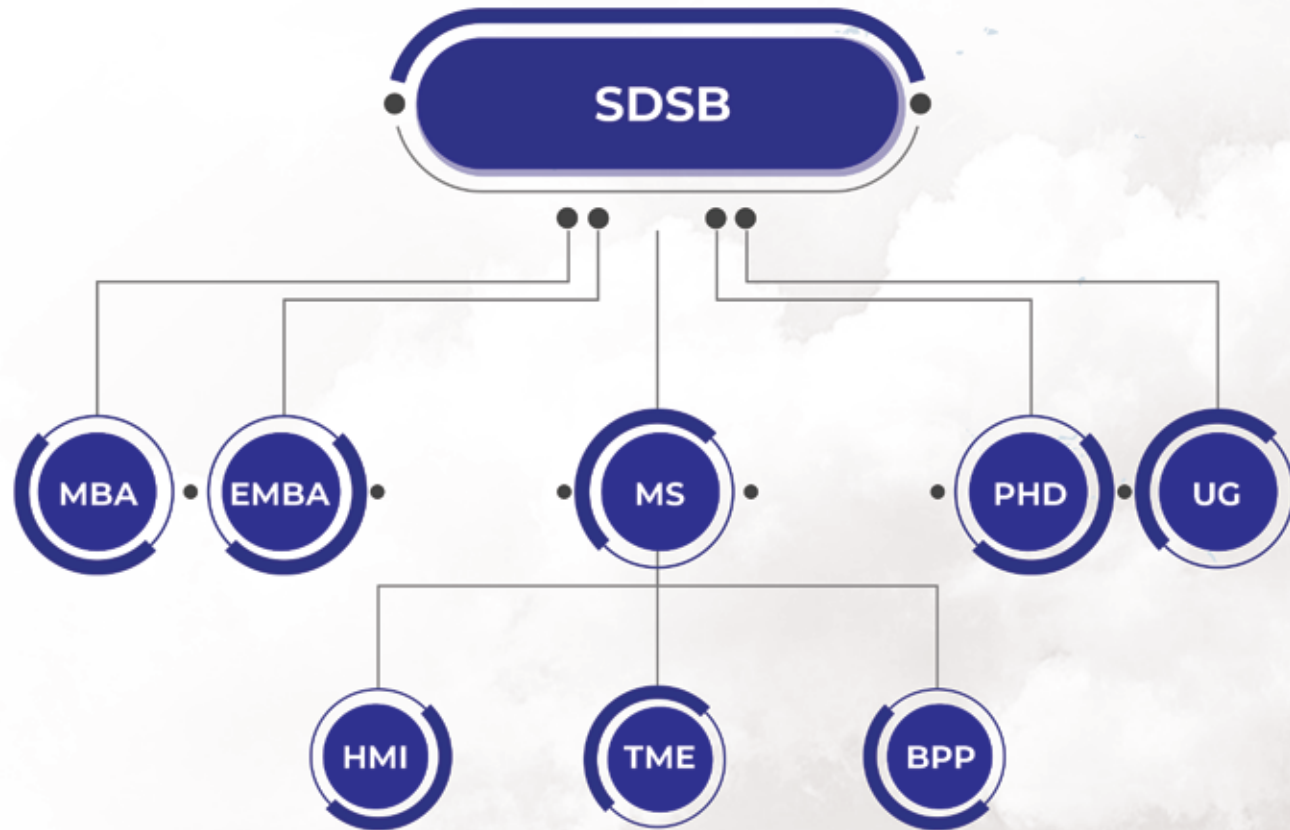
**Come and meet our students and witness their power to transform."**





# SULEMAN DAWOOD

## SCHOOL OF BUSINESS



### VISION

We Develop Ideas and People to Shape Business and Society

### MISSION

1. To Advance Ethical and Thoughtful Leadership
2. To Influence Practice and Policy Through Knowledge Generation
3. To Offer a Transformational Learning Experience



The Suleman Dawood School of Business (SDSB) at LUMS is Pakistan's first business school to achieve accreditation by The Association to Advance Collegiate Schools of Business International (AACSB) on February 25, 2019. Since 1916, AACSB has become a renowned global leader in assessing and evaluating business schools for programme quality, relevance, impact, and overall educational services.



