

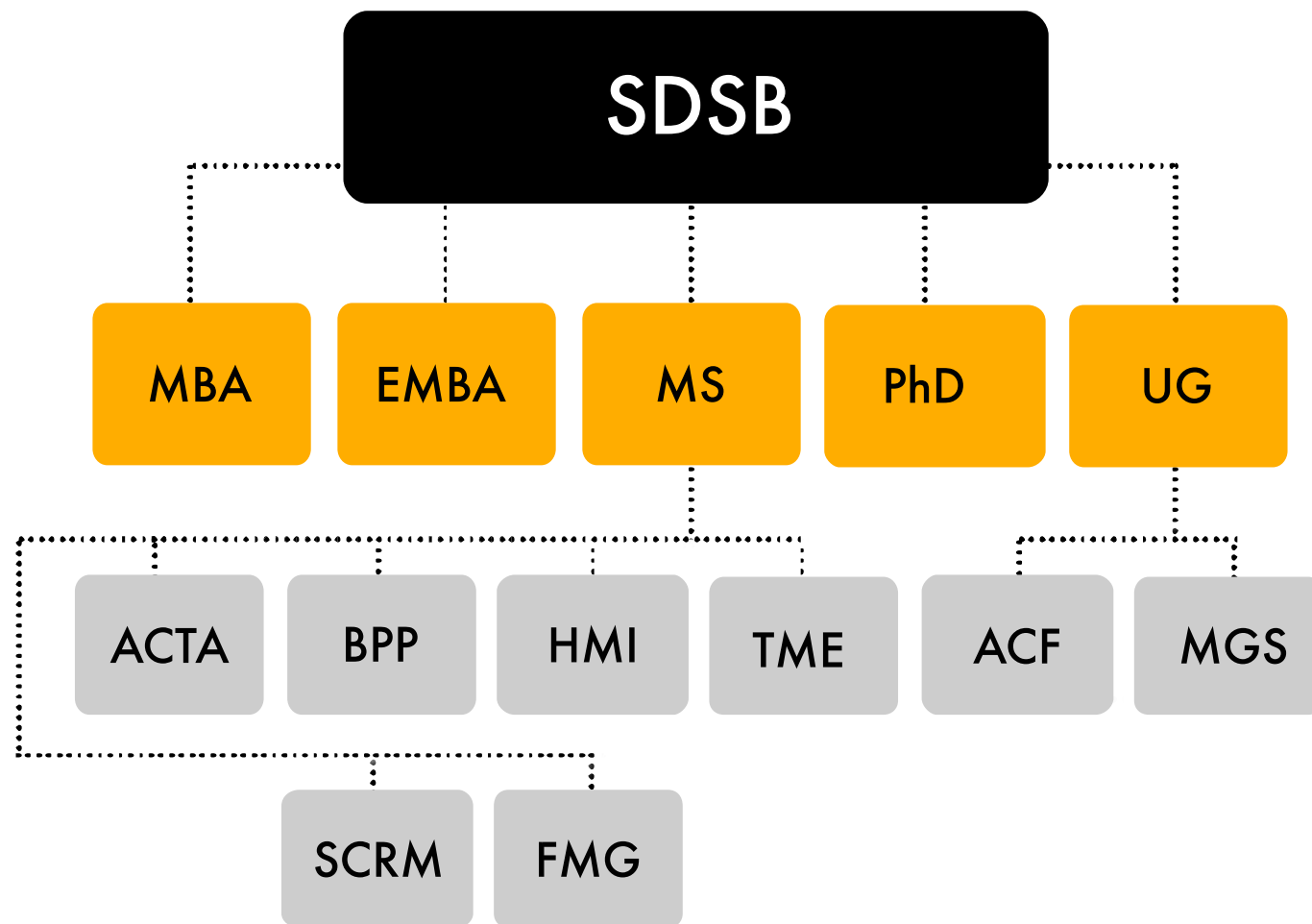
RECRUITER'S GUIDE 2021



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SULEMAN DAWOOD SCHOOL OF BUSINESS



VISION

We Develop Ideas and People to Shape Business and Society.

MISSION

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



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.



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.



MESSAGE FROM

SDSB HONORARY DEAN

DR. ALNOOR BHIMANI

“SDSB aims to positively impact business and society. We ensure students hone their analytical skills, communication abilities and ethically engage in economic and social betterment. Their focus is on 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.

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 counselling 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.”

