



LUMS

Create
your own Future

CSO

ANNUAL REVIEW
2016-2017

CAREER SERVICES OFFICE
We Offer Careers!



The Vice Chancellor's Message

With great pleasure, I take the opportunity to announce that 1082 bright undergraduate and graduate students shall be graduating from LUMS this year.

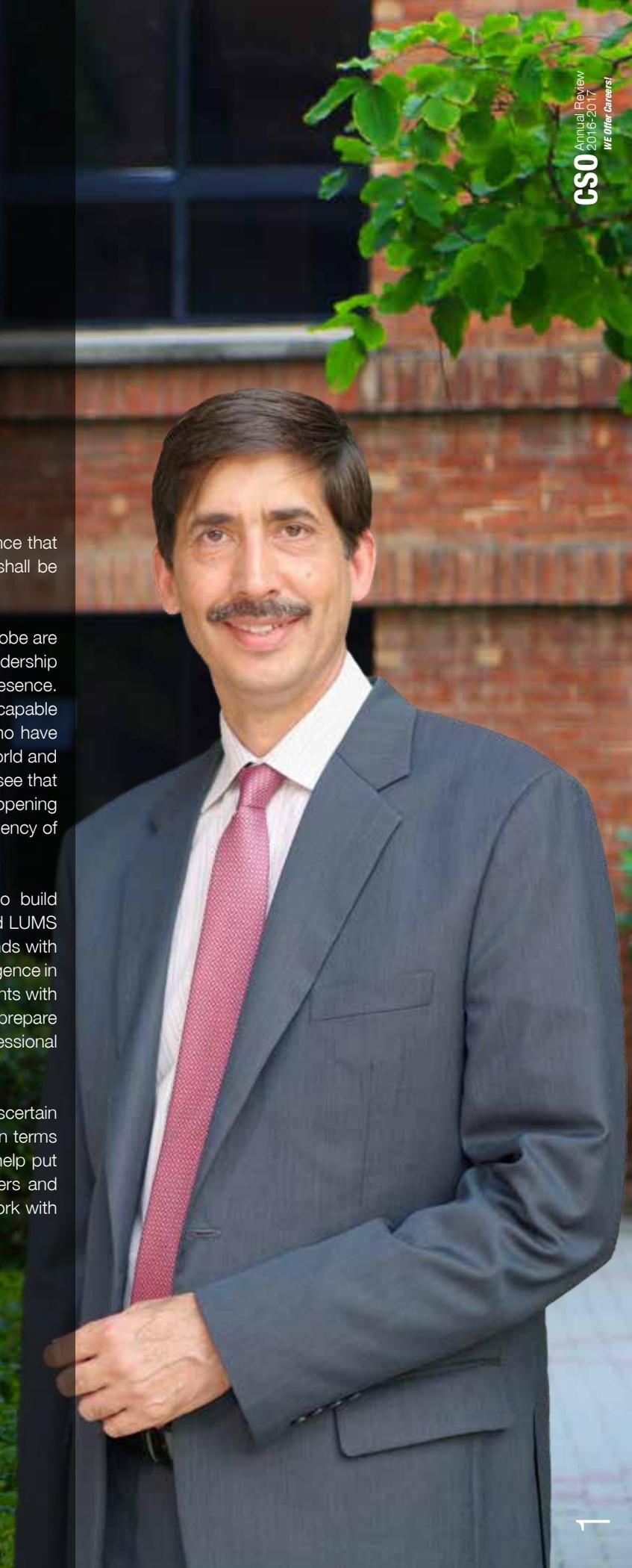
Since 1988, our 10,000+ alumni placed across the globe are evidence of the high quality of workmanship and leadership with which they have strongly registered their presence. The graduating batch of another 1082 sharp and capable graduates will join the ranks of our LUMS alumni who have proved their leadership and talent in the corporate world and established successful businesses. We are proud to see that they are setting new examples and benchmarks, opening new horizons, and setting the bar higher with consistency of performance.

The LUMS Career Services Office (CSO) strives to build strong linkages between our invaluable recruiters and LUMS students, bolstering our efforts to strengthen our bonds with the corporate world. I would like to commend their diligence in making every effort to match the skill set of our students with challenging opportunities offered by the industry and prepare them for the future challenges through rigorous professional training sessions and career counselling.

