



IIPM

भारतीय बागान प्रबन्ध संस्थान बेंगलुरु

INDIAN INSTITUTE OF PLANTATION MANAGEMENT BENGALURU

(An Autonomous Organization of the Ministry of Commerce & Industry, Government of India)



POST GRADUATE DIPLOMA IN MANAGEMENT: AGRI - BUSINESS & PLANTATION MANAGEMENT (PGDM-ABPM)

RECRUITER'S GUIDE - 2024-25



Shaping Young Minds to be Agribusiness Professionals



Message from the Director

The Indian Institute of Plantation Management Bengaluru (IIPMB), a Centre of Excellence and the first national institute of its kind, was established through the initiative of the Ministry of Commerce & Industry, Government of India during the year 1993. For the past 31 years, IIPMB has made outstanding contributions as a nation's premier sectoral institute for higher education. We are committed for building the future leaders in the emerging and fast growing sectors such as Agribusiness & Plantations, Food Business and Agri Exports, through management education. The comprehensive curriculum with the customized content developed by involving industry and other stakeholders brings more robustness and rigour to the management education.

The unwavering commitment by the faculty team having a diverse experience and by working closely with the industry through research & training makes the classroom teaching & learning more meaningful and relevant. Students at IIPMB having strong determination in pursuit of excellence with varied background in terms of gender, region, education, etc., makes the true learning environment. To foster Intensive Industry-Institution Interaction (4Is), we regularly invite distinguished speakers across the globe to address key industry-related topics. This provides our students and corporate leaders a valuable platform for idea exchange.

The institute's approach to teaching and learning includes a diverse range of methodologies such as classroom lectures, video presentations, seminars, group work, case studies, role plays, live projects, market surveys, field and industry visits, international study opportunities and guest lectures—all as part of our Assurance of Learning (AoL) framework. Our students, equipped with a solid foundation in domain knowledge, undergo comprehensive two-year training and are provided with various platforms to develop the required skills, cultivate the right attitude, and instil values that are highly sought after by the corporate world.

Our goal is to develop globally competent, socially responsible leaders and techno-managers for the agribusiness and plantation sectors, with specialized competencies in production, operations, processing, and labour management within the plantation and related agribusiness fields. As we prepare our students to showcase their talents to the industry, we warmly invite you to participate in the Campus Recruitment Process for 2024-25 at IIPMB.

Prof. John Mano Raj. S

VISION & MISSION

PROGRAM VISION

To be a leading destination for Agribusiness and Plantation Management Program in the world, through research, industry orientation and serve the society at large.

MISSION 1

To develop globally competent and socially responsible leaders and techno-managers for agribusiness and plantation sector.

MISSION 2

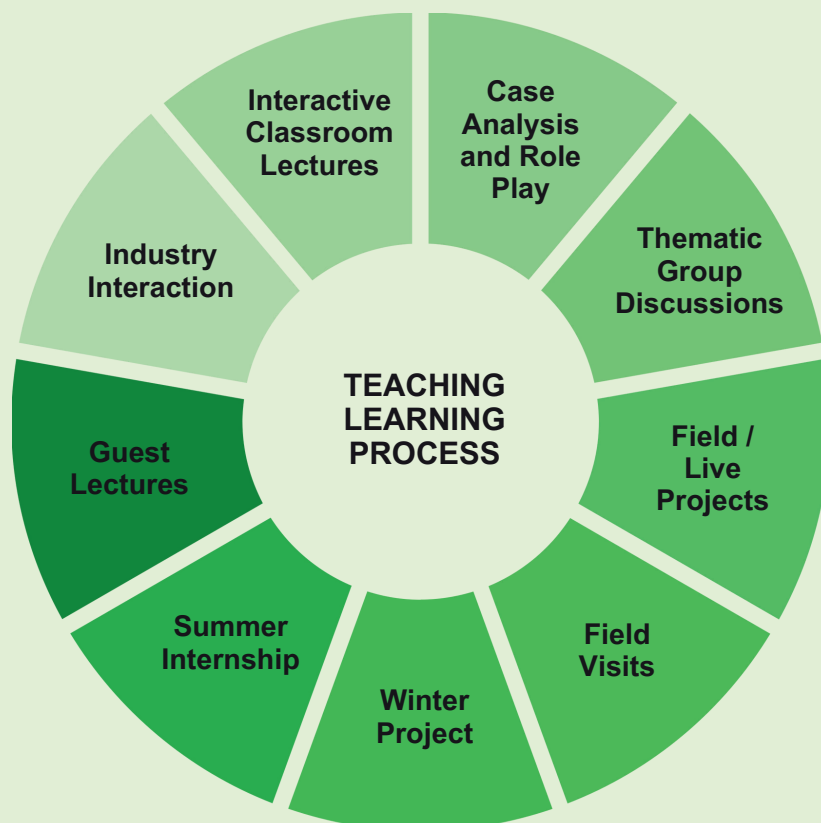
To impart quality teaching and learning with rigour and relevance to industry.

