**SUNSTONE**

# Placement
# Brochure **2023**

# About **Sunstone**

Established in 2019, Sunstone is a leading higher education provider offering industry-aligned MBA/PGDM, MCA, BBA, BCA, and B.Tech through 35+ prestigious higher education institutions across 15+ cities.

Sunstone addresses the lack of employability among fresh graduates with a unique skill-based architecture that maps the skills requirement from 100+ fresher job profiles into the full curriculum of management and tech programs. As NSDC's skilling partner, Sunstone's model is developed in association with reputable SMEs and and industry partners such as NASSCOM, Genpact, and Accenture, amongst others. Our hands-on approach emphasizes 6-12 months of industry immersion via internships, real-world projects, culminating in year-on-year placement rates above 90% across roles in domains such analytics, finance, HR and software development. Backed by 700+ experts, our training meets industry standards to enable a seamless workforce transition, producing job-ready graduates.

## Awards & Recognition

**ASSOCHAM**
Excellence in Edtech Innovation for Higher Education

**IndiGlobal**
Edtech Company of the Year

**EDUCATION** INNOVATION
Best Placements Award

100 most promising South Asian Edtech startup

# Our **Industry Partners**

Our panel of prominent industry partners help shape an industry-aligned curriculum that develops practical skill-based programs for enhanced student employability.

| | |
|---|---|
| N·S·D·C National Skill Development Corporation — Transforming the skill landscape | nasscom |
| ASSOCHAM — Ideate · Innovate · Impact | FICCI |
| CII Confederation of Indian Industry | Oracle University |
| tcs iON | KPMG |

# From the
# Founders' Desk

"With Sunstone you aren't just hiring college students. Our pan-India talent pool has received extensive training for 100+ job roles, in the classroom and workplace environment, to contribute meaningfully to your organisation's success from Day 1!"

**Ashish Munjal**
**Chief Executive Officer, Sunstone**

"With a focus on bridging the gap between industry and academia, Sunstone is preparing young India for strategic job roles to drive your organisation's growth. Top companies hire from Sunstone, you can too!"

**Ankur Jain**
**Chief Business Officer, Sunstone**

"Sunstone is transforming India's future workforce, one student at a time, and we proudly invite you to hire from our skilled talent pool."

**Piyush Nangru**
**Chief Operating Officer, Sunstone**

# From the
# **Placement Head**

I am very excited to share that the final placements for the batch of 2022-24 will begin with the Placement Week in October 2023. This year will see 1,600+ MBA and 240+ MCA students participating across 23 cities.

The landscape of campus placements has evolved significantly in recent years, embracing structural changes. Notably, there's a burgeoning domestic demand for freshers in intricate roles spanning analytics, data sciences, finance, FinTech, and digital services. India is at the forefront of a financial inclusion and fintech revolution, with banking and financial services entities expanding, propelling growth in roles like lending operations, sales, credit and risk, and analytics. Despite recent funding trends, Indian startups showcase resilience with robust business models, driving demand for new talent in technology and management domains.

On a global scale, India is witnessing the migration of high-end knowledge work and intricate roles across various sectors, including manufacturing, pharma, finance, and services. Leading global brands are establishing their development and analytical hubs in India, with global capability centers (GCCs) anticipated to surpass traditional IT services firms in recruitment this year.

Sunstone, along with its adept students, is primed to harness and fulfill this demand. The evolving landscape has ushered in a plethora of new profiles for freshers, such as data analysts, data engineers, KYC and AML analysts, and underwriting analysts. These roles offer promising career trajectories, necessitating specific technical skills and multifaceted meta-skills like problem-solving, collaboration, and communication.

Gone are the days of generic hiring; today's freshers are selected based on their distinct skill sets and capabilities. To this end, we've extensively revamped our curriculum with a pioneering skill-oriented framework. Complemented by experiential learning, our students partake in rigorous internships and live projects, ensuring mastery of the requisite skills prior to their final placements.

We are dedicated to equipping our students for their journey to success. We firmly believe that Sunstone's exceptional students will not only meet but exceed your expectations, catalyzing significant business growth for your esteemed organization.