Established in 1986, SDSB is the oldest school at LUMS. It is Pakistan's first business school to have earned the Association of Advance Collegiate Schools of Business (AACSB) international accreditation. In addition to its flagship MBA programme, SDSB offers Master of Science degrees in Accounting and Analytics, Business and Public Policy, Financial Management, Healthcare Management and Innovation, Supply Chain and Retail Management, and Technology Management and Entrepreneurship; an Executive MBA, a course-based PhD in Management with specialisations in Organisational Behaviour and Strategy, Finance, and Operations Management; and an undergraduate programme with majors in Accounting and Finance, and Management Science. SDSB aims to produce highly skilled graduates who can lead, transform and create a long-lasting impact in business and society.

As the leading business school in the region, SDSB has honed the case method of learning to offer an unparalleled educational experience. Blended learning and the case-based pedagogy with the school's strong emphasis on experiential learning with industry leaders and access to an unmatched alumni network worldwide lays a solid foundation for growth, innovation, and excellence. Cutting-edge research across the length and breadth of the management domain is a hallmark of the Suleman Dawood School of Business, supporting the expansion of knowledge in the field and contributing to the evolution of managerial practices and societal betterment in Pakistan and abroad.



# SDSB

## PLACEMENT OFFICE - SPO

SDSB Placement Office (SPO) facilitates company recruitment processes and aims to develop the various programme participants according to their career aspirations with the core objective of developing a focused recruitment strategy and extending services of career counseling to SDSB graduates.

Consulting activities comprise special mentoring sessions with alumni, guest speaker sessions with personnel of top companies, mock interviews, resume writing workshops, sector-wise networking nights, company presentations and other activities. These activities facilitate in developing soft skills amongst the graduates ensuring that they are sought after highly qualified candidates for prospective employers and organisations.

### MESSAGE FROM DIRECTOR PLACEMENTS:

“The main objective of the Placement Office is to bridge the gap between the stringent competition in the industry and talent available at SDSB. With adequate guidance and support, we assist students in enhancing their skills and developing abilities in order to identify employment options that match their career interests”

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# GRADUATE PROFILE

## MS- 2021

### HMI

Male 18%  
Female 82%

### TME

Male 43%  
Female 57%

### BPP

Male 50%  
Female 50%

## MBA 2020

### GENDER

Male 81%  
Female 19%

## EMBA 2020

### GENDER

Male 81%  
Female 19%

## ACADEMIC BACKGROUND

Dentistry	29%	Accounting /Finance	23%	Accounting	17%
Bio Sciences	29%	Engineering	23%	Finance	7%
Medicine	29%	Business	11%	Engineering	13%
Economics	13%	Sciences	6%	Business	20%
		Computer Sciences	17%	Sciences	10%
		Economics	9%	Economics	27%
		Marketing & Management	9%	Government &	
		Human Resources	2%	Public Policy	6%

Average Age	28	26	26
Average Experience	3.5	2.5	2.2

## ACADEMIC BACKGROUND

Economics & Politics	17%	Telecom	3%
Engineering	47%	Engineering	51%
Accounting/ Finance	10%	Business Administration	9%
Biology & Biotechnology	4%	Commerce	17%
Business Management		Computer & Social Sciences	5%
Marketing	20%	Economics	5%
Psychology	1%	Agriculture/Nursing/Textile	5%
Commerce	1%	Education & Finance	5%

Average Age	26	Average Age	34
Average Experience in Years	2.5	Average Experience in Years	11



# RECRUITMENT AT SDSB



**Dr. Ayesha Masood**  
Programme Director MS HMI - SDSB

"MS-HMI is the pioneering programme in Pakistan which provides business management training specific to the healthcare sector. Our graduates are equipped with all the skills in operations management, strategic management, marketing, leadership and human resource management that your organization needs to become a leader in the healthcare sector. Covering both the practical aspects of business management and an in-depth knowledge of health systems and policy environment, MS-HMI enables organisations to deliver the world standard in healthcare services."

