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# Japanese recruiters queue up at new IITs to tap tech talent

BY [PRACHI VERMA](#) & [SREERADHA DASGUPTA BASU](#), ET BUREAU | UPDATED: DEC 10, 2018, 11.45 PM IST

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NEW DELHI | KOLKATA: For the first time, new Indian Institutes of Technology (IITs) like Mandi and Patna are seeing [Japanese recruiters](#) such as [Fujifilm](#), Tonichi Insatsu, ecommerce company Mercari and SMS DataTech Corporation on their campuses to recruit young tech talent this placement season.

The season at new IITs, which begins as early as October and goes on till end of the academic session, is also getting many IT companies like [Microsoft](#), [Cognizant](#), [Capgemini](#) and [AgniKul](#). Both IIT Mandi and Patna have received international offers, all from Japanese firms, compared to none last year. IIT Mandi has received one offer from Tonichi Insatsu and two from SMS Data-Tech, while Patna has received one offer from Fujifilm with a package of Rs 35 lakh per annum. Among the new IITs, IIT Hyderabad, which starts its placement process in the first week of December, is surging ahead. The institute has already seen international offers more than double from eight last year to 17 this year.

"Most international companies are from Japan this year," said Amit Acharyya, acting faculty-in-charge of placements, IIT Hyderabad. This year, Hyderabad has 418 students registered for placement with over 130 companies visiting the campus. Mercari hired four students from Hyderabad campus with packages of about Rs 54 lakh (8,496,000 Yen) per annum.



DE Shaw and Goldman Sachs have made the largest number of offers at IIT Indore campus this year.

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## Catching 'em Young

- **Placements at young IITs, except Hyderabad, begin in Oct and go up till end of academic session**

- **IIT Mandi and Patna have received international offers from Japanese cos this year**

**Many IT companies like Microsoft, Cognizant, Capgemini & AgniKul too making a beeline**

- **Of 17 international offers received by IIT Hyderabad, 4 are from Japanese co Mercari**
- **Microsoft gave out highest salary to 5 students at IIT Mandi this year**

"This year we have made 17 offers in IITs for quant developer, software developer, and systems operations engineer roles. While we have traditionally recruited at the top IITs, we recently broadened our efforts to include newer IITs to ensure we're meeting outstanding candidates from campuses across the country," said Lakshmi Prasad Koneti, director, head of technology at DE Shaw India. DE Shaw made the highest offer (Rs 33.50 lakh per annum) at IIT Patna, which has 160 students registered for placement and over 50 companies registered.

DE Shaw and Goldman Sachs have made the largest number of offers at IIT Indore campus this year.

"The placement is better than last year. Companies are coming with better packages. More recruiters and more offers are pouring in this year compared to last year," said Prabhat Kumar Upadhayay, faculty in-charge, training and placement, at IIT Indore.

The other major trend at the new IITs, almost in continuation with last year, is the rise in IT and business process outsourcing companies coming to these campuses. Take IIT Gandhinagar for instance, where the largest offers were made by Tata Consultancy Services and eClerx Services Limited (Mumbai-based BPO company) compared to last year, when [Banas Dairy](#) had made the largest offers.

Microsoft has offered the highest salary to five students at IIT Mandi, said Varun Dutt, adviser at its career and placement cell.

“Software sector is driving the placements this year,” said Amarnath Hegde, professor in-charge, training and placement, IIT Patna.

MathWorks, which specialises in mathematical computing software, made the largest number of offers at Hyderabad this year.

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