The CSO Annual Review will be most helpful to ascertain the fine progress made by our last graduating class in terms of placements in Pakistan and abroad. It shall also help put into perspective the ways in which potential recruiters and representatives of international universities can network with students and graduates on campus.

Prof. Dr. S. Sohail H. Naqvi

*Vice Chancellor,
LUMS.*



Career Services Office

CSO operates under the umbrella of Office of Student Affairs (OSA) at LUMS and offers an ever-increasing range of services to the undergraduate and postgraduate students of LUMS in all areas starting from career planning, including job placement and higher education. CSO facilitates employers to identify the appropriate candidates and connects students with successful professionals of multiple industries, which helps them develop their professional skills and match their skill set with the needs and requirements of potential employers.



Our Vision

The Career Services Office envisions to be recognised as the premium career services provider in the country, facilitating LUMS students and graduates to pursue optimal academic and professional careers, while inculcating ambitious policies and practices and maintaining highest degree of personal and professional integrity in our endeavors.

Mission Statement

Our mission at Career Services Office is to strive for excellence in career guidance and placement services to benefit students (undergraduates and postgraduates), by providing a variety of career opportunities through job placements and higher education even beyond Pakistan. For career progression, we aim to place our graduates in professionally developed organisations. We provide a platform for our students to interact with renowned professional trainers of the industry to enhance their skill set at advance levels.



Matching Skill Set with Opportunities

CSO – Here to Facilitate!

The CSO team directs its efforts for the placements of the graduating class and helps them explore progressive careers of their choice, as well as assists sophomores and junior year students to secure internships. For the aforementioned purpose, we organise the LUMS Annual Career Fair to connect our recruiting partners with our students.

We facilitate our recruiting partners in arranging their on-campus recruitment activities that include recruitment and internship drives, assessment centres, focus groups and interviews – essential activities that help them to hire high potential recruits.

We organise a series of development and grooming sessions, mock assessments and interviews, inviting experienced professionals for skilled grooming of our students in line with the existing job market scenario. These grooming activities enhance students' professional skills, which include professional behaviour, résumé writing, interview skills, personal branding, and employability.

Our recruiting partners recognise the talent in our students and appreciate their immaculate analytical and advanced skill set.

Illustration of CSO Activities

Placements within Nine Months of Graduation



- Class of 2015
(Aug 2014 to June 2015)
- Class of 2016
(Aug 2015 to June 2016)
- Class of 2017
(Aug 2016 to June 2017)

What they say about LUMS graduates...

"When we hire graduates we are looking for individuals who can challenge the status quo, not just achieve but outperform and inspire others to do the same. This combination can be seen in LUMS graduates – they bring with them a unique skill set and the ability to adapt and excel. LUMS is a major source of talent for us and we will continue to seek graduates from here to build our talent pipeline."

Neha Arif

HR Advisor, Reckitt Benckiser

"We would hire a LUMS graduate because the grooming they get at LUMS is quite un-paralleled. These students can think constructively and generally come across as having strong analytics. They are confident and ready to take up challenges."

Madiha Khalid

Assistant Manager – Leadership Development Unilever Pakistan Limited.

"Engro has had a wonderful experience hiring graduates from LUMS. These graduates, with their understanding of the business environment and market preparedness, have added immense value to our workforce. We hope to continue engaging with LUMS to supplement our talent pipeline"

Suleman Ansar Khan

Manager Recruitment, OD & Culture Engro Corporation Limited.

"Since our inception, we have hired LUMS grads each year – from both, ACF and Humanities majors. I have found them to be very well groomed: they appeared sharp in interviews, and have shown a sophisticated maturity level at work. Moreover, I have found their analytical skills to be superb – we have thrown hard problems at them, and they impressed us with the results. Lastly, I admire their ambition and drive to grow in their careers and make an impact for our organisation."

Saad Fazil

Managing Director of Venturediva

"LUMS is arguably one of the best schools in the country, whose aim is to provide practical employability support to students, graduates and alumni. Not only has LUMS tailored their curriculum to ensure that students are well-equipped to succeed in a competitive job market, it also offers a variety of co-curricular and extra-curricular opportunities to improve employability skills and give their students the help they need. This immense support brings out the best in each of the students; highlighting their confidence and cementing their belief in themselves. The invaluable skills, students acquire at LUMS, has raised the bar of competence in the job market and has established trust between graduates and the employers."