**Dr. Kashif Khan**  
Executive in Residence MS HMI - SDSB

"My advice to our students is to remember that there is always a better way to do things. Successful managers and leaders are always driven by the quest to continuously improve on what they are doing. You would be astounded by how hard our students work when they believe their contribution matters to the host organisation."



**Sarah Pervez**  
Programme Director MS TME - SDSB

"The MS TME programme is designed as a specialised, lean and focused technology management degree aimed at fostering creativity, innovation & entrepreneurship. Our students have been exposed to the current diversified industry challenges of management, technology design and entrepreneurship with an experiential and practical teaching methodology. They possess the unique ability to understand data, process it, extract value, visualize it and communicate it for your businesses to convert into meaningful results. MS TME aims to be a unique, intensive, robust, practical degree that will enable these students to plug n play themselves, help you adopt technological changes, lead your innovation design agenda underpinned by agile business management."



**Dr. Fahd Rehman**  
Programme Director MS BPP - SDSB

"LUMS MS-BPP is an innovative and first of its kind programme in Pakistan. Its prime goal is to equip students with analytical, design, and research skills to navigate and contribute to the world of business and public policy. It also helps students learn practical skills to build government and business relations for economic growth. The courses use problem-oriented pedagogy. The students are encouraged to explore and inquire policy problems and develop solutions using analytical, design, and research tools. The purpose of the MS-BPP field thesis is to help students design, conduct, and write their professional researches independently and creatively."



**Dr. Tanveer Shehzad**  
Programme Director MBA - SDSB

"The MBA curriculum encourages students to develop as individuals with outstanding managerial skills, expertise in decision-making, entrepreneurial mindset, and capacity for sustained hard work. It introduces students to modern theories and techniques while taking into account the needs and requirements of Pakistan's business community. Peer group learning is encouraged through interactive discussion groups and in-class participation. The business community plays a vital role in the learning process by sharing its problems, issues, and concerns with the faculty and students. Many of these issues are subjects of cases discussed in classes that introduce students to real-life challenges in a modern business environment."