**Abhishek Bannerjee**
**VP, Training & Placement, Sunstone**

# Our **Journey**

**2019**
- Started with a vision to eradicate the skill gap in the economy
- Launched our offerings in **5 campuses** spread across **3 cities**

**2020**
- Partnered with **8 campuses**
- Expanded to **6 cities**

**2021**
- Expanded our presence to **22 campuses** across **10+ cities**
- Launched **industry-ready certifications** & training modules for BBA

**2022**
- Expanded our presence to **30+ campuses** across **15+ cities**
- Launched industry-aligned **BCA, MCA** & **B.Tech**

**2023**
- Expanded our presence to **35+ campuses** across **20+ cities**
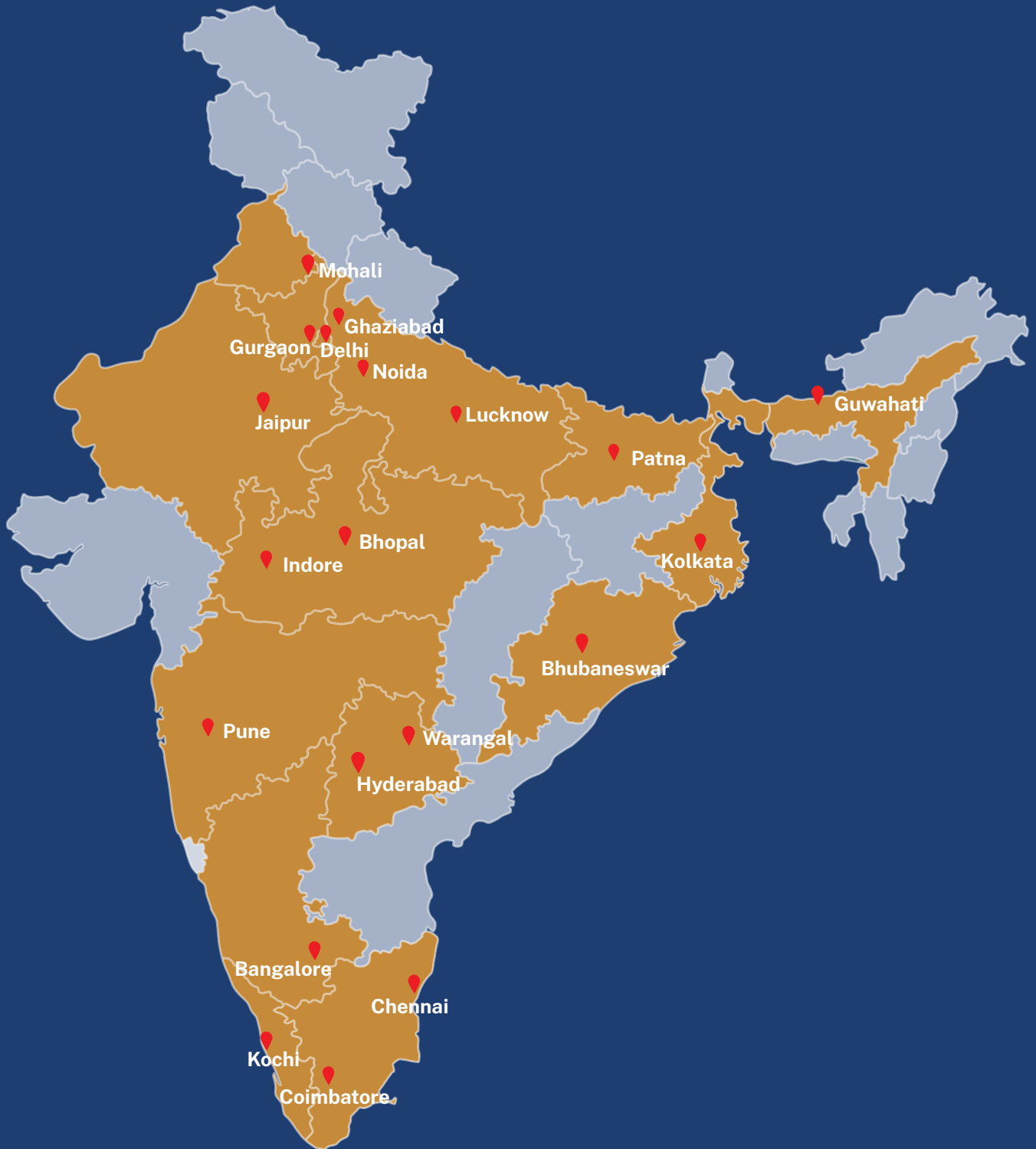- Launched **experiential MBA & B.Tech** programs at top colleges

**Vision 2024**
- Enrolling **20,000 students,** a huge step up from the 5,000+ students who chose Sunstone in 2022

# Our **Footprint**

Some of the most prominent & highly accredited institutions across India have partnered with Sunstone.

