

# RECRUITER'S GUIDE 2022

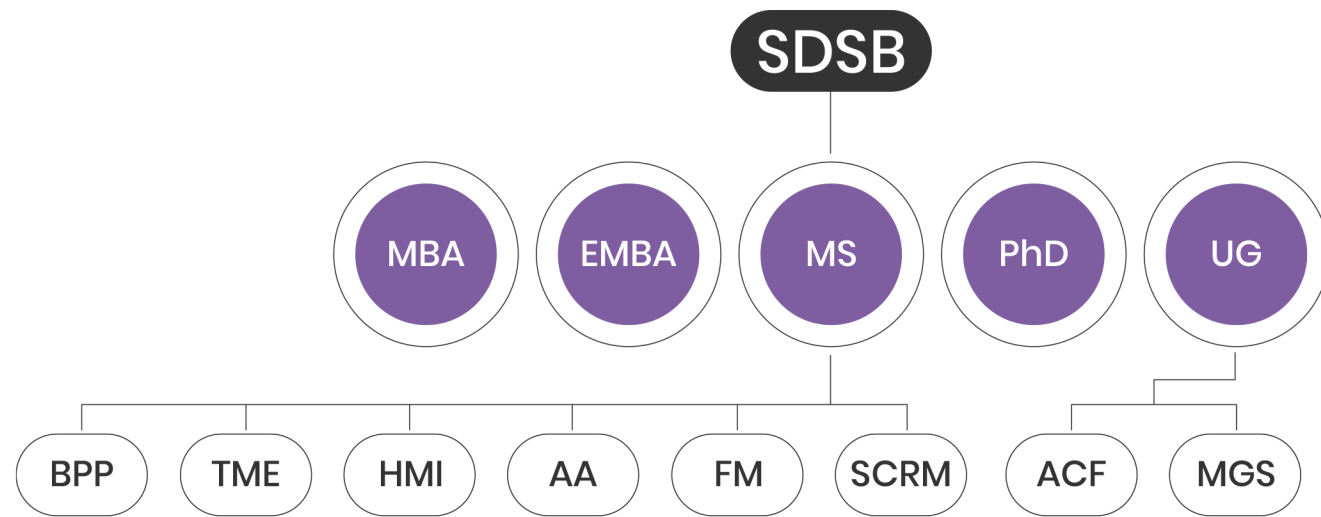


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# SULEMAN DAWOOD SCHOOL OF BUSINESS