MISSION 3

To advance internationalization of the program through experiential learning, research collaboration and multicultural immersion.

MISSION 4

To continuously develop and improve a state-of-the-art academic, physical and research infrastructure.



Post Graduate Diploma in Management Agri-Business and Plantation Management (PGDM - ABPM)

Approved by AICTE-MHRD-GOI, NBA Accredited, Equivalent to MBA by AIU

The PGDM-ABPM Professional Management Program aims at providing management education to the entrants in the plantations, agri & allied sectors. The program is unique and first of its kind, which equips students to serve various managerial roles in plantation, agri and allied sectors, there by opening plentiful career advancement opportunities.

PGDM – ABPM Program Structure Nurturing a Step by Step Approach to Learning

1st Year

1st TRIMESTER (July - September)

- Fundamentals of ABPM
- Managerial Economics
- Financial Accounting for Management
- Organizational Design & Behavior
- Statistics for Management
- IT Applications in Business

SDW*

- Business Communication
- Business Writing
- Adaptability

2nd TRIMESTER (October - December)

- Managing Farm Operations
- Business Environment & Policy
- Business Ethics and Sustainability
- Marketing Management
- Cost & Management Accounting
- Prescriptive Analytics

SDW*

- Self-Portrait & Resume Creation
- Time Management & Personal Effectiveness
- Yoga

Projects

- National Field/ Industry Visit / International Visit and Winter Project

3rd TRIMESTER (January- April)

- Production & Operations Management in Plantation & Agri-Commodities
- Financial Management
- Rural Marketing
- Human Resource Management
- Business Research Methods

SDW*

- Handling Interviews
- Emotional Intelligence
- Group Discussion

Projects

- Corporate Training Segment (CTS)

CORPORATE TRAINING SEGMENT (Summer Internships) (April - July)

2nd Year

4th TRIMESTER (July - September)

- Business and Labour Laws in AB&P
- Strategic Management in AB&P
- Entrepreneurship & Innovation
- International ABP Management
- Business Analytics in AB&P

SDW*

- Conflict Management & Persuasion
- Book Reading
- Creativity & Problem Solving

Projects

- Thesis Proposal Formulation & Submission

5th TRIMESTER (October - December)

- Procurement Management in AB&P
- Value-Addition & Supply Chain Management
- Elective I**
- Agri-Input Sales & Marketing (M)
- Commodity Derivatives & Price Risk (F)
- Labor Relations Management (HR)

Elective II

- Retail Management (M)
- Banking & Small Financial Institutions (F)
- Performance & Compensation Management (HR)

SDW*

- Story Telling
- Leading Effectively
- Case Study Development

- Projects** - Thesis Development & Report Submission

6th TRIMESTER (January - March)

- Managing Farmer Collectives

Elective III

- Product & Brand Management (M)
- Fintech & Financial Institutions (F)
- HR Analytics (HR)

Elective IV

- Digital Marketing (M)
- Project Finance (F)