Mohsin Naeem Khan

Director – Field Force (TRG Pvt LTD)

Grooming, Development and Career Guidance

Mock Interviews

Mock interviews are vital because these help students cope with any anxiety they may feel, and prepare them for the challenges of a real interview. We at CSO connect the experts of the corporate world like HR specialists and senior alumni, who have vast exposure and experience of their fields, with graduating students of LUMS to conduct mock interviews.

This year, CEOs, COOs, HR Specialists, Product Managers, Supply Chain Managers, and Partners of leading companies like IBM, Engro Corporation, HBL, Coca-Cola Beverages Ltd, Bank Alfalah, ICI Pakistan, Pakistan Cricket Board (PCB), FMC Corporation to name a few, conducted tactical mock interviews, shared their feedback and counselled with students on a one-on-one basis.



Sessions for Professional Development

Professional development sessions play a key role in the grooming of graduating students, to mould their behaviours, and inculcate qualities like positive attitude, learning flexibility, adaptability, and team play. These sessions enhance the professional skills of students to deliver their level best and eventually contribute towards the success of organisations that employ them.

To this end, a wide array of workshops and series of guest speaker sessions are arranged, which help students to be equipped with soft skills, competencies and strengths needed to secure progressive careers. These workshops are customised according to the recruitment process and have included the following:

1. Personal Branding and Employability Skills
2. Getting off to a Great Start in Careers
3. Analytical and Problem Solving Skills
4. Résumé Writing and Interview Tips
5. Personal and Interpersonal Skills
6. Counselling Clinics
7. Corporate Ethics
8. Leadership Skills



Career Guidance

CSO team provides specific guidance to students to help them explore appropriate careers based on their individual requirements and skill sets. Students avidly visit our office to make enquiries and seek counsel on the following:

1. Job Placements and Internships
2. Exploring Progressive Careers
3. Studying Abroad
4. Résumé Writing



Recruitment Activities

The LUMS Annual Career Fair 2017

The CSO hosts Pakistan's largest LUMS Annual Career Fair in February every year. This is a great opportunity for potential employers from a variety of industries and students to network with each other.

The 8th LUMS Annual Career Fair 2017 was held on February 4, 2017 and 90 leading national and international blue-chip companies from multiple sectors such as FMCG, engineering, education, finance, information and technology and the development sector, keenly participated to share their company information and recruiting requirements with the students.





On-Campus Recruitment Drives

With ever-increasing competition prevalent in the recruiters' market, leading companies prefer on-campus recruitments to meet their human resource requirements as it provides a platform to pick the best candidates across different job profiles. The activity serves both the students and the recruiters as a one-stop shop and saves cost and time for both.

Top-notch international and national organisations including MNCs and other blue-chip companies from various sectors visit LUMS each year during the spring semester to hire what is recognised as the premium talent of Pakistan. During recruitment drives, companies discuss their recruitment process with prospective graduates, conduct written and online tests, run assessment centres, and hold interviews for entry-level positions, management trainee programmes as well as executive level positions.

During Spring 2017, leading organisations like McKinsey & Company, Bain & Company, Acasus, Unilever, Procter & Gamble, L'Oréal, Philip Morris International, Mitsubishi Corporation, Nestlé, Reckitt Benckiser, PepsiCo, Coca-Cola Beverages Ltd, Jazz, Ufone, Dawood Hercules, Engro Corporation, Standard Chartered Bank, HBL, and many other national and multinational companies, including progressive Law firms, visited LUMS for their recruitment activities.

The CSO Job Portal

To assist recruiting partners, our graduates and students, we have developed a job portal where the resumes of graduating class can be downloaded and any current available positions can also be posted at <https://connect.lums.edu.pk/>. The website aims to automate all of our functionality for recruiters and students through their respective "Corners". The "Recruiter's Corner" offers a variety of exciting features including job advertisements, respondent applications, and access to specific profiles as desired.

Higher Education Opportunities

Education is the most valuable asset for success in a variety of careers and fields of life. More than 20 percent students of LUMS opt to pursue higher education abroad in high ranked universities of the world. Considering the importance of higher education, we regularly invite admission officers of top class international universities to conduct information sessions for higher studies. This helps connect students with the representatives of leading international universities in both one-on-one counselling sessions, as well in a setting such as the **Annual Education Fair** at LUMS that is held in November every year.