## 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.



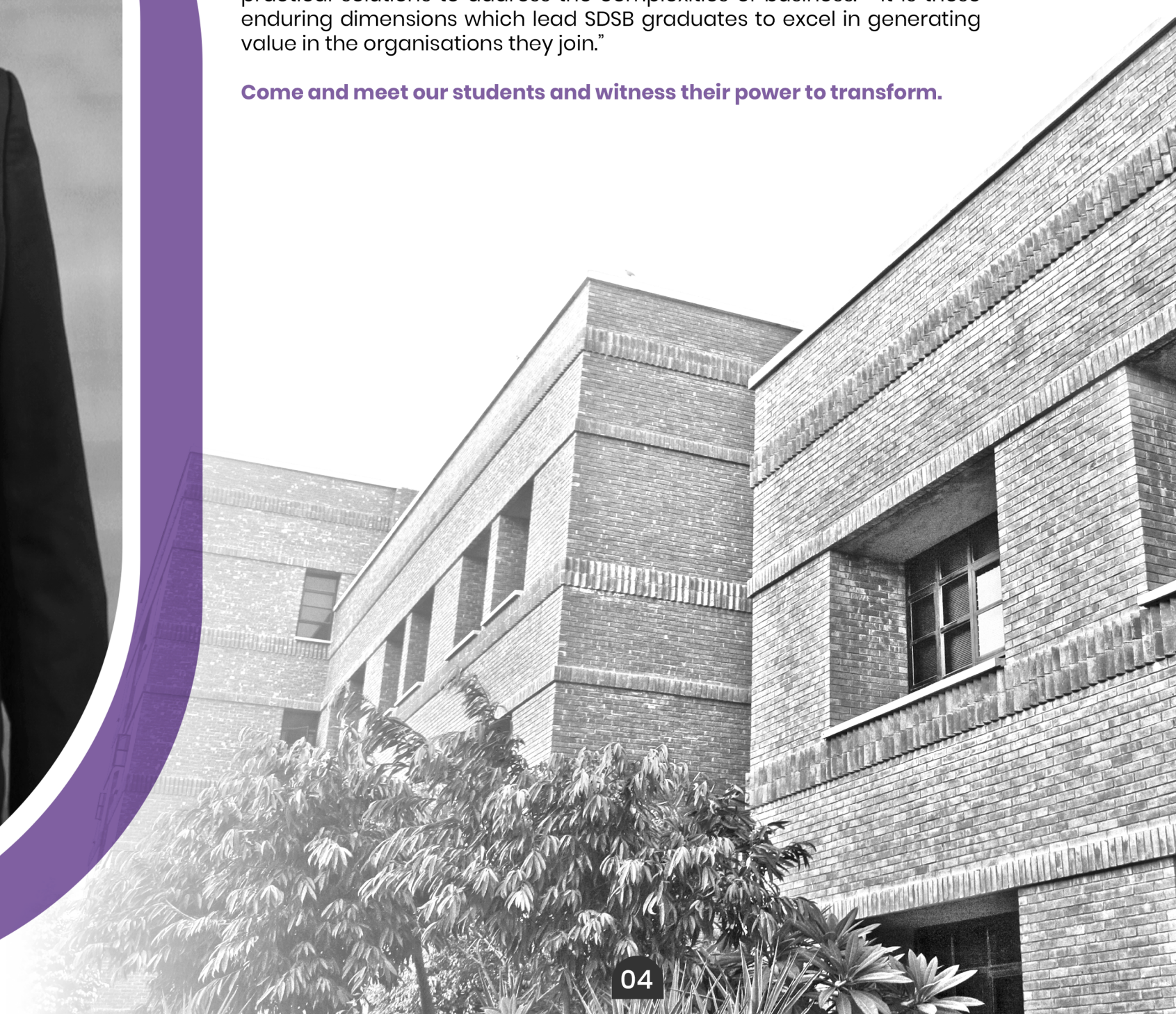


MESSAGE FROM  
**SDSB HONORARY DEAN**

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

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](mailto:faaria.salahuddin@lums.edu.pk)



**Anique Jamil**  
Assistant Manager  
[anique.jamil@lums.edu.pk](mailto:anique.jamil@lums.edu.pk)



**Mahwish Khalil**  
Senior Officer  
[mahwish.khalil@lums.edu.pk](mailto:mahwish.khalil@lums.edu.pk)



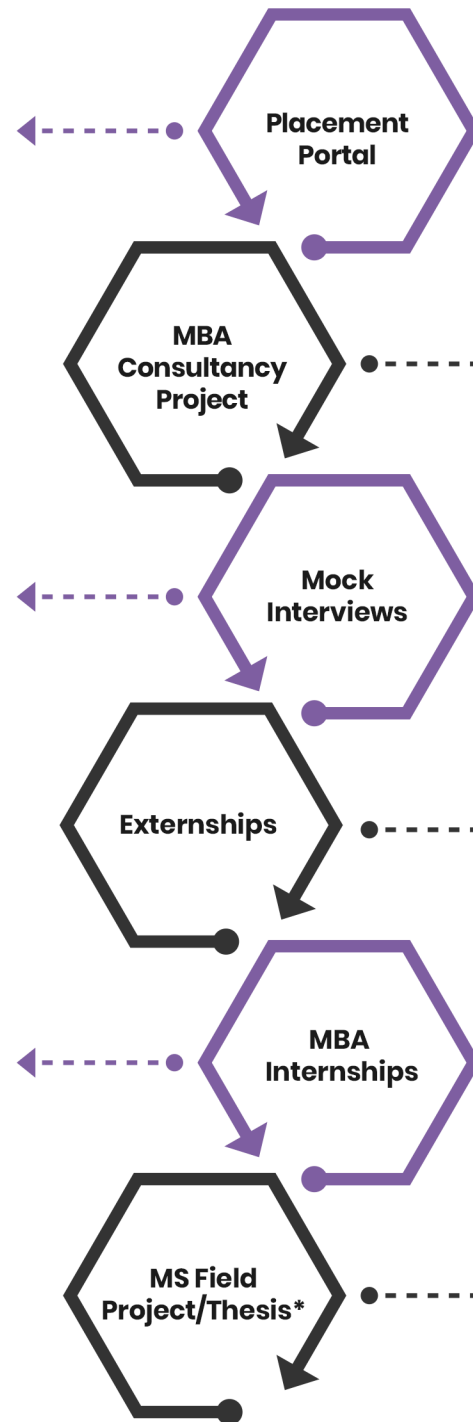
**Affan Rauf**  
Officer  
[Affanrauf@lums.edu.pk](mailto:Affanrauf@lums.edu.pk)



## 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 and download resumes, at their convenience.

SPO: [www.spo.lums.edu.pk](http://www.spo.lums.edu.pk)  
Connect Portal: [www.connect.lums.edu.pk](http://www.connect.lums.edu.pk)



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.

Internships are the mandatory part of the MBA SDSB Programme. MBA students are mandated with a 6 to 8 weeks project-based internship. **May - August**

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.

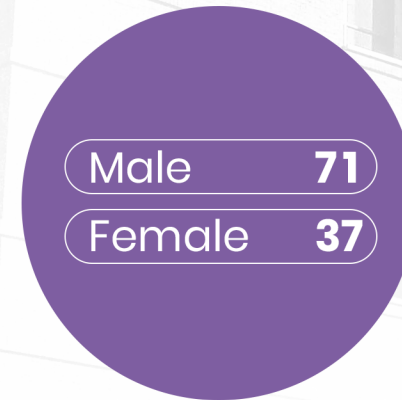
Externships provide students with an experiential opportunity to visit an organisation, upon its invite. These externships offer unique insights into the day-to-day operations, people, and culture of the host organisations. They also broaden the students' preceptive and understanding of industry dynamics.