Faaria R. Salahuddin
Director Placements
faaria.salahuddin@lums.edu.pk



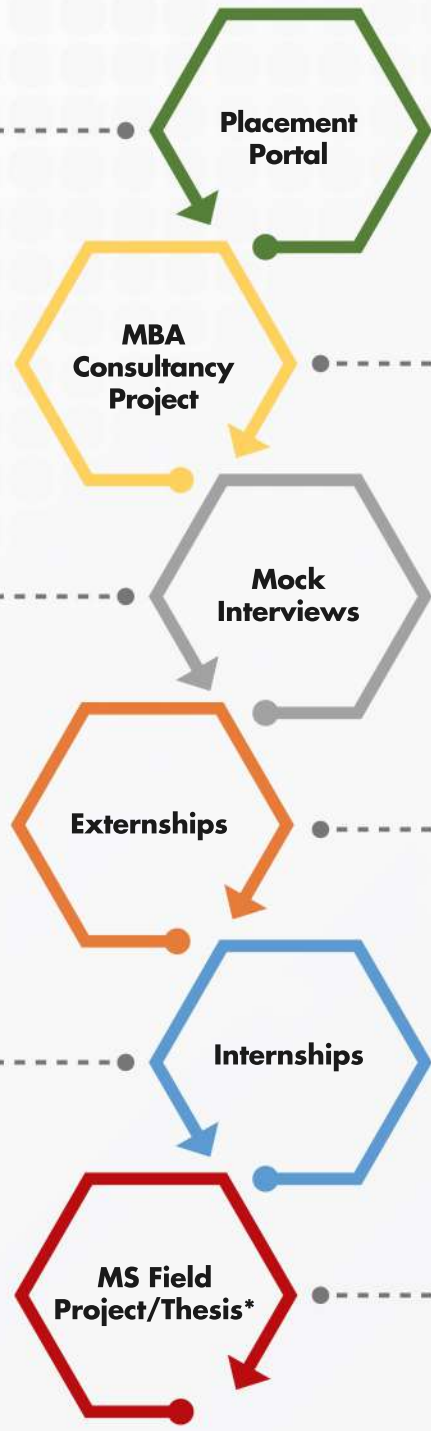
Anique Jamil
Assistant Manager
anique.jamil@lums.edu.pk



Mahwish Khalil
Senior Officer
mahwish.khalil@lums.edu.pk

CONNECTING WITH SDSB

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
Connect Portal: www.connect.lums.edu.pk



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.

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.

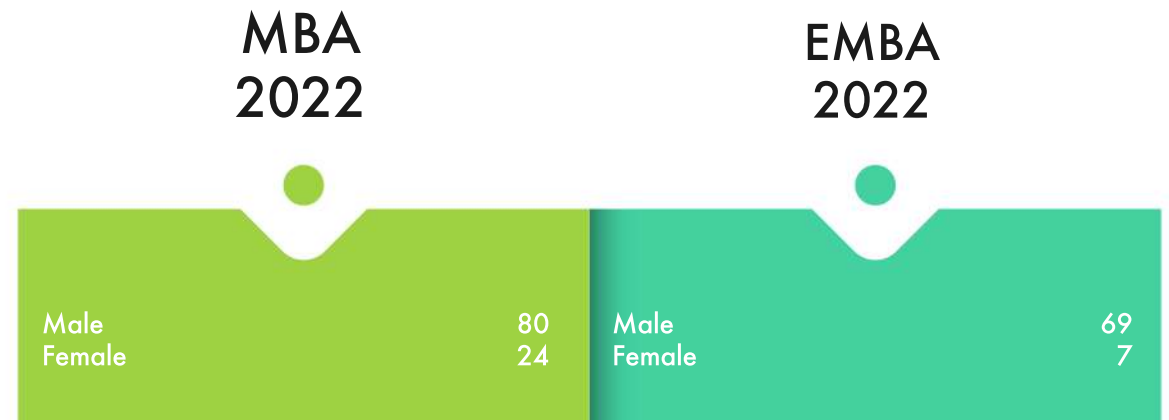
Externships provide students with an experiential opportunity to visit an organisation, upon its invite. These externships offer unique insights into the day-to-day operations, people, and culture of the host organisations. They also broaden the students preceptive and understanding of industry dynamics.

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 month field project/thesis, whereas MBA students are mandated with a 6-8 week project-based internship.

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.

*The thesis is a mandatory 6 month project based internship.

GRADUATE PROFILE

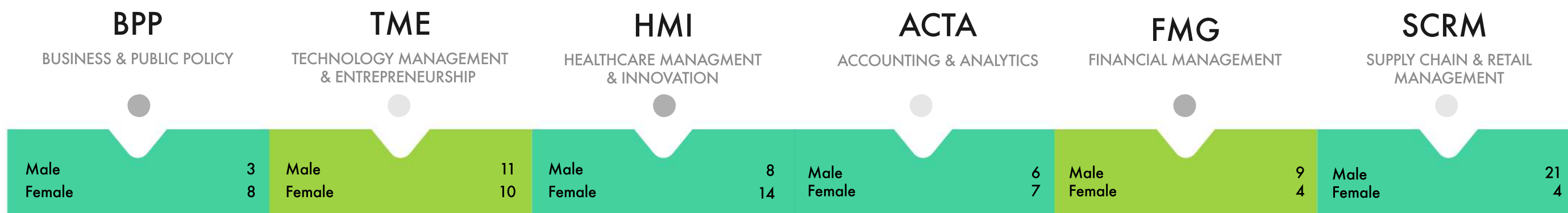


Academic Background

Economics	9%	Engineering	37%
Business	22%	Accounting/Finance/Business/Management	14%
Management & Marketing	5%	Marketing	9%
Engineering	33%	Humanities & Sciences	8%
Accounting & Finance	17%	Economics	4%
Commerce	3%	HRM	4%
Art & Design	2%		
Sciences	11%		
Law	2%		
Avg Age	25	Avg Age	34
Avg Exp in Yrs	3	Avg Exp in Yrs	11