Mohali

Ghaziabad

Gurgaon Delhi

Noida

Jaipur

Lucknow

Guwahati

Patna

Bhopal

Indore

Kolkata

Bhubaneswar

Pune

Warangal

Hyderabad

Bangalore

Chennai

Kochi

Coimbatore

**35+** colleges

**15+** cities

**10,000+** students

# Our **Partner Campuses**

Our pan-India network of 50+ campuses features some reputed names with top accreditations and rankings.

**JECRC University, Jaipur**

UGC, AICTE, NBA, NAAC (A)

**Suresh Gyan Vihar University, Jaipur**

UGC, AICTE, AIU, NIRF (top 150)

**Rathinam Group of Institutions, Coimbatore**

AICTE, NBA, NAAC (A++), ISO certified
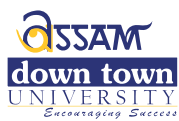
**Assam down town University, Guwahati**

UGC, AICTE, NAAC (B), NIRF (top 150), ISO certified

**Calcutta Institute of Engineering and Management, Calcutta**

UGC, AICTE, NAAC (A+) , NIRF (top 100), ISO certified

**Centurion University, Bhubaneswar**

UGC, NAAC (A), NIRF (top 200)

**Shri Ramswaroop Memorial University, Lucknow**

UGC, AICTE, NAAC (A), NIRF (top 30)

**Medicaps University, Indore**

AICTE, NIRF (top 150), NBA

**Rayat-Bahra University, Mohali**

UGC, AICTE, NAAC (A)