MS students shall undertake a practical field project which will be structured around solving the challenges with an actual client/organisation. This shall provide the students the opportunity to apply acquired knowledge in a real world setting. MS students are required to complete a 6-month Field Project/Thesis. **August - January**

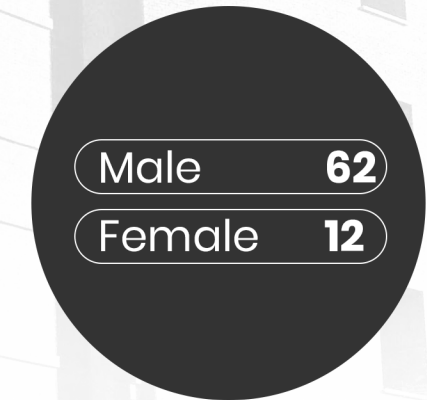
**\*The Thesis is a mandatory 6 month project based internship.**

## GRADUATE PROFILE

### MBA 2024



### EMBA 2024

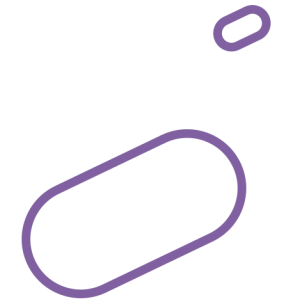


## ACADEMIC BACKGROUND

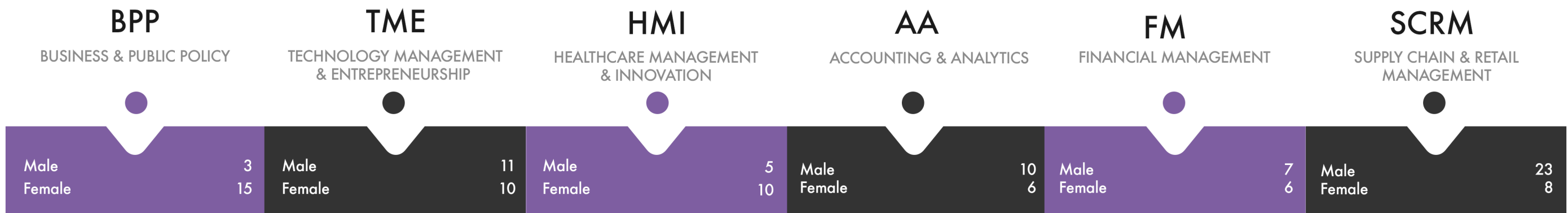
Economics	8%	Engineering	46%
Business & Management	18%	Accounting Finance/Business Management	22%
Marketing	5%	Marketing	8%
Engineering	31%	Humanities & Sciences	24%
Accounting & Finance	19%	Avg. Age	33
Commerce	1%	Avg. Exp. in Years	10
Humanities & Social Sciences	6%		
Medicine	2%		
Computer Sciences	9%		
Mathematics	1%		
Avg. Age	28		
Avg. Exp. in Years	2.6		



# GRADUATE PROFILE

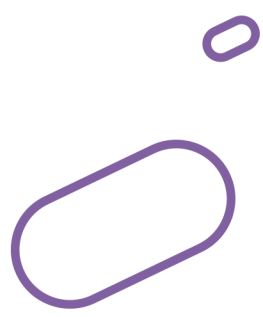


## MS 2022



### ACADEMIC BACKGROUND

Program	Academic Background	Avg. Age	Avg. Exp. in Years
BPP	Economics	11%	
	Business/Commerce	20%	
	Social Sciences & Humanities	61%	
TME	Business/Commerce/ACF	33%	
	Economics	14%	
	Engineering	24%	
	Computer Sciences	5%	
	Administration	5%	
	Marketing	14%	
	Arts & Design	5%	
HMI	Psychology & Sociology	13%	
	Health Sciences	20%	
	Medicine/Pharm D/Dentistry	67%	
AA	Business/Commerce/ACF	81%	
	Economics	13%	
	Sciences	6%	
FM	Economics & International Affairs	15%	
	Business /Commerce/ACF	85%	
SCRM	Economics	15%	
	Business/Commerce/ACF	34%	
	Management & Sciences	16%	
	Medicine	3%	
	Marketing	6%	
	Engineering	26%	
	Avg. Age		
	Avg. Exp. in Years		





# RECRUITMENT AT SDSB



**Dr. Choudhry Tanveer Shehzad**  
Associate Dean Academics  
(Graduate & Director MBA Programme) - 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."



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

"The Executive MBA Programme at SDSB is distinctive in attracting experienced and aspiring professionals to a graduate business programme in the country. The rich insight of these professionals with an 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. Hassan Rauf**  
Director MS HMI & Co-Director MBA - 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."



**Ms. Sarah Pervez**  
Director MS TME - SDSB

"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."



# RECRUITMENT AT SDSB



**Dr. Anjum Fayyaz**  
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. Omair Haroon**  
Director MS AA - SDSB

MS Accounting and Analytics equips our students with the 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 a 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 in 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. Syed Kumail Abbas Rizvi**  
Director Accreditation & MS-FM - SDSB

"The MS-FM is a bold and timely response by SDSB to the dire need and the challenges 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".