UKPK Education Expo

The Career Services Office (CSO) collaborated with the British Council to organise the UKPK Education Expo on October 31, 2016 at LUMS.

The Expo brought together leading Universities such as SOAS University of London, Cranfield University, King's College London, Newcastle University, Queen Mary University of London, Robert Gordon University, Sheffield Hallam University, University of Dundee, University of Edinburgh, University of Glasgow, University of Hertfordshire, University of Kent, University of Law, University of Leeds, University of Manchester, University of Nottingham, University of Strathclyde, University of Surrey, University of Warwick and University of York.

They provided one-on-one counselling to our students pertaining to study opportunities, admissions, scholarships and most importantly entry requirements at these universities. The session was a great networking opportunity for students who seek to apply at the UK Universities for their higher studies as well as for those who already hold offers from any of these universities.





Scholarships and Grants

Chevening Scholarships

An information session on Chevening scholarships was organised on October 21, 2016 in collaboration with the British High Commission, where a team from the Chevening Secretariat presented information about the generous scholarships available to students, staff and faculty, a large number of whom attended the session.

Fulbright Scholarships

The United States Education Foundation in Pakistan (USEFP) conducted a Fulbright information session on April 10, 2017 at LUMS. Ms. Rita Bruun, Executive Director, addressed the session, providing information over the key functions of the USEFP and elaborated on the important features and advantages of the Fulbright scholarships.

Individual Counseling Sessions

Admission officials from 33 universities including Queen Mary University of London, University of Kent, Old Dominion University, University of Bridgeport, The University of Sheffield, New York University Polytechnic School of Engineering, Western Sydney University, Macquarie University, Northern Kentucky University, Sejong University and many others from different countries visited LUMS to give one-on-one counselling to LUMS students desirous of pursuing higher education abroad.

Working with Consultants

In a major development beneficial to our students, the CSO LUMS has signed MoUs of partnership with six consultancies - including Edify Consulting, Career Advisory Services (CAS), HR Consultants, Falcon Education & Consultancy Services Pvt. Ltd., QA Consultants, and ABN Overseas Education Pvt. Ltd. to provide free of cost services to LUMS graduates looking to proceed for higher education abroad.

Under the MoU, these consultants will provide specific guidance covering selection of the university, admission procedures and CAS (Confirmation of Acceptance of Studies), accommodation assistance and visa process guidelines, at a full waiver of all charges for placement in all partner and non-partner universities.



Placement-Class of 2016

At the end of March, 2017, 98% Class of 2016 has been placed in leading national and multinational organisations including, McKinsey & Company, Bain & Company, Unilever, Procter & Gamble, L'Oréal, Philip Morris International, Mitsubishi Corporation, Nestlé, Reckitt Benckiser, PepsiCo, Coca – Cola Beverages Ltd, Jazz, Ufone, Dawood Hercules Corporation Ltd, Engro Corporation, Standard Chartered Bank, HBL, House of Habito to name a few.