**Dr. Shakeel Sadiq Jajja**  
Programme Director EMBA - SDSB

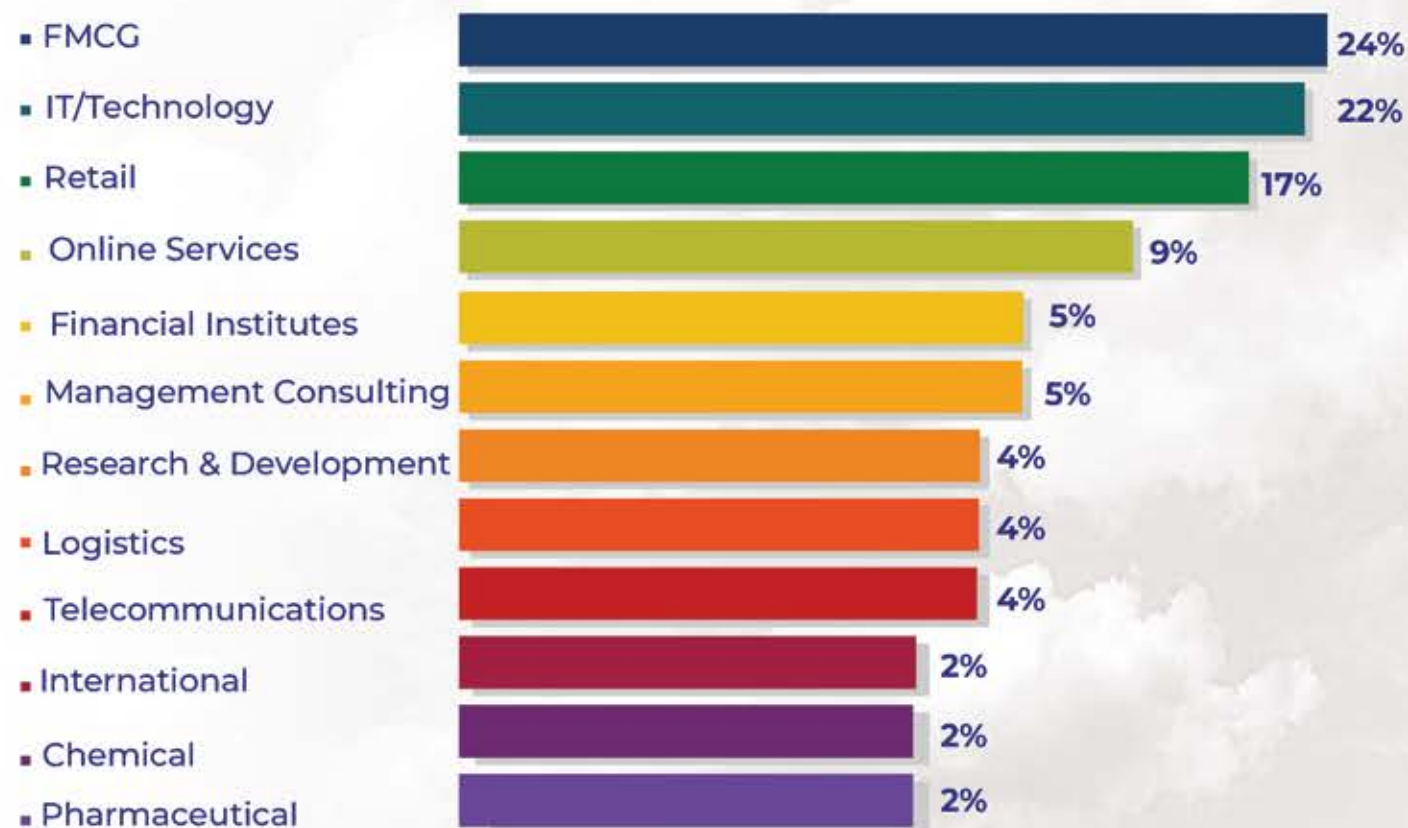
"The Executive MBA Programme at SDSB distinctively attracts the most experienced and aspiring professionals in a graduate business programme in the country. The rich insight of these professionals with on average 11+ years of experience in a range of industries combined with the powerhouse of faculty at SDSB produces the finest pool of business executives and graduates. The graduates of the Executive MBA take on senior to top management roles in the most challenging areas of organisations in various industries in and outside Pakistan. If you are looking for individuals capable of inspiring and driving change, meet our Executive MBA graduates."