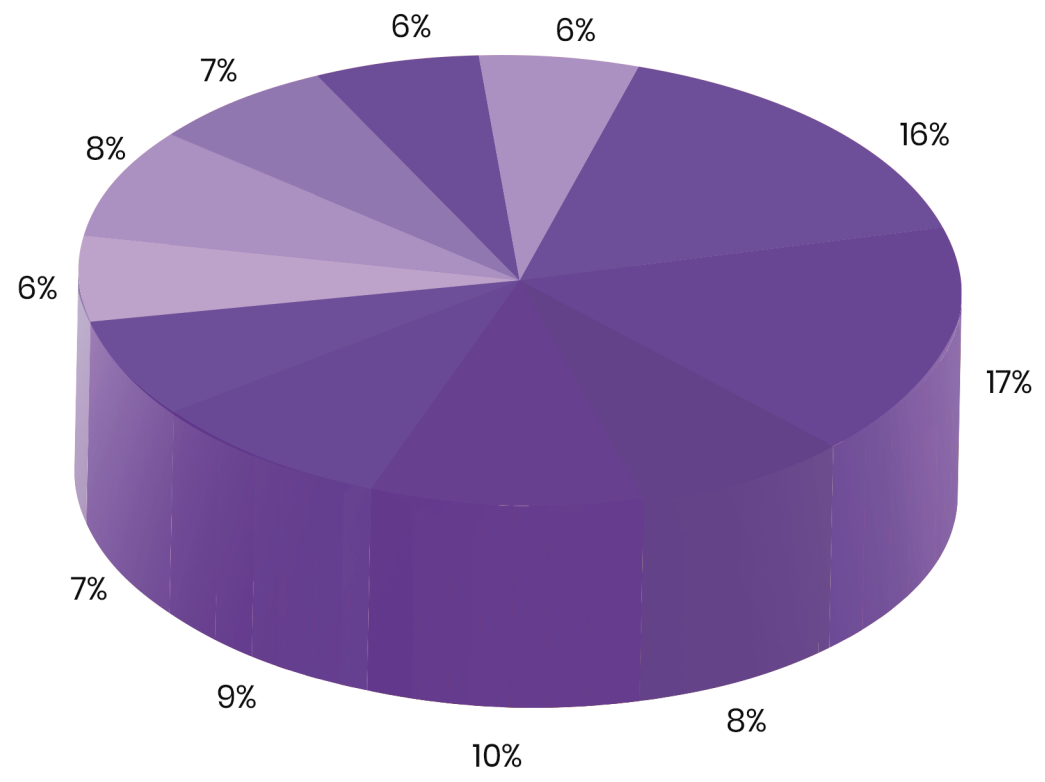
**Dr. Shakeel Sadiq Jajja**  
Director MS SCRM - SDSB

"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 for 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."