International Recruiting Partners



McKinsey&Company



Placement Analysis

Undergraduate Class of 2016



Highest
International
Salary



Average
International
Salary

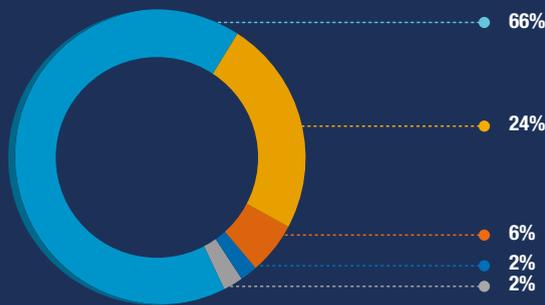


Highest
Local
Salary



Average
Local
Salary

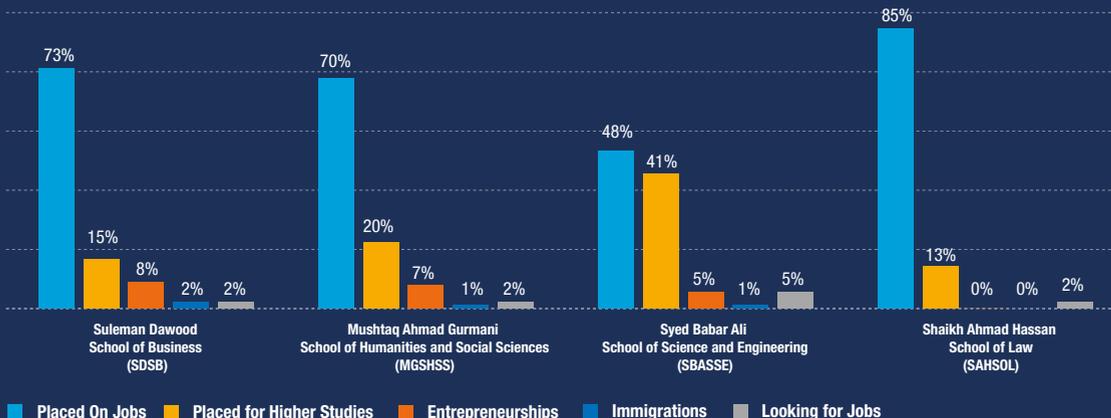
Placement Summary



● Placed on Jobs
 ● Placed for Higher Studies
 ● Entrepreneurships
● Immigrations
 ● Looking for Jobs

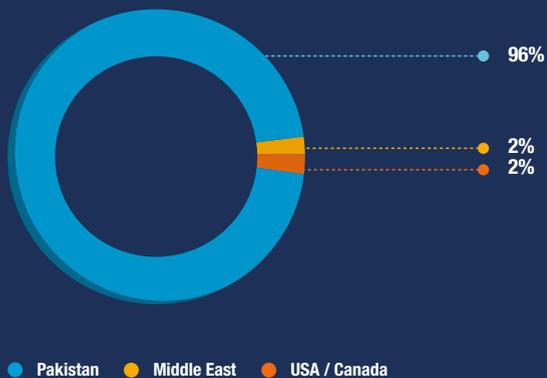
Placed on Jobs	497
Placed for Higher Studies	178
Entrepreneurships	49
Immigrations	12
Looking for Job	18
Total Undergraduates	754

Placement Comparison of Schools

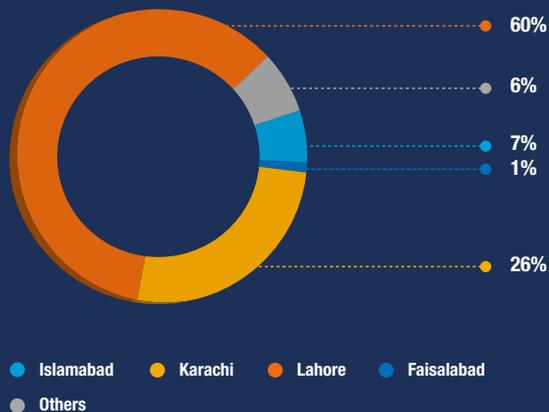


■ Placed On Jobs
 ■ Placed for Higher Studies
 ■ Entrepreneurships
 ■ Immigrations
 ■ Looking for Jobs

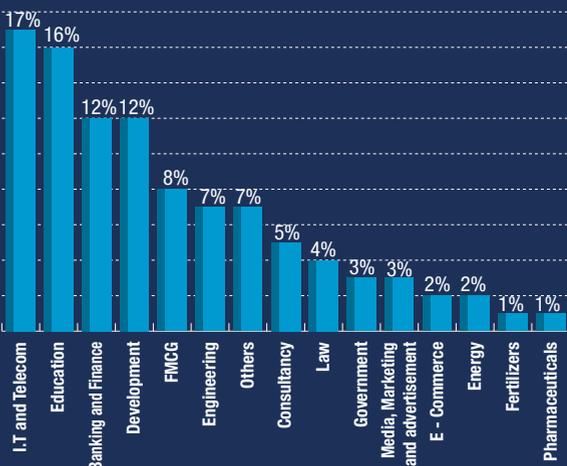
Job Placements - Break up Across Region



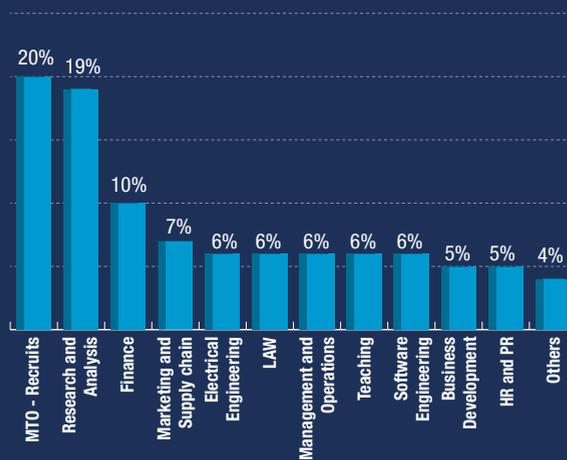
Job Placements - Break up within Pakistan