**Sambhram Group of Institutions, Bangalore**

UGC, AICTE, NBA, NAAC (A), ISO certified

**Sharda University, Noida**
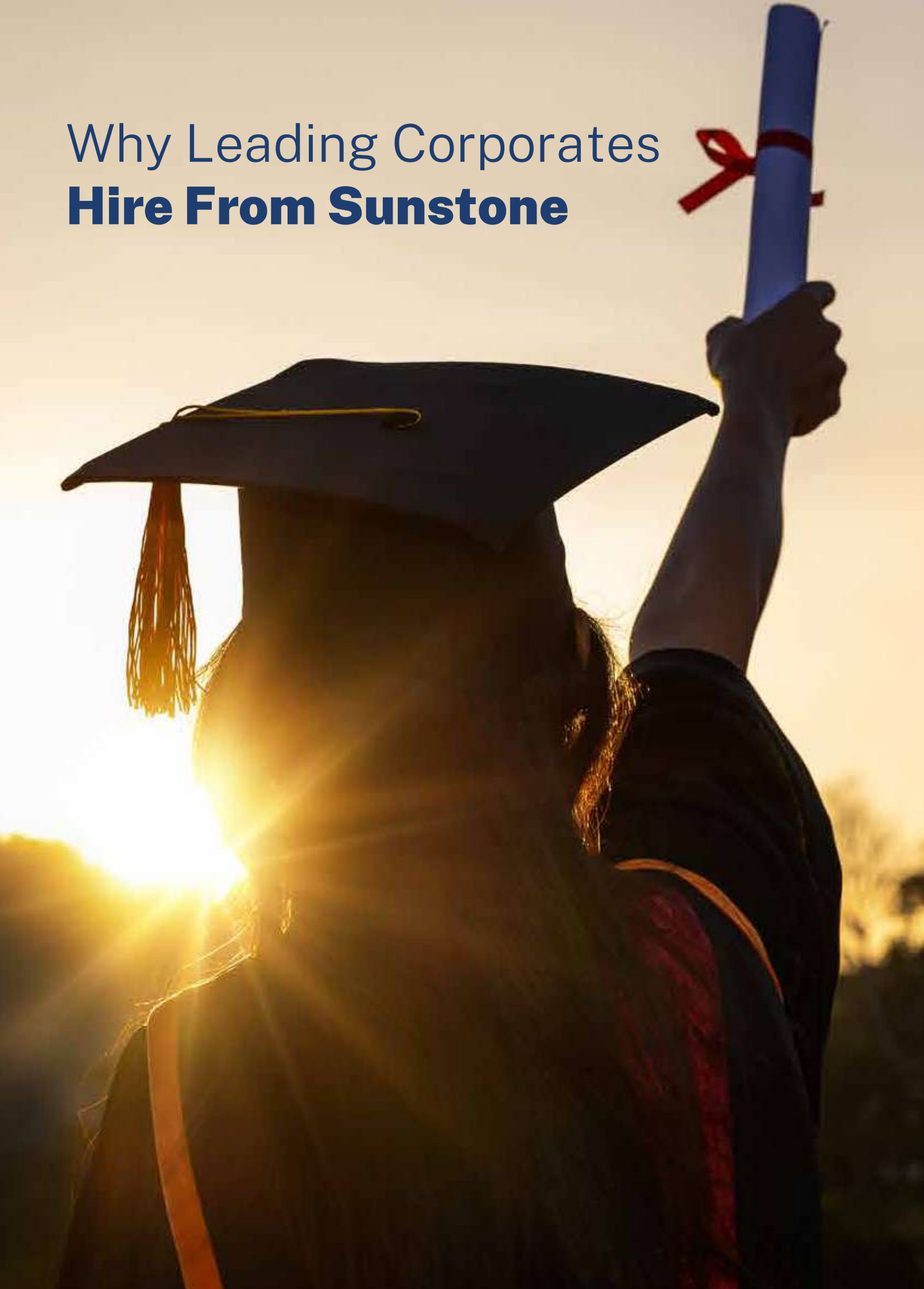
UGC, AICTE NAAC (A+), NIRF (top 150)

**Chaitanya deemed to be University, Waranga**
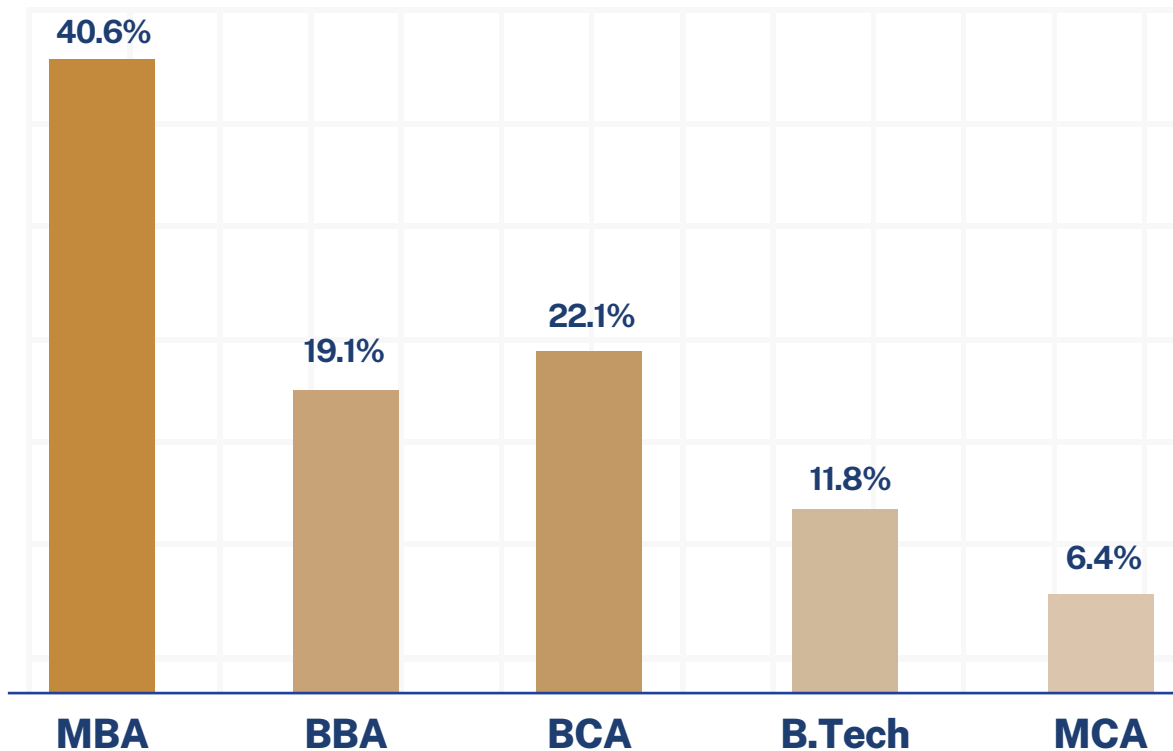
UGC, AICTE, NAAC (A), NIRF (top 50)