# PLACEMENT STATISTICS 2022 (MBA)

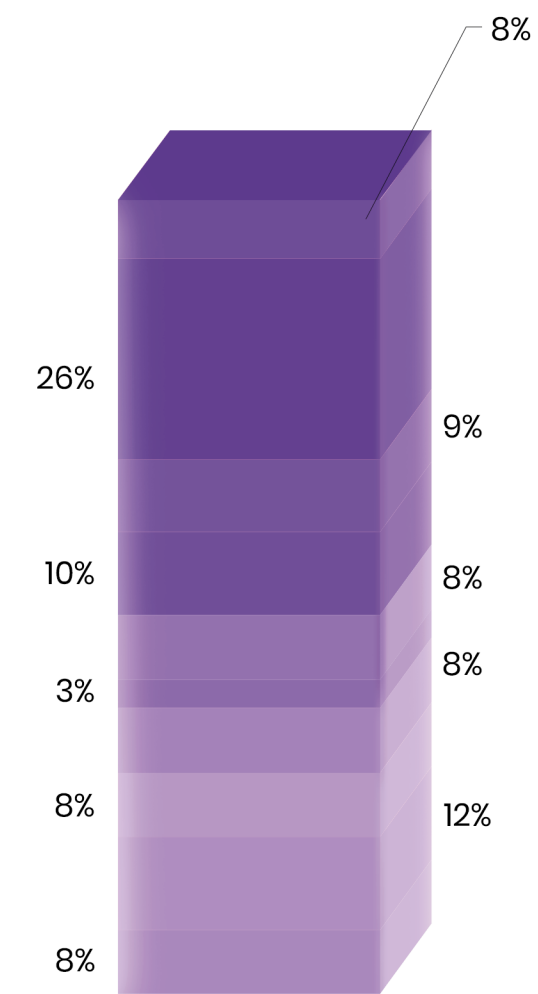
Sector-Wise



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

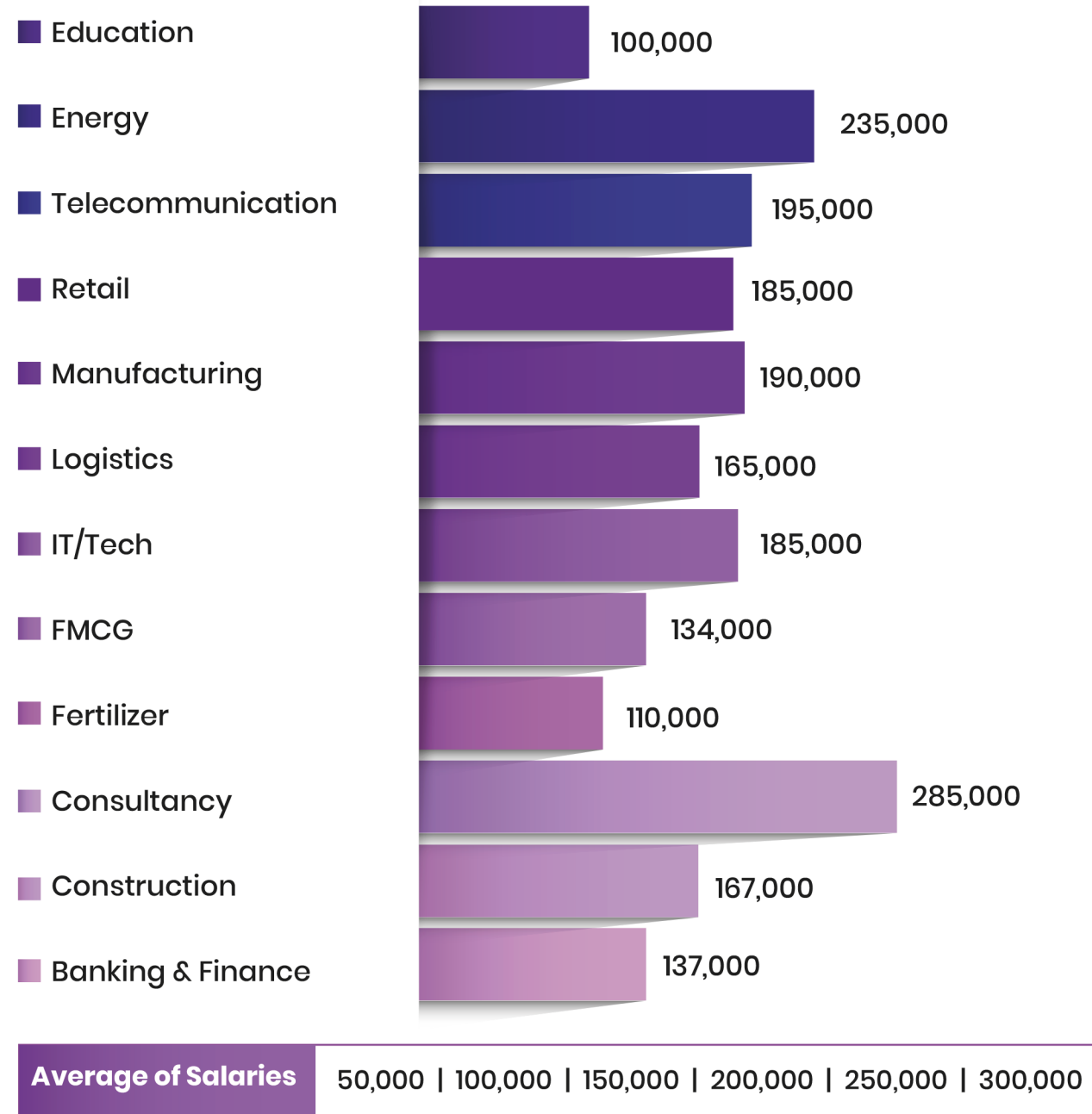
## FUNCTION WISE

- SCM
- Sales & Marketing
- Retail
- Operations
- Marketing
- IT/Tech
- Human
- Consultant
- Business
- Accounting