Sector wise Job Placements



Functional Roles



Placements for Higher Studies

Scholarship Details



Break up Across Region

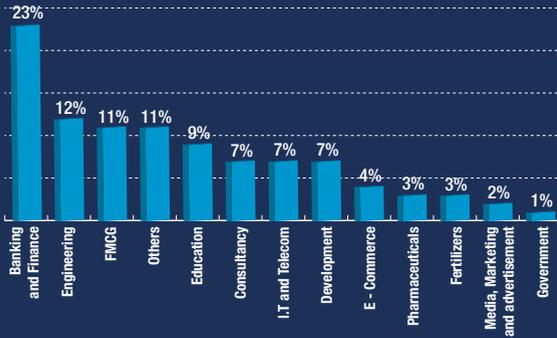


Note: Pakistan indicator includes students in exams preparation.

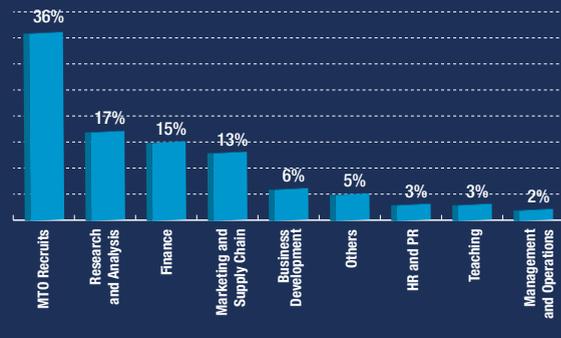
Placement Analysis – School wise Undergraduate Class of 2016

SULEMAN DAWOOD SCHOOL OF BUSINESS (SDSB)

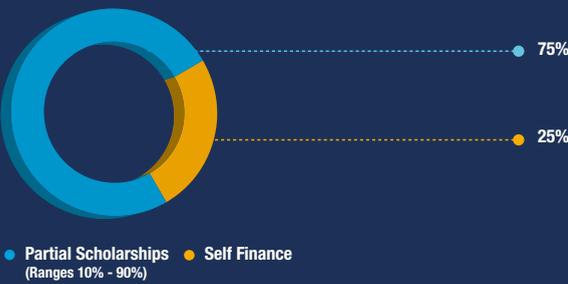
Sector wise Job Placements



Functional Roles

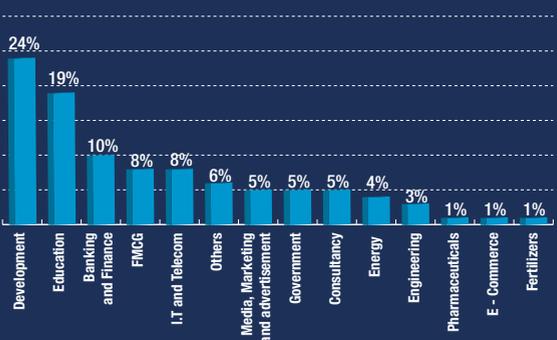


Placements for Higher Studies Scholarship Details

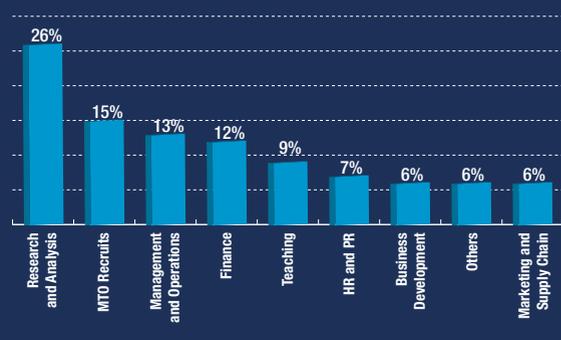


MUSHTAQ AHMAD GURMANI SCHOOL OF HUMANITIES AND SOCIAL SCIENCES (MGSHSS)