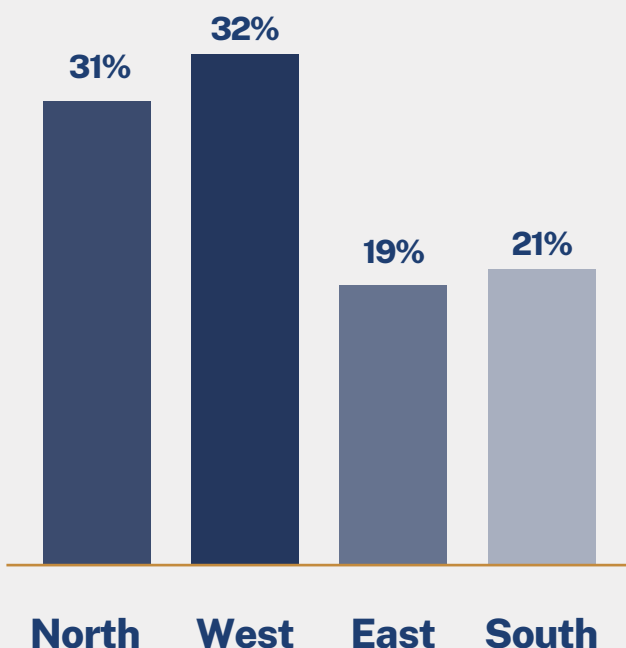# Why Leading Corporates
# Hire From Sunstone

# Diverse **Talent Pool**

We have 10,000+ students across India, specialising in a wide range of tech and management domains.

## ■ Across programs

40.6% — MBA
19.1% — BBA
22.1% — BCA
11.8% — B.Tech
6.4% — MCA

Student composition as per June 2023 data

## ■ Across regions

31% — North
32% — West
19% — East
21% — South

## ■ Gender ratio

32%  68%

# Our **Pedagogy**

### Industry-ready curriculum

- Sunstone's curriculum is based on a Skill Outcome Architecture, where skills for different programs have been derived from 160+ job roles and 16 domains.

- The skills and technical requirements for each job role are vetted by industry experts, hiring managers and business heads overseeing the various domain operations in their firm.

- Each specialisation is designed to train students for multiple job roles within that domain. The skills imparted are entirely focused on entry-level segments for those roles.

- The curriculum integrates training for in-demand soft skills across all semesters, focusing on teamwork, negotiation, networking, corporate attitudes and behaviours.

- To ensure that students are adequately evaluated, we have designed and used two assessment models that are aligned with standards for technical or soft skills evaluations.

  - The Competency Evaluation Levels (CELs) assess each student on over 16 soft skills parameters, including Analytical Thinking, Quantitative Reasoning, Communication Skills, Negotiation, Attitudes, and Leadership Mindsets.

  - The Career Success Tests (CST) measure each student's domain or technical knowledge application. Each student is required to take the CST three times for a course. The evaluation is entirely based on the application of the domain or job-specific skills relevant to the domain.

- The CSTs & CELs together help us identify areas for improvements and remedial with candidates. They also help recruiters select more suitable profiles for various job roles.