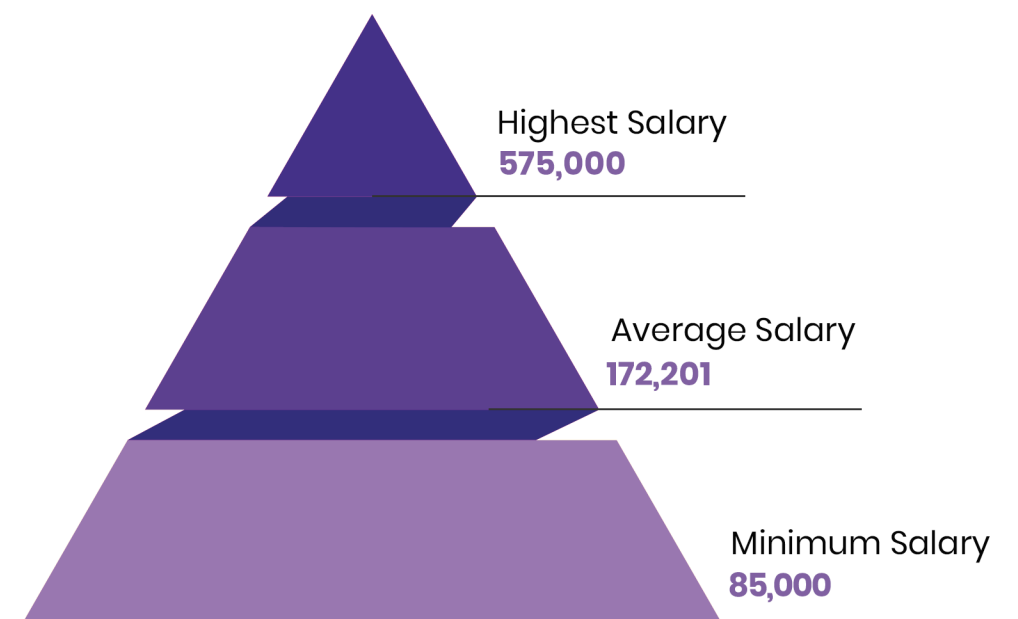


# AVERAGE SALARY STATISTICS\* 2022 (MBA)



\*All figures are in Pakistani Rupees (PKR)

# FUNCTION WISE

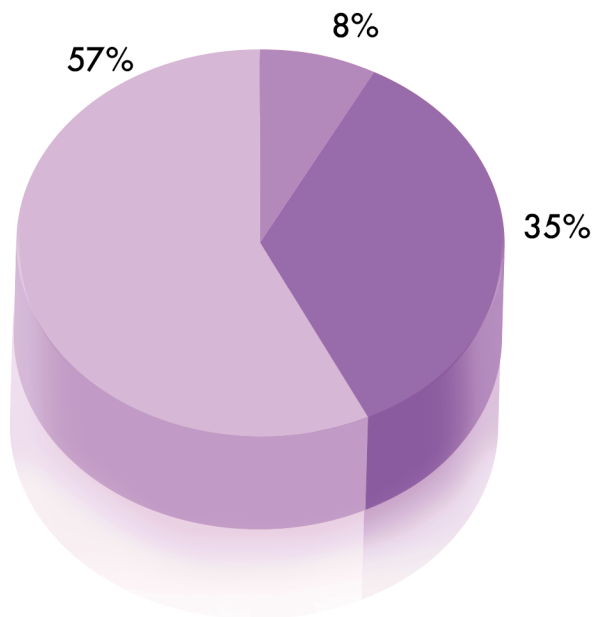
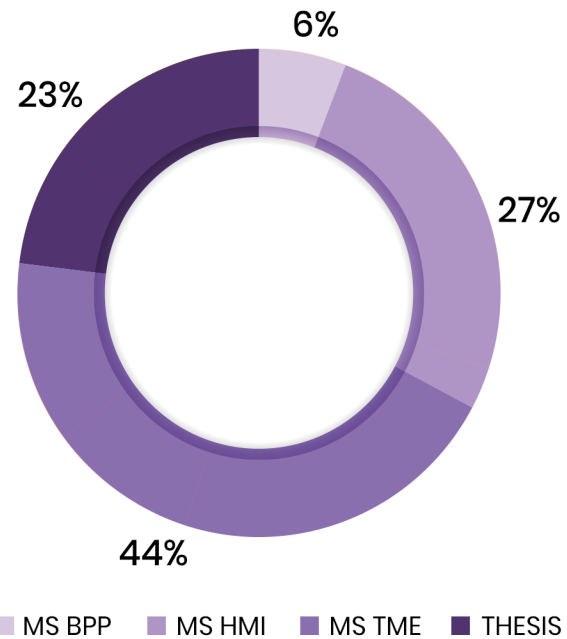




# FIELD PROJECT/THESIS PLACEMENT STATISTICS 2020\* (MS PROGRAMMES)

\*ACADEMIC YEAR 2020 - 2022

SDSB MS PROGRAMMES	PLACEMENTS
FIELD PROJECT	49
MS BPP	4
MS HMI	17
MS TME	28
<b>THESIS</b>	<b>15</b>
MS BPP	15
<b>GRAND TOTAL</b>	<b>64</b>