SDW*

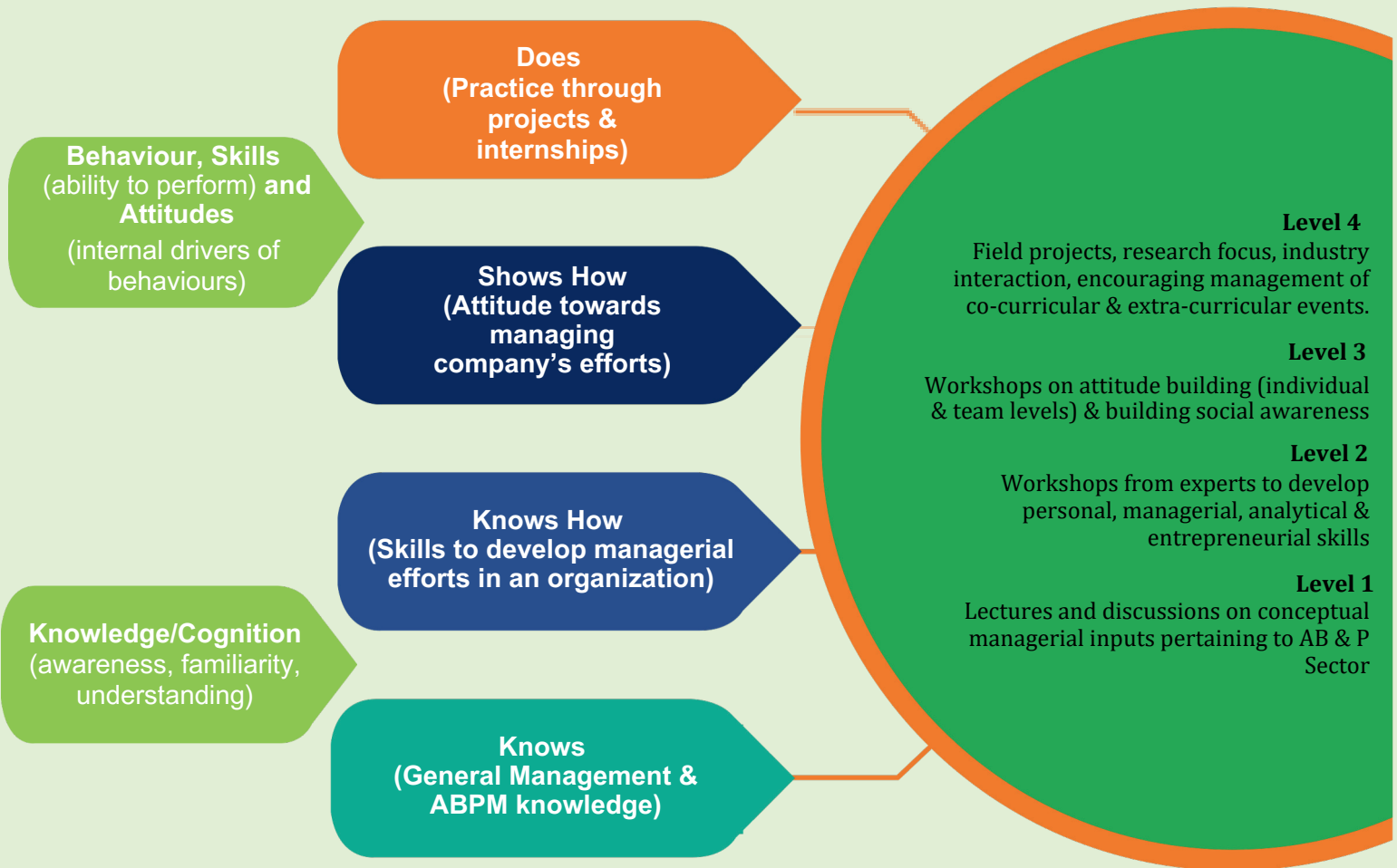
- Elevator Pitch
- Business Plan Writing and Workplace Etiquette
- Yoga

- Projects** - Thesis Presentation & Viva

*-SDW- Skill Development Workshop

CAREER COUNSELLING AND PLACEMENTS (March - June)

LEARNING PHILOSOPHY





FACULTY PROFILE

Prof. John Mano Raj.S.

Marketing & Branding

Prof. Archana Thulaseedharan

Human Resources & Organizational Behaviour

Prof. Chenna Kesava Reddy

Food Nutrition & Technology

Prof. Dinesh Jain

Agri-Entrepreneurship, Strategy and General Management

Shri. Gurmeet Singh

Disruptive Innovation and R&D

Prof. Lavanya.B.T.

Agribusiness Management

Prof. Maneka Goyal

Food Business Management

Prof. Manmohan Yadav

International Trade

Prof. Nabirasool.D

Marketing, Entrepreneurship, Economics

Prof. Nanda.K.G.