# PLACEMENT STATISTICS<sup>1</sup> 2020(MBA)

## SECTOR-WISE



## FUNCTION-WISE



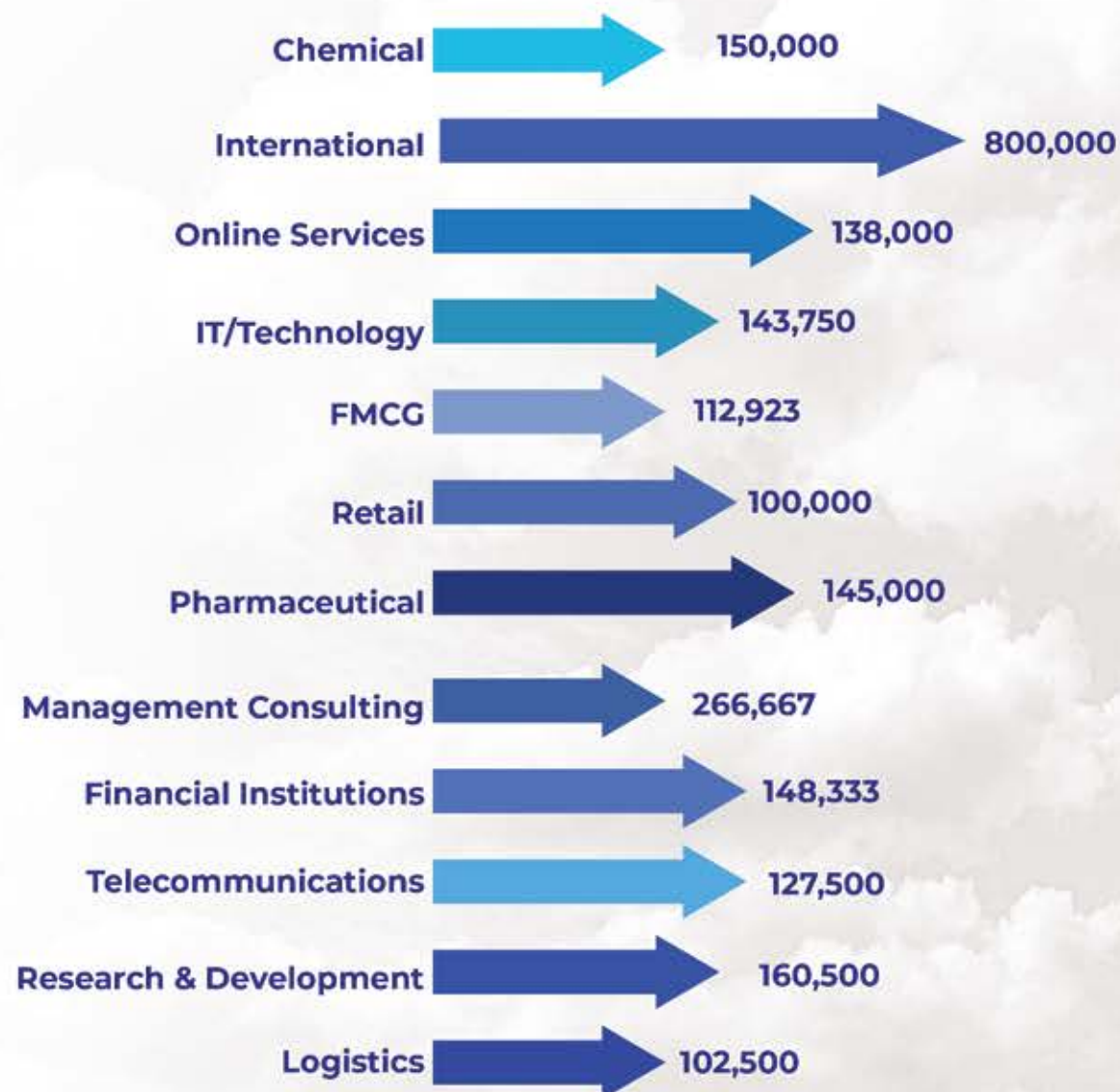
1. Excluding MS Programmes (HMI, TME & BPP) as their first batches shall be graduating in Dec 2021.

All figures are in Pakistani Rupees (PKR)



# AVERAGE SALARY STATISTICS<sup>1</sup> 2020(MBA)

## SECTOR-WISE



## FUNCTION-WISE



1. Excluding MS Programmes (HMI, TME & BPP) as their first batches shall be graduating in Dec 2021.

All figures are in Pakistani Rupees (PKR)



# TOP NATIONAL RECRUITING PARTNERS

## NGO/ Public Sector

Aga Khan Foundation Pakistan  
AMAL Human Development Network (AMAL)  
Civil Society Human & Institutional Development Programme CHIP  
Competition Commission of Pakistan  
Government Holdings (Pvt) Ltd  
Higher Education Commission (HEC)  
International Labour Organization (ILO)  
Islamic Relief of Pakistan  
IUCNP The World Conservation Union  
JE Austin  
Kaarvan Crafts Foundation  
LEAD Pakistan  
NADRA  
National Electric Power Regulatory Authority (NEPRA)  
National Highway Authority  
Pak Engineering Company Ltd  
Pakistan Poverty Alleviation Fund (PPAF)  
Private Power & Infrastructure Board, Ministry of Water & Power  
Punjab Board of Investment & Trade (PBIT)  
Punjab Skills Development Fund (PSDF)  
Securities & Exchange Commission Pakistan  
UNICEF-UN  
United Nations Development Fund for Women UNIFEM  
World Health Organization (WHO)  
Worldwide Fund for Nature (WWF)