GRADUATE PROFILE

MS 2021



ACADEMIC BACKGROUND

Program	Academic Background	Percentage
BPP	Economics	5%
	Business/Commerce	2%
	Art & Policy	2%
	Sciences & Others	2%
TME	Business/Commerce/ACF	9%
	Medicine/PHARM D/ Dentistry	1%
	Engineering	8%
	Computer Sciences	3%
HMI	Economics	1%
	Business/Commerce/ACF	2%
	Computer Sciences	1%
	Sciences & Others	10%
ACTA	Medicine/PHARM D/ Dentistry	8%
	Business/Commerce/ACF	9%
	Engineering	3%
FMG	Sciences & Others	1%
	Economics	3%
	Business/Commerce/ACF	9%
SCRM	Engineering	1%
	Economics	1%
	Business/Commerce/ACF	17%
Avg Age		
Avg Exp in Yrs		
BPP	28	3.6
TME	27	2.4
HMI	28	3.5
ACTA	27	2.3
FMG	26	1.3
SCRM	31	2.9

RECRUITMENT AT SDSB



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 suitable for Pakistan's business community and societal well-being. Peer group learning is embedded in the programme through interactive discussion groups and in-class participation. The business leaders play a vital role in the learning process by sharing their 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."

"The Executive MBA Programme at SDSB is distinctive in attracting 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. 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."



Dr. Shakeel Sadiq Jajja
Programme Director
EMBA - SDSB



Dr. Hassan Rauf
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 organisation 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."

"The MS TME programme is designed as a specialised and lean technology management degree aimed at fostering creativity, innovation & entrepreneurship. Our students have been exposed to the current pressing 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, visualise it and convert it into meaningful insights. MS TME students will have a unique profile that will enable them to plug n play themselves and help your business adopt technological changes, lead your innovation design agenda underpinned by agile business management principles."



Sarah Parvez
Programme Director
MS TME - SDSB

RECRUITMENT AT SDSB



Dr. Anjum Fayyaz
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."

"MS Accounting and Analytics equips our students with requisite tools and skills that enable future-proofing accounting and finance function in organisations. The aim of this programme is to transform the students from traditional accounting mindset to an aspiring business partner with exposure to best practices in not only data analytics, information systems and financial analysis but also to broader areas of economics, leadership and marketing. Application oriented training and hands-on projects help our students navigate real life challenges in organisations, in the face of evolving technological and competitive landscape."



Dr. Omair Haroon
Programme Director
MS ACTA - SDSB



Dr. Kumail Rizvi
Programme Director
MS FMG - SDSB

"The MS-FMG is a bold and timely response by SDSB to the dire need and the challenges the organisations all across the world are facing while achieving their goals in a financially sustainable fashion. This Programme aims to produce financial leaders and executives who have the acumen to understand the importance of strategic financial decision-making with the ability to execute in such a contemporary and challenging environment. Carefully designed courses in the multiple areas of finance and business with a strong orientation towards the usage of technology makes this programme unparalleled compared to the likes of it. Moreover, the experiential learning semester encompassing an applied thesis and industry engagement is expected to make candidates distinct and geared up to make decisions in local as well as global contexts."

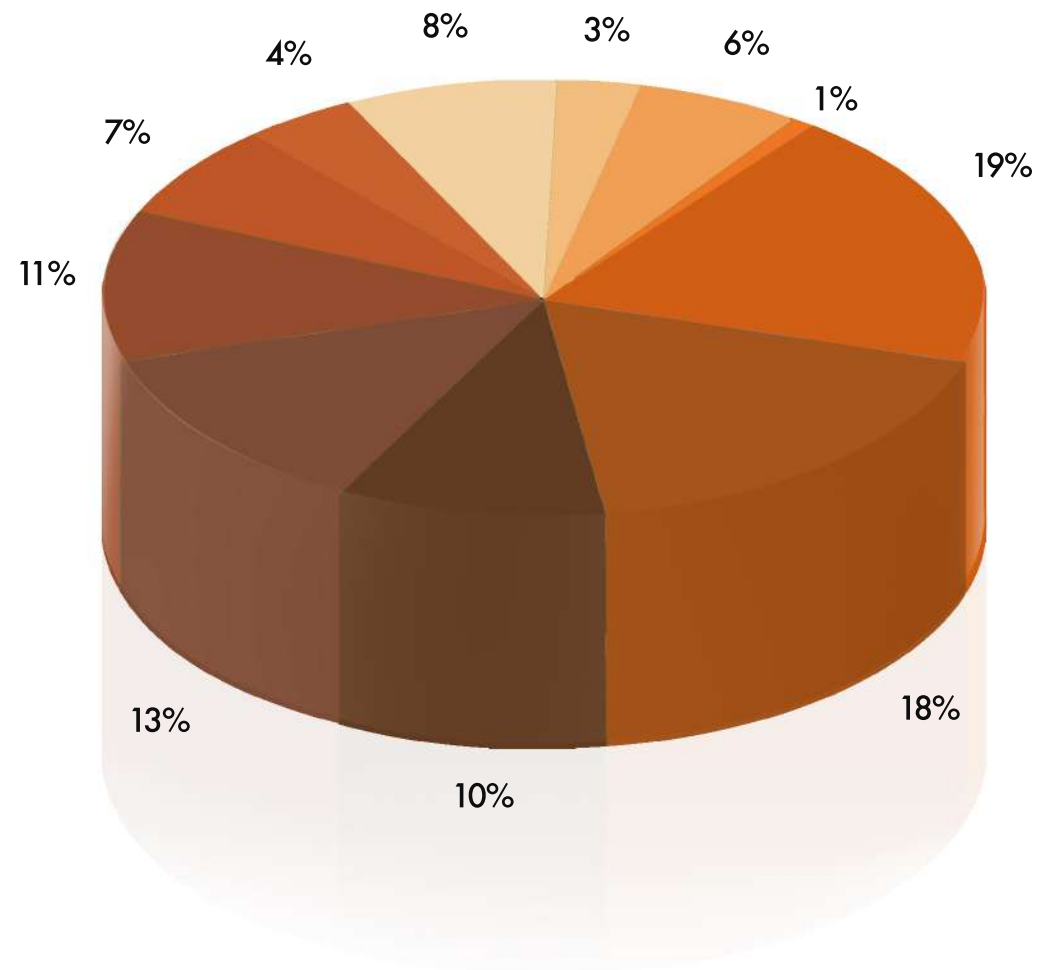
"The MS in Supply Chain and Retail Management (SCRM) Programme at SDSB develops the general management and leadership skills as well as capabilities needed for managing supply chain and retailing operations. The programme attracts individuals with a wide range of academic, experience, industry, and geographic backgrounds. During the 1.5 years at SDSB the students benefit from the pool of faculty members who are highly research active as well as connected with the industry. The students engage in extensive coursework of one year followed by a comprehensive applied research project. If you are looking for individuals capable of inspiring and driving change in your supply chain and retail functions, meet our MS SCRM graduates."