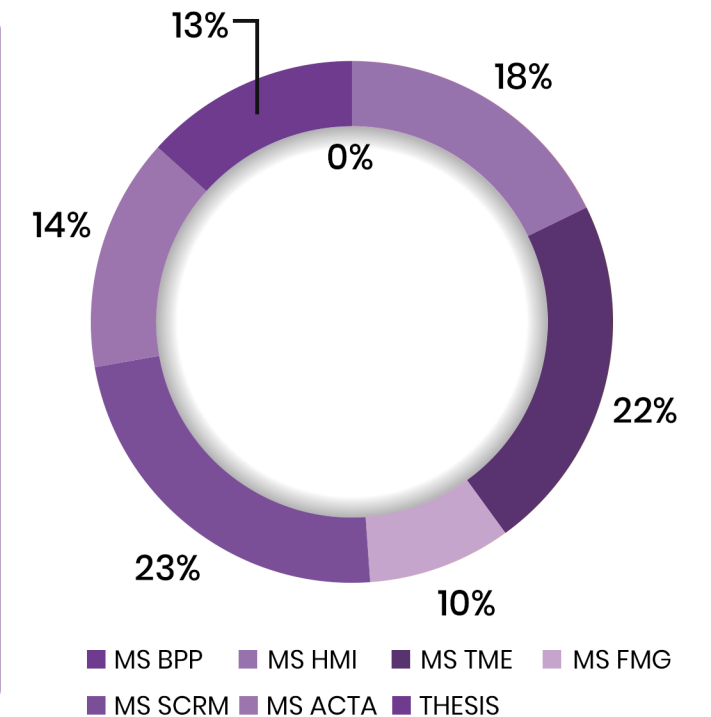
SECTOR	PERCENTAGE
PUBLIC	8%
HEALTHCARE	35%
TECHNOLOGY	57%

■ PUBLIC ■ Healthcare ■ TECHNOLOGY

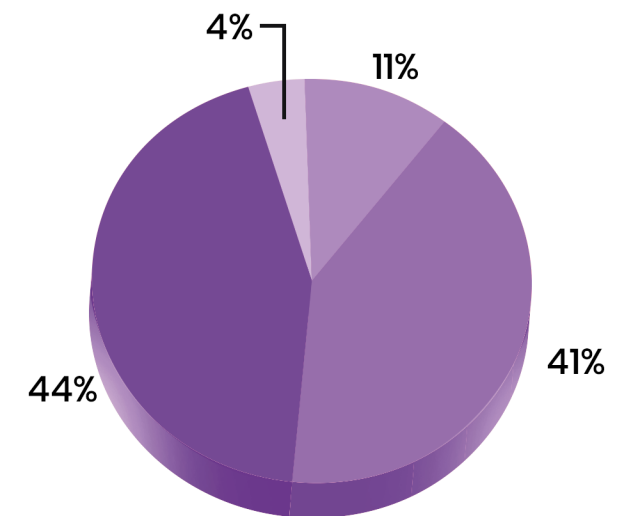
# FIELD PROJECT/THESIS PLACEMENT STATISTICS 2021\* (MS PROGRAMMES)

\*ACADEMIC YEAR 2021 - 2023

SDSB MS PROGRAMMES	PLACEMENTS
FIELD PROJECT	78
MS BPP	0
MS HMI	16
MS TME	20
MS FM	8
MS SCRM	21
MS AA	13
<b>THESIS</b>	<b>12</b>
MS BPP	12
<b>GRAND TOTAL</b>	<b>90</b>



SECTOR	PERCENTAGE
PUBLIC	11%
HEALTHCARE	41%
TECHNOLOGY	44%
RETAIL	4%



■ PUBLIC ■ Healthcare ■ TECHNOLOGY ■ RETAIL



# 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  
Lahore Waste Management Company  
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  
Punjab Health Initiative Management Co (PHIMC)  
Securities & Exchange Commission Pakistan  
UNICEF-UN  
United Nations Development Fund for Women UNIFEM  
World Health Organization (WHO)  
Worldwide Fund for Nature (WWF)  
GIZ

## Pharmaceutical

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

## Engineering & Construction

AE Design  
Avanceon  
Bulleh Shah Packaging  
Bykea  
Caterpillar Allied Engineering & Services  
Dawlance Pakistan  
Descon Engineering Ltd.  
Far Eastern Impex  
FF Steel  
Henkel  
Sayed Engineers (Pvt.) Ltd.  
Schlumberger

## FMCG

British American Tobacco  
Coca-Cola Beverages Pakistan Ltd.  
Colgate Palmolive  
Continental Biscuits  
Dalda Foods  
Fauji Foods  
Hilal Foods  
L'Oreal  
McDonald's 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  
Unilever

## Technology/IT

Arbisoft  
BarBox  
Dastgyr  
Devsinc  
Finja Systems Ltd.  
Jazz  
Jugni  
LAAM  
Lumensoft  
Microsoft  
Netsol  
P@sha  
Pronto Spaces Pvt Ltd.  
Retailo Technologies  
SAP  
SIEMENS  
SmartCrowd  
Tasdeeq Pakistan

## Financial Institutions

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

## Chemicals

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

## Consulting

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

## Group/Conglomerate

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



# TOP INTERNATIONAL RECRUITING PARTNERS

## 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  
The 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  
Goldman Sachs