## Pharmaceutical

Abbott Laboratories  
Martin Dow Pharmaceuticals  
Remington Pharma  
Sanofi Aventis  
Schazoo Zaka  
Searle Pakistan Ltd  
Shaukat Khanum Memorial Hospital

## Engineering & Construction

AE Design  
Avanceon  
Caterpillar Allied Engineering & Services  
Descon Engineering Ltd  
Far Eastern Impex  
Henkel  
Sayed Engineers (Pvt) Ltd  
Schlumberger

## FMCG

British American Tobacco  
Unilever  
Coca Cola Beverages Pakistan Ltd  
Colgate Palmolive  
Continental Biscuits  
Dalda Foods  
Fauji Foods  
Hilal Foods  
L'Oreal  
McDonalds Pakistan Ltd  
Mitchells Foods (Pvt) Ltd  
Mondelez  
National Foods  
Nestle  
Pakistan Tobacco Company (PTC)  
Pepsico International  
Philip Morris Pakistan Ltd  
Procter & Gamble  
Reckitt Benckiser  
Shan Foods  
Subway  
Tapal Tea  
Tetra Pak

## Consulting

McKinsey & Co  
3M Pakistan  
AC Nielsen  
Allied Marketing (Pvt) Ltd  
Pentagon Experts  
Red2Blue Consulting

## Financial Institutions

Standard Chartered Bank (SCB)  
Habib Bank Ltd (HBL)  
Acumen Fund  
AKD Securities  
Allied Bank Ltd  
Askari Bank Ltd  
Citibank  
EFU Life Assurance  
IGI Insurance Ltd  
JP Morgan  
JS Bank  
Kashf Foundation  
Meezan Bank  
Soneri Bank

## Group/Conglomerate

Atlas Copco Pakistan (Pvt) Ltd  
Fauji Fertilizer Company  
Engro Corporation  
Fatima Group  
General Electric  
Kohinoor Maple Leaf Group  
Master Group of Companies  
Master Wind Energy  
Pak Elektron Ltd (PEL)  
Samsons Group of Companies  
Service Sales Corporation (Pvt) Ltd

## Chemicals

BASF  
Berger Paints Pakistan Ltd  
ICI Pakistan  
Jotun  
Maple Leaf Cement  
Nippon Paints  
Olympia Chemicals Ltd  
Pioneer Cement Ltd



# TOP INTERNATIONAL RECRUITING PARTNERS

## KSA

Communication Concepts  
MET Cranes  
Supreme Foods  
Bin Dawood  
Sherwin Williams  
Protiviti  
A.T. Kearney Middle East LLC  
Aljomaih Automotive Company,  
Arab National Bank  
Banque Saudi Fransi  
National Commercial Bank  
Saudi Arabian Airlines  
Saudi Aramco  
Saudi British Bank (SABB)  
Saudi Fransi Capital  
Saudi Industrial Gas Co - Part of Linde Group  
Saudi Telecom Company  
Saudia Dairy & Foodstuff Company (SADAFCO)  
Siemens

## USA

Amazon  
American Express Bank  
Art Van  
Bank of America  
California State University  
Center for Data Sciences  
Dell Inc  
Deloitte Consulting  
Double D Combat Sports USA Inc  
Google  
IMF  
Marks & Spencer  
Ohio University, Athens OHIO  
Pepsi Cola International  
PWC  
Reckitt Benckiser  
Sprint PCS  
Txxel LLC  
United Nations Institute for Training & Research (UNITAR)  
University of Massachusetts, Lowell  
University of Mississippi  
University of Utah, David Eccles School of Business  
Western Union  
World Bank