Dr. Shakeel Sadiq Jajja
Programme Director
MS SCRM - SDSB

JOB PLACEMENT STATISTICS 2021 (MBA)

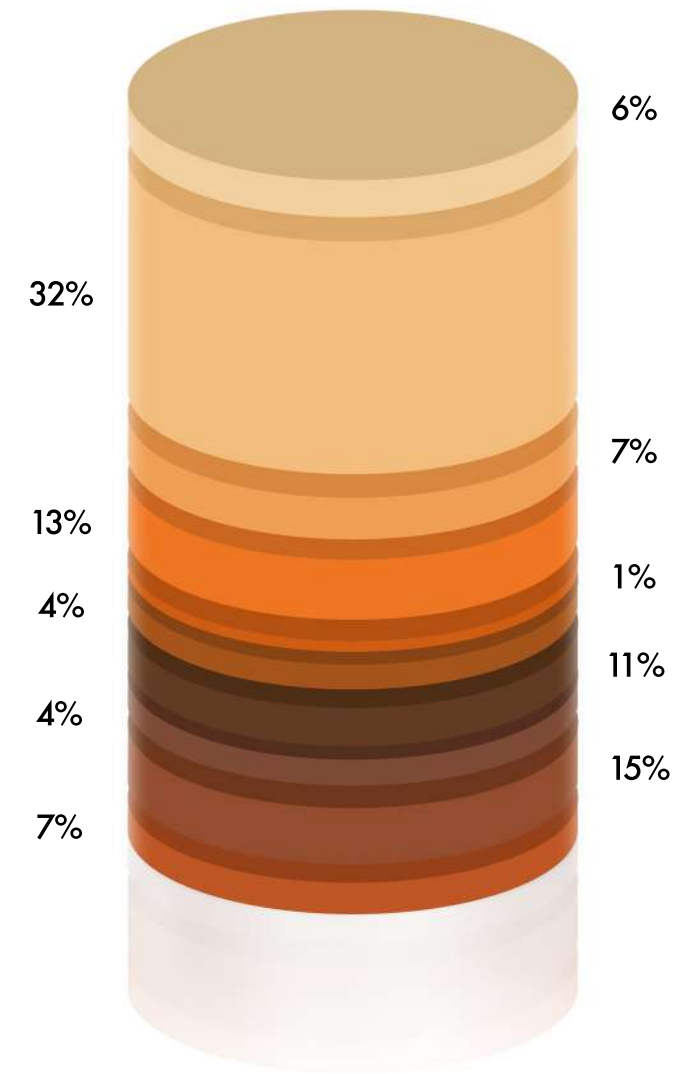
SECTOR WISE



- Banking & Finance
- Construction
- Consultancy
- Fertilizer
- FMCG
- IT/Tech
- Logistics
- Manufacturing
- Retail
- Telecommunication
- Energy