Plantation Management/International Trade

Prof. Narendran.K

Extension & Plantation Technology

Prof. Naveen B Ramu

Decision Sciences and Operations Management

Prof. Prakash.K.C.

Agri-Business & Agri-Entrepreneurship

Prof. Sahiba Sharma

General Management

Prof. Shilpa.K.

Marketing & Retail Management

Prof. Shreya Pal

Economic Trade & Export

Prof. Sudha Srinivasan

Finance & Accounting

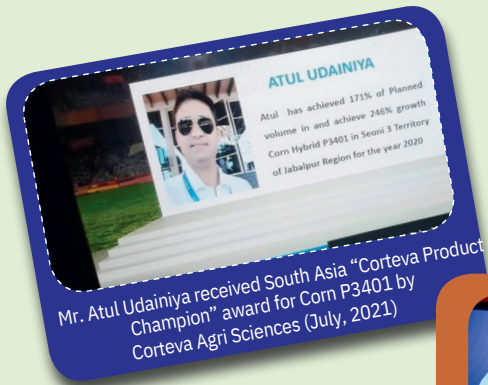
Prof. Venkateswaran.K

International Business & Computer Applications

Prof. Venugopal.B

Finance & Accounting

Recognition & Appreciation Awards Received by Alumni



Mr. Atul Udainiya received South Asia "Corteve Product Champion" award for Corn P3401 by Corteve Agri Sciences (July, 2021)



Mr. Ravi Sharma received Award of Recognition by Clients of Ernst and Young LLP (August, 2021)



Mr. Haresh Rane received Marketing Excellence Award 2023-2024 for driving highest ever sales of key Brand Maiden at Biostadt India.



Mr. Nitin Jagdale received "Star Employee of the year 2021" by New Weds Foods India (January, 2022)



Mr. Saurabh Pagar received "Employee Excellence Award" by VeGrow (March, 2022)



Mr. Manjunath Talavar received "Excellence in Sourcing" by Udaan (October, 2021)



Mr. Sumesh Santosh received "Certificate of Appreciation Impact Award" by CropIn Technology (November, 2021)



Mr. Pravin Doiphode received "Certificate of Recognition" by AgroStar (October, 2021)



Mr. Rohan Patil received "Certificate of Excellence - Team Player" by US Agriseeds (SeedWorks) (August, 2022)



Mr. Sanket Jathar received "Performance Award" by Sinochem India (March, 2021)



Mr. Ashli A received "Certificate of Appreciation" by Samunnati (January, 2022)



Mr. Amey Sonawane received certificate of recognition at Vegrow, February 2024



Mr. Chandrashekar, received Excellence in Sales and marketing for 2023-2024 at VNR Seeds.

CORPORATE SPEAK



We have developed a strong relationship with the campus and it is now an integral part of the recruitment strategy. The students come from rural background and have time and again demonstrated strong inclination for execution. Their ability to work at the grass root level to engage with farmers and onboard them for various programs of the company is commendable. We look forward for continued support from the institution and the students.

Mr. Praneeth Kumar
Founder
Vegrow

I am thoroughly impressed with the calibre of students from the Indian Institute of Plantation Management. Their deep understanding of agricultural practices and management principles is truly commendable. As a placement recruiter from the Agriculture Skill Council of India, I have had the pleasure of interacting with these students during our recruitment drives. The institute & its curriculum and training have evidently equipped these students with the practical skills and theoretical knowledge required in the field. The candidates we have hired from this institute have seamlessly integrated into our projects, showcasing a high level of professionalism and dedication. I look forward to continued collaboration with the Indian Institute of Plantation Management and tapping into their talent pool for our industry & its growth.



Ms. Priyanka Bali
General Manager
Agriculture Skill Council of India



IIPM has been a good find in our campus hiring strategy. We were able to select decent talents who have multi disciplinary experiences & a humble background.

Mr. Vivek Singh
HR Manager
UPL

We have taken on Board eight students from IIPM. Based on our experience of having interacted with the students so far, we found that they are diligent, willing to walk the extra mile for learning new things and above all are organised and sincere.

We take this opportunity to place on record their contribution and wish them the very best in their pursuit of excellence.