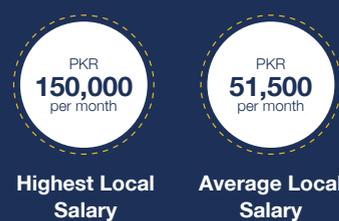
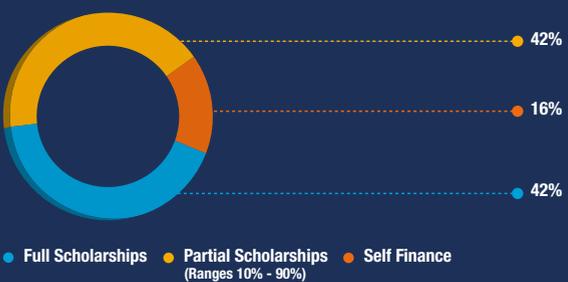
Sector wise Job Placements



Functional Roles

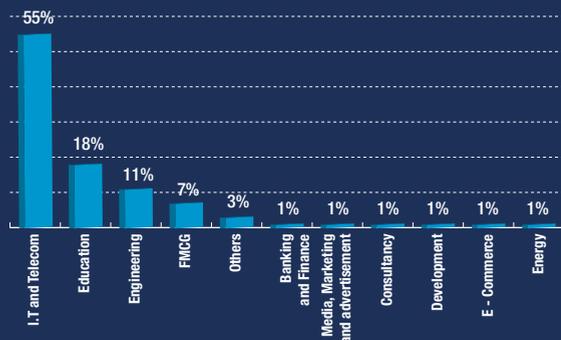


Placements for Higher Studies Scholarship Details

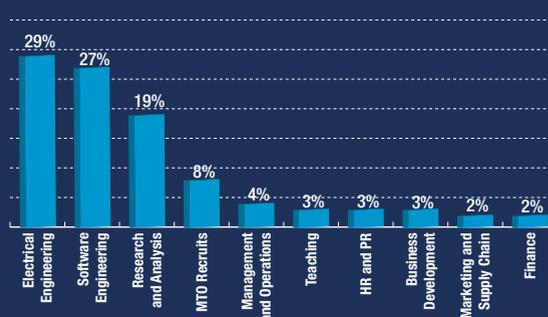


SYED BABAR ALI SCHOOL OF SCIENCE AND ENGINEERING (SBASSE)

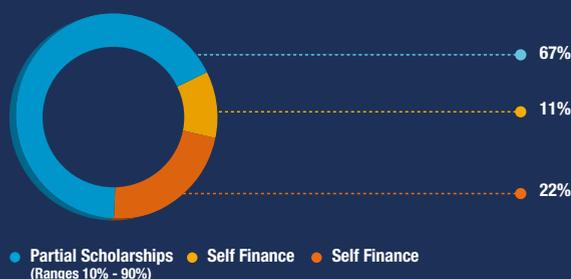
Sector wise Job Placements



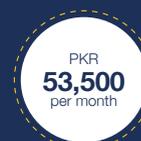
Functional Roles



Placements for Higher Studies Scholarship Details



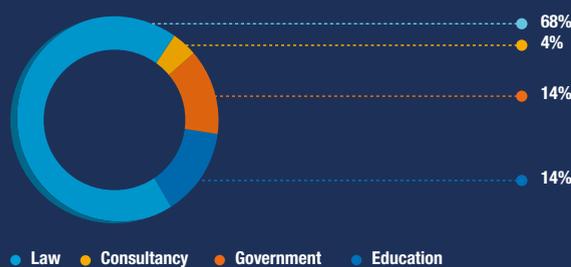
Highest Local Salary



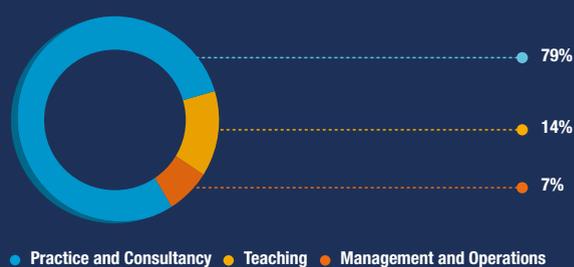
Average Local Salary

SHAIKH AHMAD HASSAN SCHOOL OF LAW (SAHSOL)