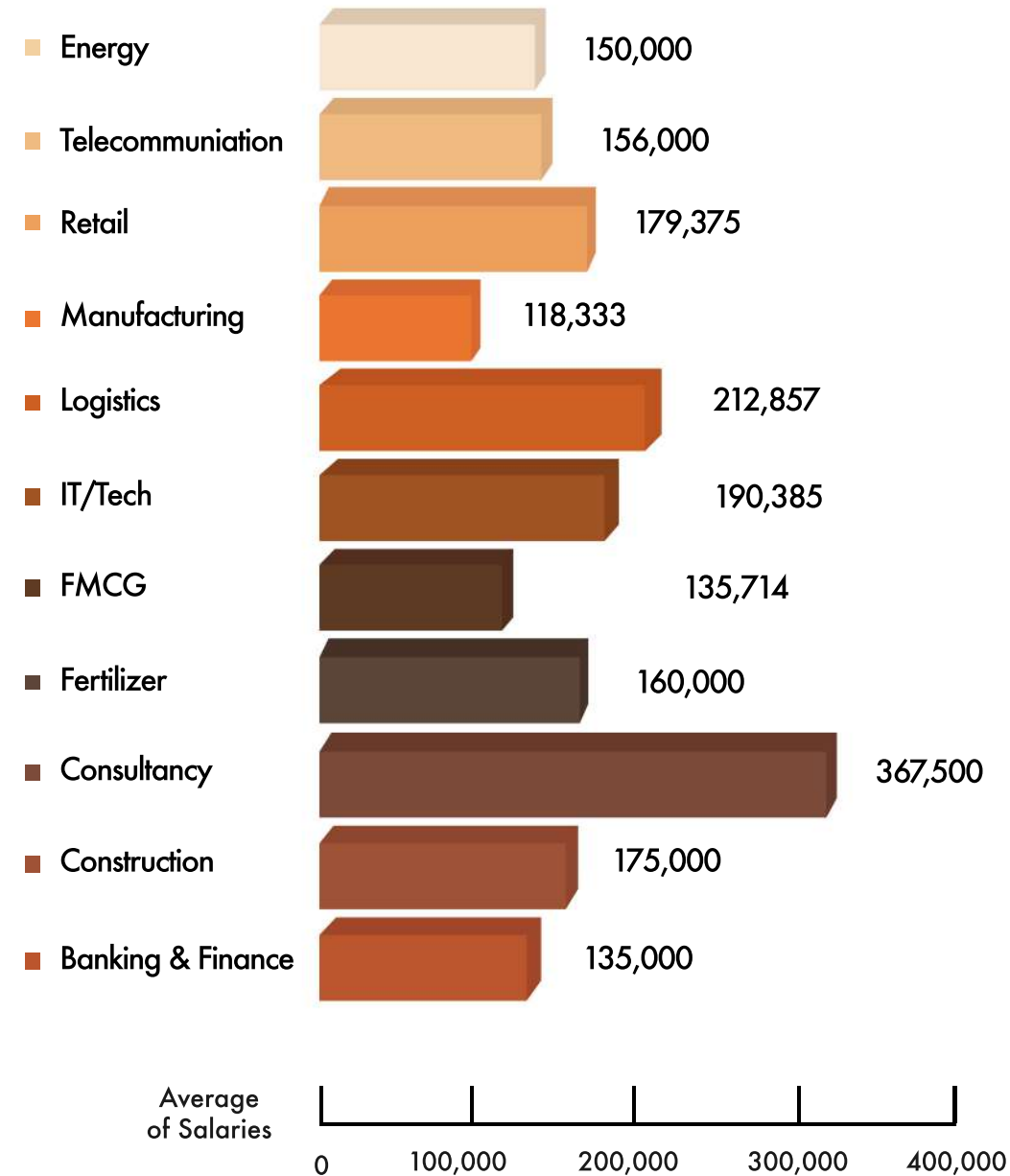
FUNCTION WISE

- SCM
- Sales & Marketing
- Retail
- Operations
- Marketing
- IT/Tech
- Human Resources