## CANADA

Allstate Canada Group  
Atomic Energy of Canada  
Canada Mortgage & Housing Corporation  
Nestle  
PWC  
Sotheby's International Realty  
STAPLES  
TD Canada Trust

## UAE

Bain & Co  
Citi Bank  
Deloitte Consulting  
ValuStrat Consulting  
Cupola Group  
Dunia Finance  
Gallup Consulting  
IFFCO  
Jotun Paints  
McKinsey & Co  
Naseba  
P&G  
AC Nielsen  
Emirates NBD

## HONG KONG

Bank of America Merrill Lynch  
Credit Swiss Bank

## SINGAPORE

Google  
SC Johnson

## OMAN & QATAR

Al-Hassan Group  
PWC

## UK

Barclays  
Dukhan Bank  
Habib Bank  
JD Williams Ltd  
Khalij Islamic  
Network Rail  
Shell  
UK Export Finance

## AUSTRALIA

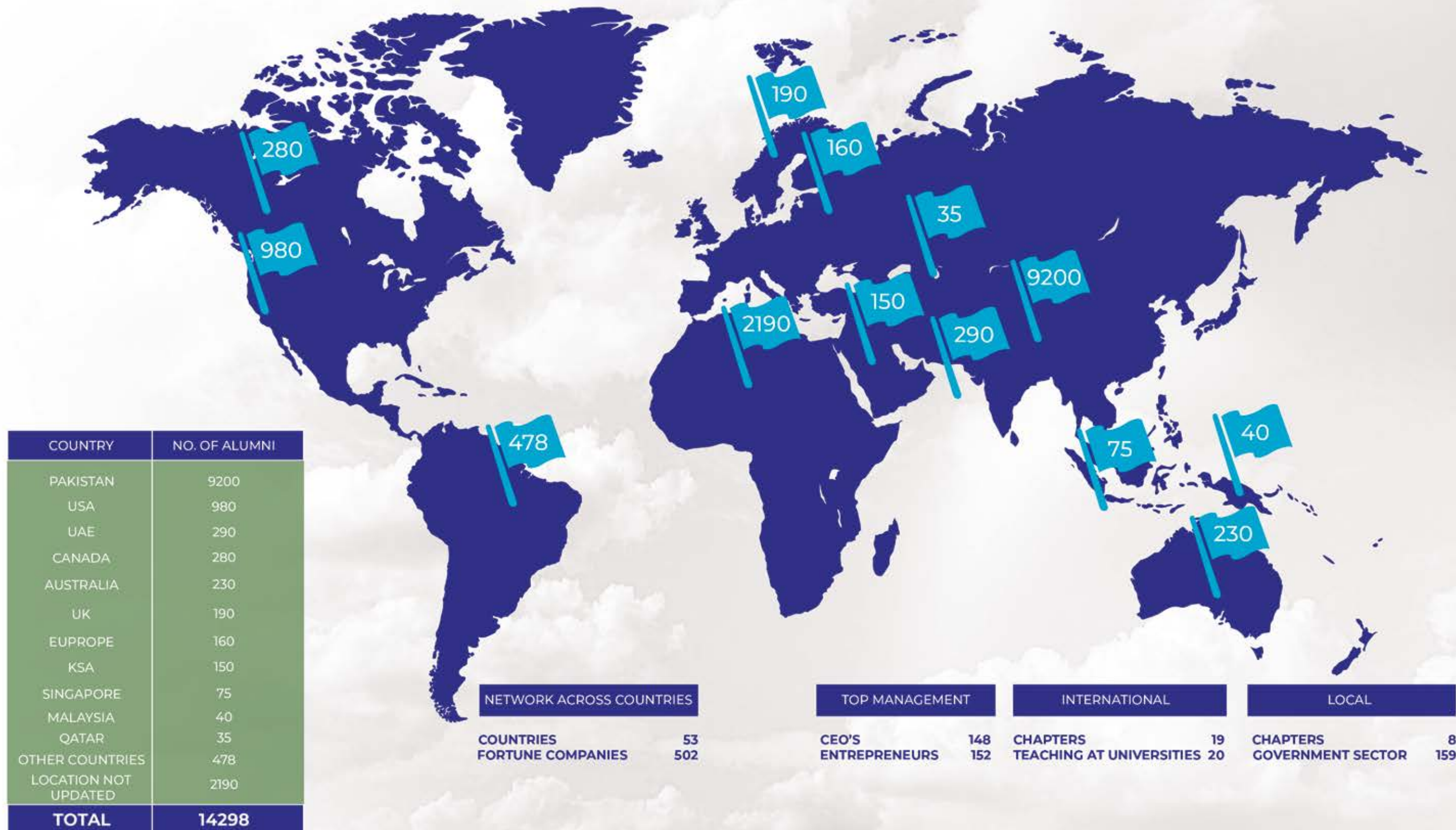
Australian Unity  
Brimcom  
George Brown College  
National Australia Bank  
nbn™  
Nestle  
Philips  
Rausch and Pausch, LP  
SAFCOL Australia Pty Ltd  
Svitzer Australia Pty Ltd  
World Vision