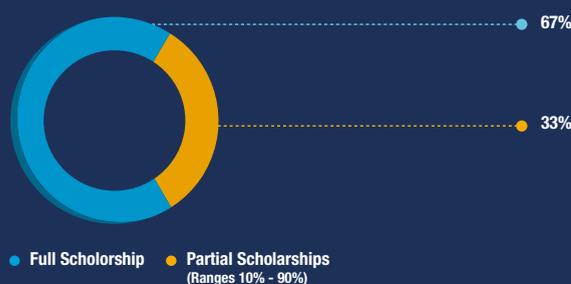
Sector wise Job Placements



Functional Roles



Scholarship Details



Highest Local Salary

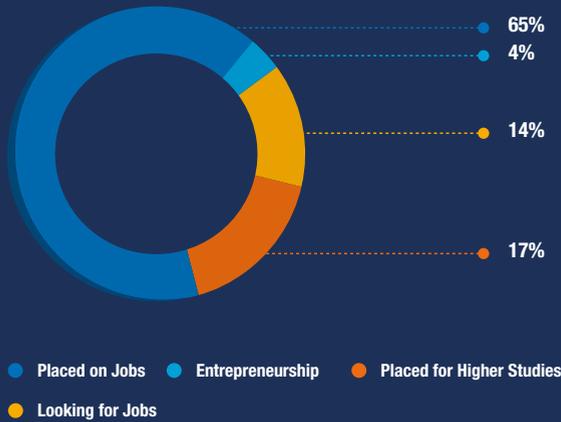


Average Local Salary

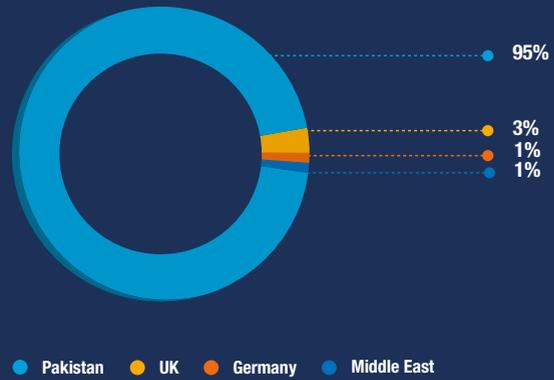
Placement Analysis

Graduate Class of 2016

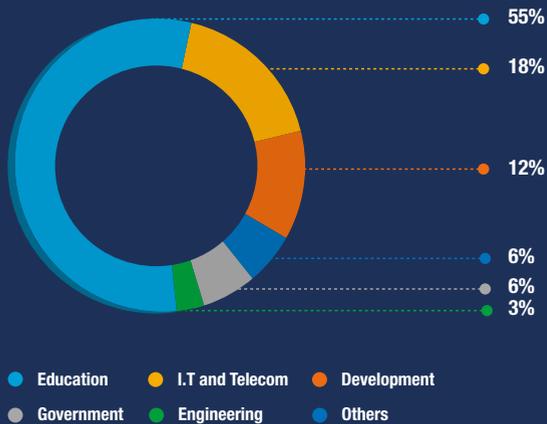
Placement Summary



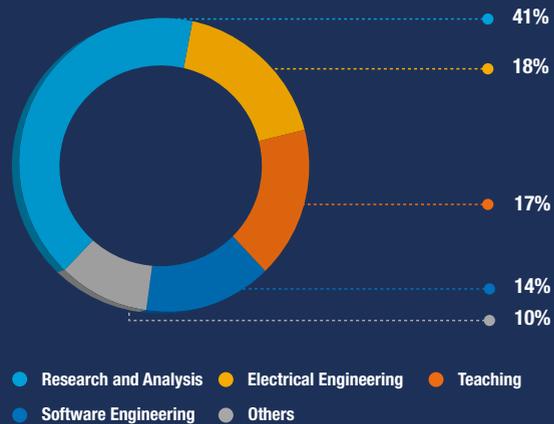
Job Placements – Breakup Across Region



Sector wise Job Placements



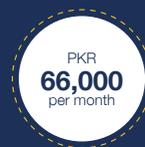
Functional Roles



Placements for Higher Studies Scholarship Details



Highest Local Salary



Average Local Salary



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