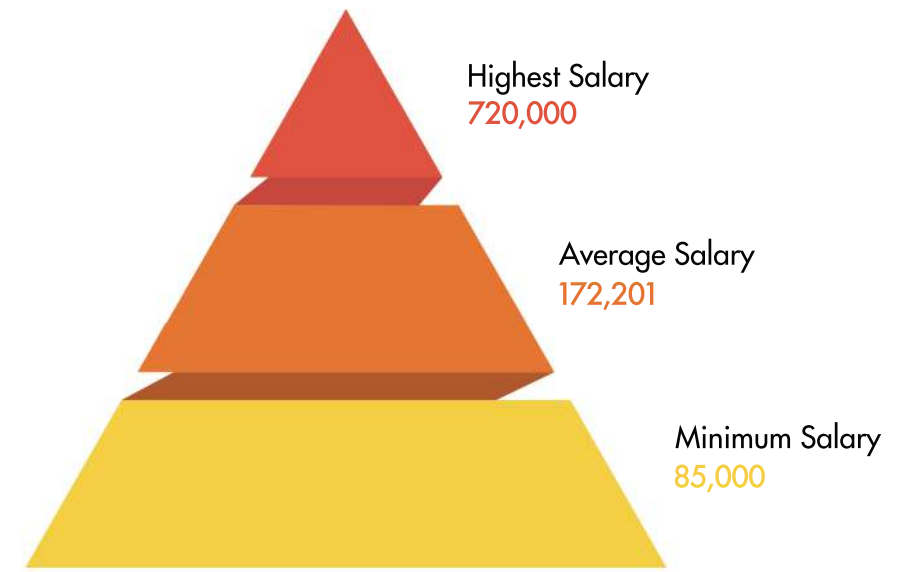
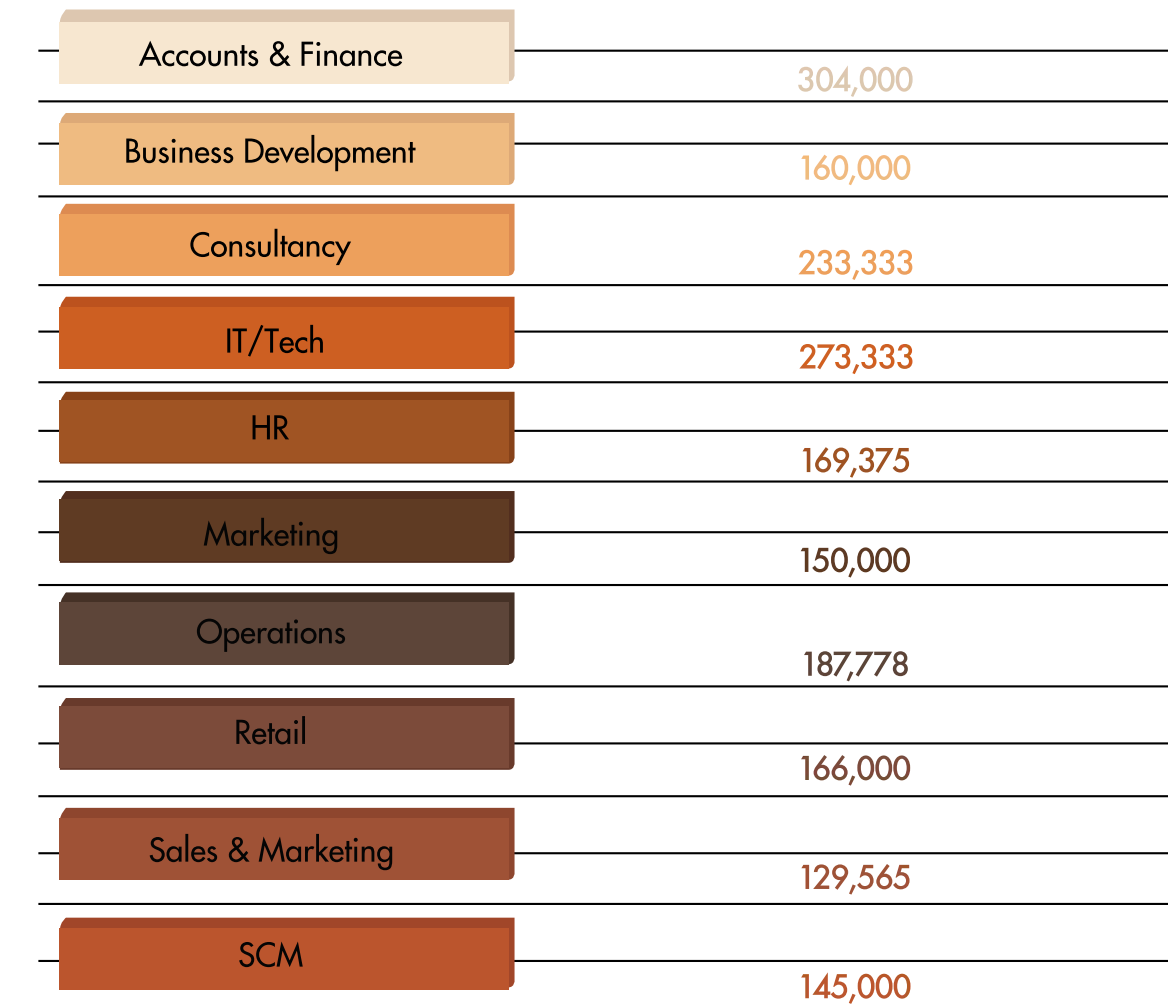
AVERAGE SALARY STATISTICS* 2021 (MBA)

SECTOR WISE



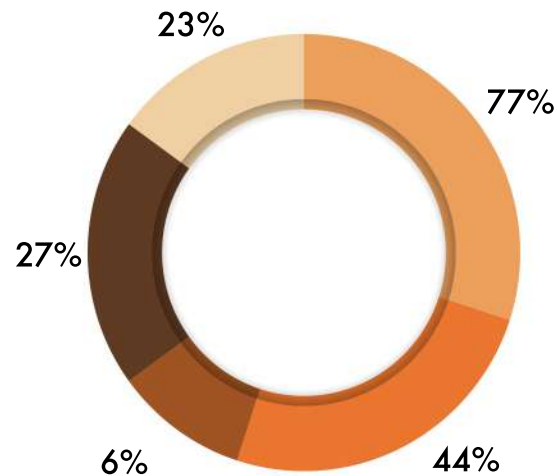
*All figures are in Pakistani Rupees (PKR)

FUNCTION WISE

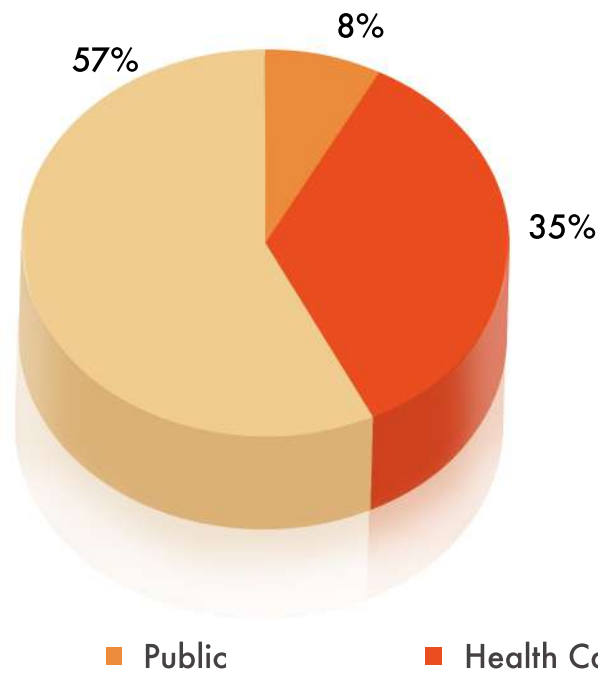


FIELD PLACEMENT STATISTICS* 2020 (MS Programmes)