Mr. S. Sakthiraj
Sr. Manager - HR
Milky Mist Dairy Food Private Limited



Career Development Service



- Institute's CDS Unit facilitates various training programs, guest lectures, corporate talks, Industrial visits for the students.
- Organizations from Plantations, Agri-Tech, Banking & Finance, SCM, Agri and Allied Sectors are invited to tap the talents from our versatile talent pool of students.
- IIPM is well equipped to welcome either of the campus placement models i.e., On-Campus or Off-Campus Placement Process.
- All correspondence regarding the campus recruitments will be routed only through Career Development Service Unit.

OUR RECRUITERS

Alumni of Institute are placed in leading plantations and agri allied companies within the country and across the globe. An Indicative of our recruiters is furnished below,

Agri Inputs									
Agri-Tech			Banking Finance			Commodities			
Research/ Consultancy				Plantations					
Retail				SCM					
Food Processing					Certification NGOs				
Abroad					Agricultural Export				

TESTIMONIALS FROM ALUMNI



Education is the foundation upon which we build our future. IIPMB is the place where the pages of my future story were inked with friendships, knowledge, and experiences that colored my personal and professional world. I would like to show my gratitude towards all my professors for their kind support in those years and making my journey so knowledgeable and wonderful with lot of memories.

Sonal Petkar, (ABPM 2009-11)
AVP, HDFC Bank Ltd



While I was keen to make a transition into the Agriculture sector, IIPM turned out to be the perfect program to support me in my decision. IIPM has always been instrumental in providing great learning, exposure, opportunities and networks, aligned to our passion and purpose. It was a life-changing experience for me at IIPM. It gave me a holistic view of the Agriculture sector and enabled me with the leadership and personality development. IIPM offered me a great platform to interact with the young minds as well as veteran leaders of Agri-Industry and This platform has become a stepping stone in my career.

Haresh Rane, (ABPM 2018-20)
Product Manager,
Biostadt India Ltd



Studying in IIPM is one of the best career decisions for me. The Institute played a pro-active role in developing the managerial skills as well as placement assistance which kick started my career in agribusiness industry. Thank you so much for facilitating such a positive learning environment.

Shilpi Singh, (ABPM 2009-11)
Business Consultant, Grant Thornton



My time at Indian Institute of Plantation Management, Bangalore was pivotal in shaping my career. The practical, industry-focused education I received from the institution provided a solid foundation in agribusiness management. The skills I developed at IIPMB were been essential in my current role as a Category Manager at BigBasket, where I apply strategic and analytical thinking to drive category growth and innovation. IIPMB has been instrumental in my professional journey and I am grateful for the knowledge and opportunities it offered.

Suraj, (ABPM 2017-19)
Category Manager, BigBasket



IIPMB campus gave me a platform to enter into my dream sector seeds Industry through summer internship segment, where I also got PPO (Pre-Placement Offer). I started my career as a management trainee, and then moved into sales, later with interest in marketing I took up marketing roles. Currently I am working with world's leading agri-input company syngenta as Asia-Pacific Regional Crop Lead (Vegetables seeds) based at Bangkok, thailand where I am leading techno-commercial teams for serving small holder farmers. In last one decade I got an opportunity to travel across the globe and work with the multi-cultural environment and teams. IIPMB have really changed my life and have a great Impact on me. I am proud to be an Alumni of IIPMB.

Tejas Rane, (ABPM 2009-11)
Asia Pacific Regional Crop Lead, Syngenta

Why Recruit at IIPMB?