## Oman & Qatar

Al-Hassan Group  
PWC

## Singapore

Google  
SC Johnson

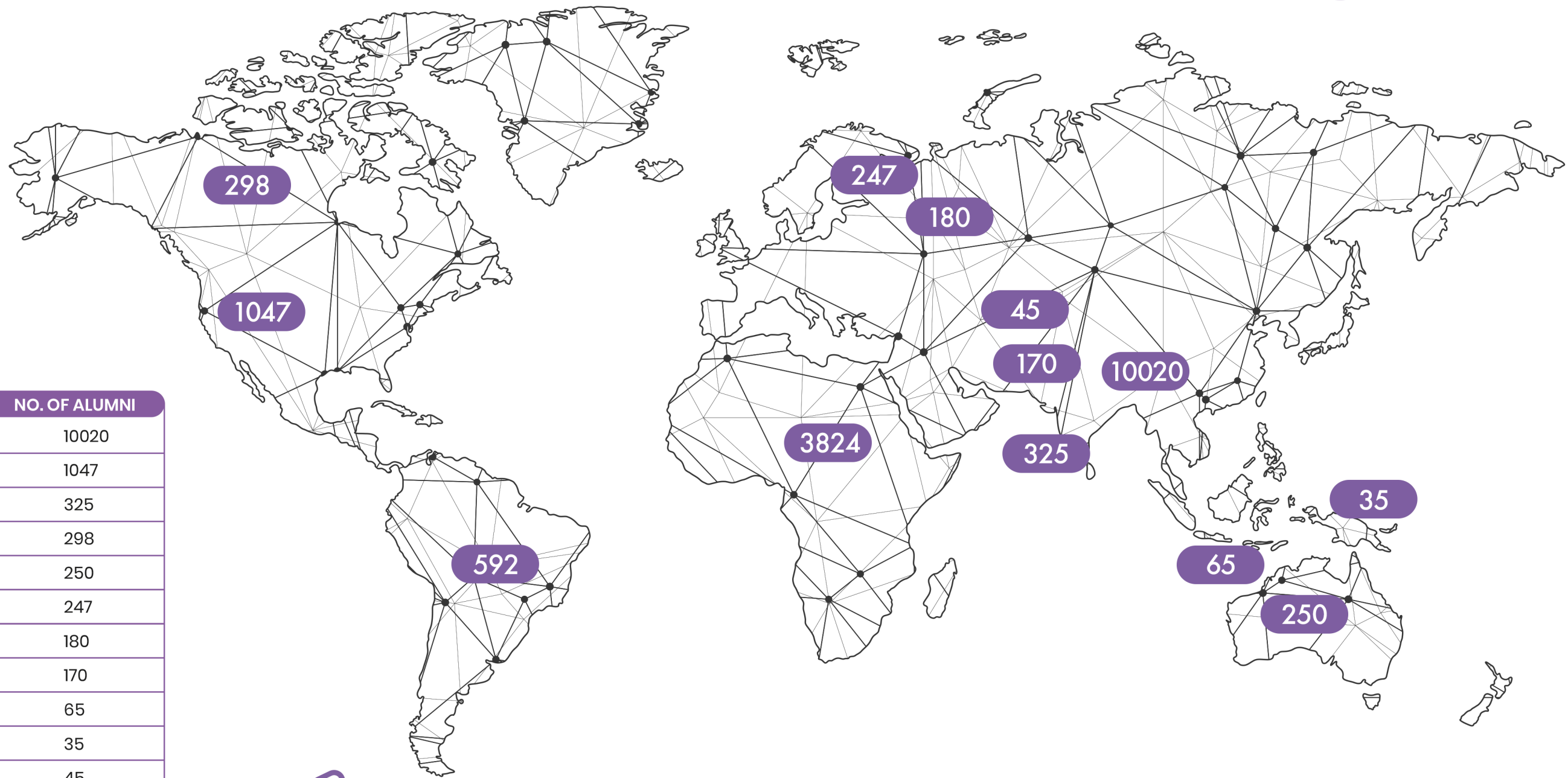
## Australia

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



# 17,000+ ALUMNI NETWORK

COUNTRY	NO. OF ALUMNI
PAKISTAN	10020
USA	1047
UAE	325
CANADA	298
AUSTRALIA	250
UK	247
EUROPE	180
KSA	170
SINGAPORE	65
MALAYSIA	35
QATAR	45
OTHER COUNTRIES	592
LOCATION NOT UPDATED	3824
<b>TOTAL</b>	<b>17098</b>





# 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 2022-23

Month	MS	EMBA	MBA
	HMI   TME   BPP   AA   FM   SCRM		
June	Student Profiling - Class of 2022		Internship Cycle MBA'24 Job Placements - MBA'23
July	Field Placement Preferences Class of 2022		Internship Cycle MBA'24 Job Placements - MBA'23
August	Field Placement Allocation Class of 2022		Summer Orientation Programme (SOP) MBA'25 - Job Placements MBA'23
September	Orientation for MS Programme - Psychometric Test - TDI for New Admissions	Orientation EMBA 24	SPO Orientation MBA'25 - Job Placements MBA'23 - Internship Evaluation MBA'23
October	Designing & Publication of SDSB Recruiters Guide 22-23	Corporate Visits EMBA 23	Profile Interview & Resume Reviews MBA'25
November			Mock Interviews MBA'23
December	Student Profiling - Class of 2023	Externships	
January	MS Networking Night / Student Profiling- Class of 2023	Semester Breaks End	Recruitment Drives MBA'23 & Internships Drives MBA'25
February	Club & Societies Events	Externships	
March	Mock Interviews - Class of 2023		Recruitment Drives MBA'23 & Internships Drives MBA'25 MBA Networking Night
April		Profile Interview & Resume Review EMBA 24	
May	Guest Speaker/Mentor Sessions with Key Industry Leaders/Alumni		Internship Cycle MBA'24 - Job Placements - MBA'23