SDSB MS Programmes	Placements
Field Project	49
MS BPP (Business & Public Policy)	4
MS HMI (Healthcare Management & Innovation)	17
MS TME (Technology Management & Entrepreneurship)	28
Thesis	15
MS BPP (Business & Public Policy)	15
Grand Total	64



■ Field Project
 ■ MS TME
 ■ MS BPP
 ■ MS HMI
 ■ Thesis



Sector	Percentage
Public	8%
Healthcare	35%
Technology	57%

■ Public
 ■ Health Care
 ■ Technology

*Graded Project Based/Thesis Placement

TOP NATIONAL RECRUITING PARTNERS

NGO/ Public Sector

Aga Khan Foundation Pakistan
 AMAL Human Development Network
 Civil Society Human & Institutional Development Programme (CHIP)
 Competition Commission of Pakistan
 Fountain House Lahore
 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)
 Punjab School Education Department
 Securities & Exchange Commission Pakistan
 UNICEF-UN
 United Nations Development Fund for Women UNIFEM
 World Health Organization (WHO)
 Worldwide Fund for Nature (WWF)
 GIZ
 Lahore Waste Management Company

Consulting

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

Technology/IT

SIEMENS
 Netsol
 Microsoft
 Finja
 Systems
 Lumensoft
 SAP

Chemicals

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

FMCG

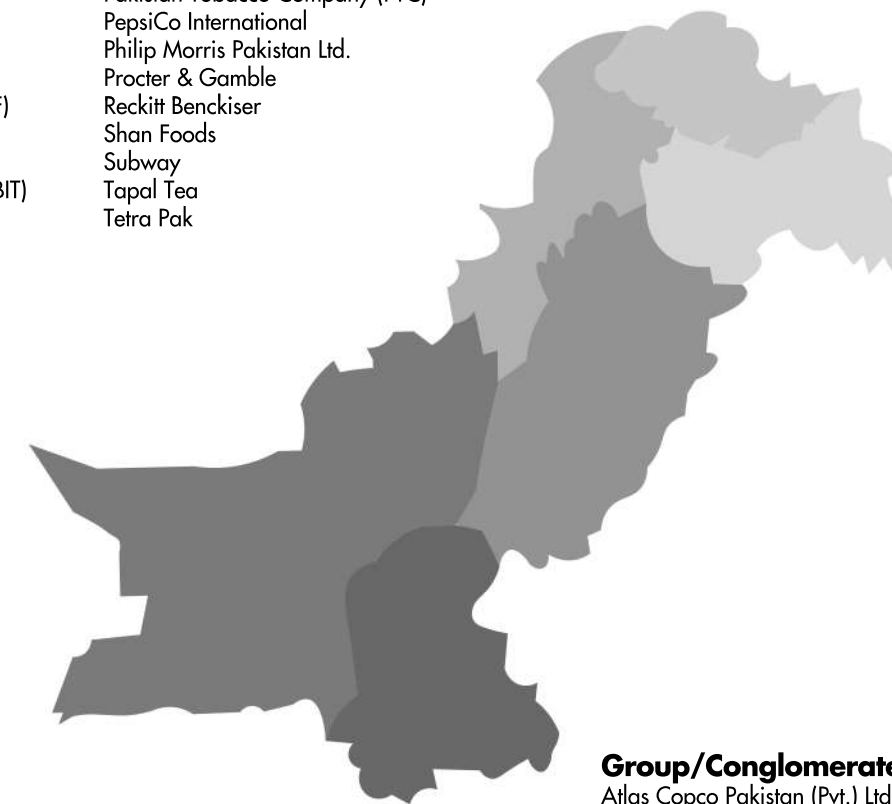
British American Tobacco
 Unilever
 Coca Cola Beverages Pakistan Ltd.
 Colgate Palmolive
 Continental Biscuits
 Dalda Foods
 Fauji Foods
 Hilal Foods
 L'Oreal
 McDonalds Pakistan Ltd.
 Mitchells Foods (Pvt.) Ltd.
 Mondelez
 National Foods
 Nestle
 Pakistan Tobacco Company (PTC)
 PepsiCo International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