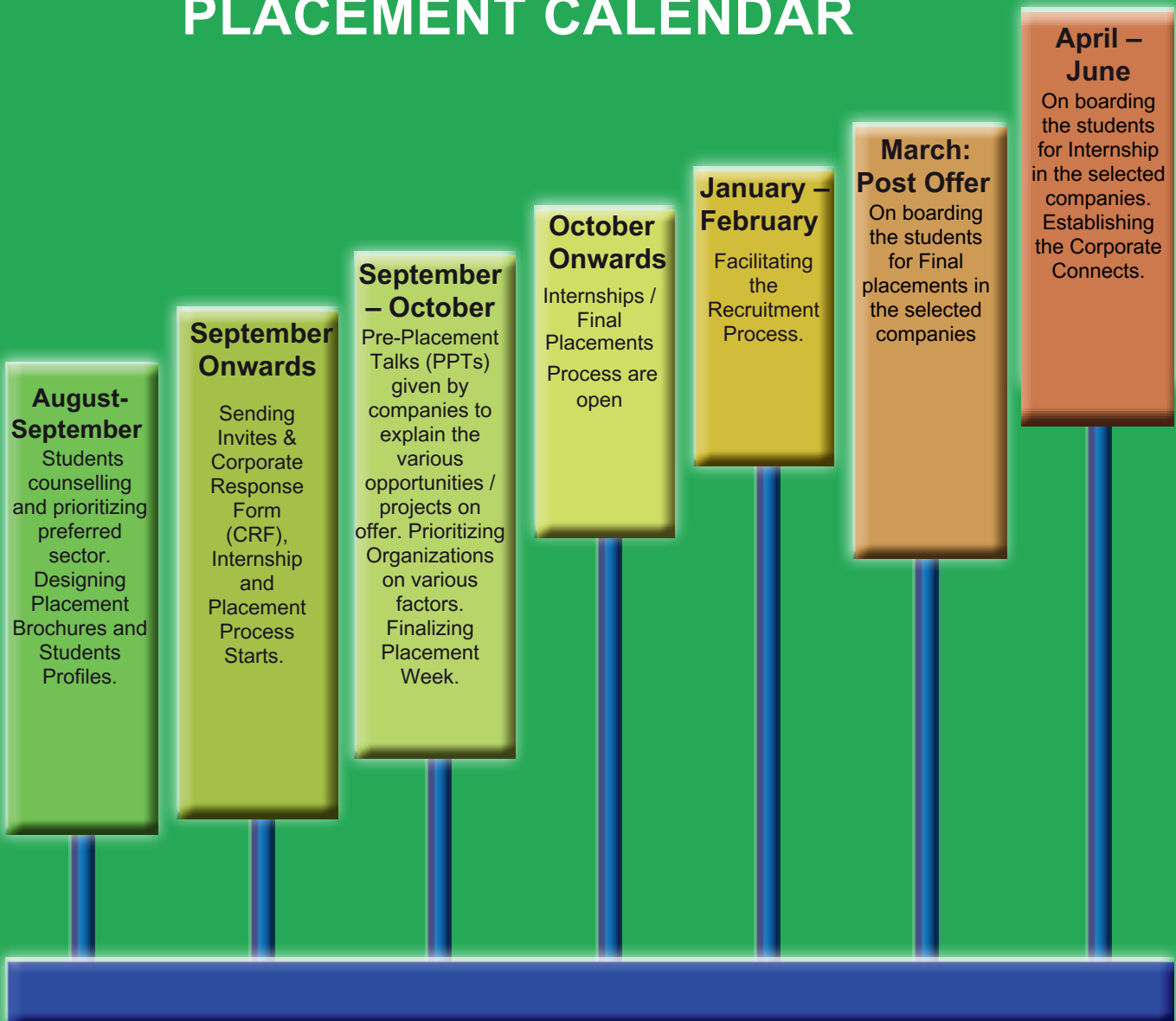
Institute's PGDM-ABPM program offers a range of sector-specific courses to meet the requirements of industry. The faculty carefully craft curriculum and develop effective Assurance of Learning (AoL) resources and best practices for students learning.

The curriculum is also updated periodically catering to the ever changing need of the industry. Students also have opportunities to interact with industry leaders through vision building talks. Students are equipped to work anywhere in the value chain of the Business Plan - Production, Procurement, Processing, Marketing, Sales & Distribution, Commodity Trading, Supply Chain and logistics, Retailing, Banking, Finance, HRD, Contract Farming, Food Quality/ Safety Management, Data Analysis / Operations Management, Service Sector, Export Sector etc.

IIPM Study Abroad Program aims at exposure to multinational companies and learning from reputed faculty from countries such as Singapore, Malaysia, Thailand, China, USA, Africa and Indonesia.

Our campus is set in a beautiful landscape with a spectacular view of Bengaluru – a highly living environment that encourages interaction and camaraderie. The institute also tends to invite the best leaders / industry experts into the programs as visiting faculty and guest speakers. These initiatives deliver on our mission to generate leading-edge knowledge and world class leaders.

PLACEMENT CALENDAR





Contact Information

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