## EGYPT

Mediterranean Textile Company



# 14,000+ ALUMNI NETWORK





# CONNECT WITH SDSB

## PLACEMENT PORTAL

01

We have a dedicated portal that offers an automated solution to students, recruiters and alumni to meet their recruitment or internship needs. Employers are required to register on the career portal to post jobs, download resumes, at their convenience.  
SPO : [www.spo.lums.edu.pk](http://www.spo.lums.edu.pk)

## MBA CONSULTANCY PROJECT

02

The MBA Project is a mandatory requirement of our MBA programme. Groups of students work with an organisation on a managerial issue/project over a course of 10 weeks.

## MOCK INTERVIEWS

03

The office organises mock interviews for our students with successful senior alumni to hone their interviewing skills, prepare them for diverse interview environments and clear ambiguities related to industry dynamics.

## EXTERNSHIPS

04

Externships provide students with an experiential opportunity to visit an organisation, upon its invite. These externships offer unique insights into the day-to-day operations, people, and culture of the host organisation. They also broaden the students preceptive and understanding of industry dynamics.

## INTERNSHIPS

05

Internships are a mandatory part of the SDSB programmes. The internship cycle may vary from Feb to Dec annually depending upon the SDSB Programmes. MS Students are required to complete a 6 months internship whereas MBA students are mandated with a 6-8 week project-based internship.

## MS FIELD THESIS PROJECT

06

MS students shall undertake a practical field project which will be structured around solving the challenges with an actual client/organisation. This shall provide students the opportunity to apply acquired knowledge in a real world setting.



# ANNUAL CALENDAR OF EVENTS 2020-21

MONTH	MS HMI	MS TME	MS BPP	EMBA	MBA
JUNE					Internship Cycle Semester Break Ends
JULY					Internship Cycle Mock Interviews Eid ul Azha Holidays 31st July 2020
AUGUST	EID UL AZHA HOLIDAYS 1ST – 2ND AUG 2020		ASHURA HOLIDAYS 28TH – 29TH AUG 2020		Summer Orientation Programme (SOP) New MBA students Mock Interviews
SEPTEMBER					Orientation Session Mock Interviews
OCTOBER	Orientation for MS Programme				Mock Interviews
NOVEMBER	Profile Interview & Resume Reviews				Mock Interviews
DECEMBER	Internships Preference Submissions		Quaid-e-Azam Day Holiday 25th Dec 2020	Externships	Final Exams
JANUARY				Semester Break Ends 17th Jan 2021	Recruitment & Internships Drives
FEBRUARY	Internship Cycle		Clubs & Societies Events	Externships	Recruitment & Internships Drives
MARCH	Internship Cycle			Corporate Visits Mid Semester Break	Recruitment & Internships Drives
APRIL	Internship Cycle			Networking Nights	
MAY	Internship Cycle				