Engineering & Construction

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

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.
 Bata

TOP INTERNATIONAL RECRUITER

Canada

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

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

Egypt

Mediterranean Textile Company

UK

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

Hong Kong

Bank of America Merrill Lynch
Credit Swiss Bank

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

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

Oman & Qatar

Al-Hassan Group
PWC

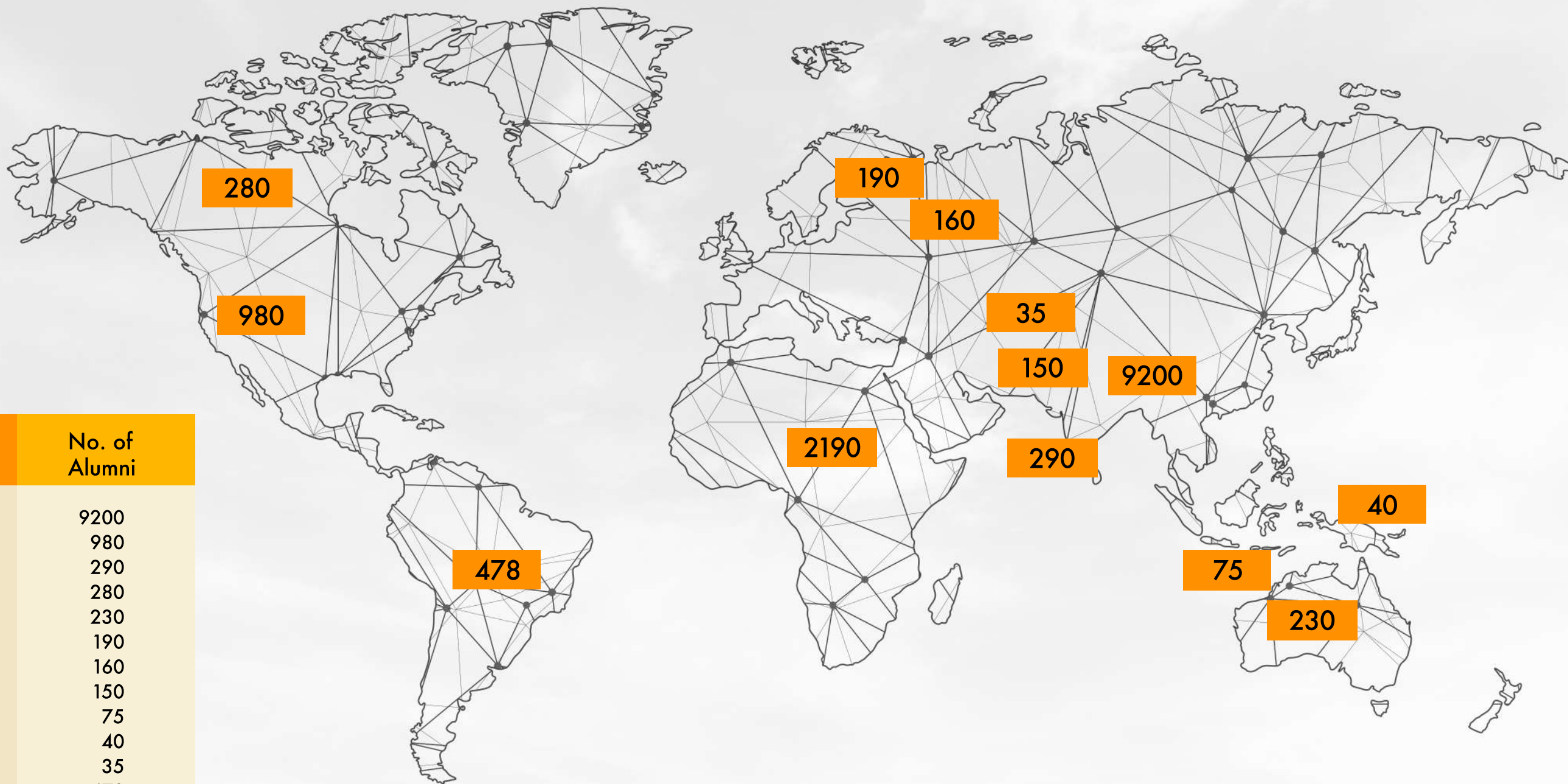
Singapore

Google
SC Johnson

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

14,000+
ALUMNI NETWORK



Country	No. of Alumni
Pakistan	9200
USA	980
UAE	290
Canada	280
Australia	230
UK	190
Europe	160
KSA	150
Singapore	75
Malaysia	40
Qatar	35
Other Countries	478
Location not updated	2190
Total	14,298

STRATEGIC COLLABORATIONS 2021 CHANGEMAKER SERIES



CONVERSATIONS WITH:

Dr. Muneeb Ali (Co-Founder of Stacks and CEO of Hiro)
Mr. Rizwan Fazal (Head of Marketing, Jazz)
Ms. Sima Kamil (Deputy Governor, State Bank of Pakistan)
Ms. Teresa Daban Sanchez (Outgoing IMF Resident Representative Pakistan) &
Ms. Ester Ruiz Perez (Incoming IMF Resident Representative Pakistan)
Ms. Olivia Campbell (Deputy Director Trade, British High Commission)
Mr. Sultan Ali Allana (Chairman HBL)
Mr. Julien Harneis (UN Resident Coordinator and Humanitarian Coordinator in Pakistan)

SPO ANNUAL CALENDAR OF EVENTS 2021-22

Month	MS	EMBA	MBA
	HMI TME BPP ACTA FMG SCRM		
June	Student Profiling - Class of 2021		Internship Cycle MBA'22 Job Placements - MBA'21
July	Field Placement Preferences Class of 2021		Internship Cycle MBA'22 Job Placements - MBA'21
August	Field Placement Allocation Class of 2021		Summer Orientation Programme (SOP) MBA'23 - Job Placements MBA'21
September	Orientation for MS Programme - Psychometric Test - TDI for New Admissions	Orientation EMBA 23	SPO Orientation MBA'23 - Job Placements MBA'21 - Internship Evaluation MBA'22
October	Designing & Publication of SDSB Recruiters Guide 21-22		Profile Interview & Resume Reviews MBA'23
November			Mock Interviews MBA'22
December	Externships		
January	Student Profiling - Class of 2022	Semester Breaks End	
February	Club & Societies Events	Externships	Recruitment Drives MBA'22 & Internships Drives MBA'23
March	Mock Interviews - Class of 2022		Corporate Visits EMBA 22
April			Profile Interview & Resume Review EMBA 23
May	Guest Speaker/Mentor Sessions with Key Industry Leaders/Alumni		Internship Cycle MBA'23 - Job Placements - MBA'22