# Skill Map - Non Tech

| Domain | Function | | | |
|---|---|---|---|---|
| | **Selling** | **Operations & Admin.** | **Analytics** | **Creative** |
| **BFSI** | ➔ Relationship Manager<br>➔ Associate Manager<br>➔ Global Client Services | ➔ Credit Assessment Officer<br>➔ Global Client Services<br>➔ Relationship Manager<br>➔ Associate Manager | ➔ Business Analyst<br>➔ Credit Assessment Officer<br>➔ Credit Analyst<br>➔ Financial Analyst (Core BFSI) | -NA- |
| **Finance** | -NA- | ➔ Finance Associate<br>➔ Credit Assessment Officer<br>➔ Order-to-Cash Associate Procure-to-Pay<br>➔ Associate Record-to-Report<br>➔ Associate | ➔ Finance Associate<br>➔ Financial Analyst<br>➔ Credit Assessment Officer | -NA- |
| **HRM** | -NA- | ➔ HR Associate (Generalist)<br>➔ Talent Acquisition<br>➔ HR Payroll Associate | ➔ HR Associate (Generalist)<br>➔ T&D or L&D Associate<br>➔ HR Payroll Associate | ➔ T&D or L&D Associate |
| **Digital Marketing** | -NA- | ➔ Marketing Communications Specialist<br>➔ Digital Marketing Executive/Associate | ➔ Digital Marketing Analyst<br>➔ Digital Marketing Executive/Associate | ➔ Marketing Communications Specialist<br>➔ Digital Marketing Content Writer |
| **Marketing** | ➔ Marketing Account Manager | ➔ Marketing Communications Specialist<br>➔ Digital Marketing Executive/Associate | ➔ Digital Marketing Analyst<br>➔ Digital Marketing Executive/Associate | ➔ Marketing Communications Specialist<br>➔ Digital Marketing Content Writer |
| **Logistics & Supply Chains** | -NA- | ➔ Management Trainee Logistics<br>➔ Purchase Executive | ➔ Supply Chain Analyst | -NA- |
| **Traditional Operations** | -NA- | ➔ Management Trainee Operations<br>➔ Associate Retail Operations<br>➔ Operations Associate/Intern | ➔ Operations Associate/Intern<br>➔ Business Analyst | -NA- |
| **Inside Sales** | ➔ Management Trainee Sales & Marketing<br>➔ Account Manager<br>➔ Business Development Trainee<br>➔ Sales Officer<br>➔ Sales Executive<br>➔ Marketing Officer | ➔ Management Trainee Sales & Marketing<br>➔ Account Manager<br>➔ Business Development Trainee | ➔ Sales Analyst | ➔ Marketing Officer |
| **Retail** | ➔ Retail Merchandiser | ➔ Associate Retail Operations<br>➔ Retail Merchandiser | ➔ Retail Operations Analyst | -NA- |
| **IT & Data Analytics** | -NA- | ➔ IT Management Trainee | ➔ IT Management Trainee<br>➔ Business Analyst<br>➔ Quality Analyst<br>➔ Data Analyst | -NA- |

# Skill Map - Tech

| Function | Domain | | | | | |
|---|---|---|---|---|---|---|
| | **Full Stack Development** | **Data Science** | **AI and ML** | **Cloud Computing** | **Cyber Security and Forensics** | **Blockchain** |
| **Delivery & Core Development** | → Full Stack Developer<br>→ Front-end Developer<br>→ Back-end Developer | → Data Engineer<br>→ Big Data Engineer<br>→ Data Scientist<br>→ ML Engineer | → Data Engineer<br>→ Big Data Engineer<br>→ Data Scientist<br>→ ML Engineer<br>→ Computer Vision Engineer | → Cloud Software Engineer / DevOps Engineer<br>→ Cloud Automation Engineer<br>→ Cloud Data Scientist | → Network Security Engineer<br>→ Cloud Security Engineer | → Blockchain Developer |
| **Analytics & Research** | -NA- | → Business Analyst<br>→ Data Analyst<br>→ Quality Analyst | → Statistician<br>→ Data Analyst | → Cloud Security Analyst | → Network Security Analyst<br>→ Cyber Security Analyst | → Crypto Analyst |
| **Operations** | → Software Developer Engineer in Test) SDET<br>→ Database administrator | → Operation Analyst<br>→ Database Administrator<br>→ Quality Assurance Engineer | → SDET<br>→ Database Administrator | → Cloud Administrator<br>→ Cloud Network Engineer<br>→ Quality Assurance Engineer | → Cyber Security Manager<br>→ Incident Manager<br>→ Quality Assurance Engineer | → Blockchain Quality Engineer<br>→ Blockchain Legal Consultant<br>→ Database Administrator |
| **Sales & Support** | → Support Engineer | → Customer Service Representative | -NA- | → Cloud Support Engineer | → Cloud Security Engineer | -NA- |
| **Solutions Specialists** | -NA- | → Marketing Manager<br>→ Financial Advisor | → Financial Advisor | → Cloud Consultant<br>→ Associate Cloud Architect | → Application Security Engineer<br>→ Cybersecurity Consultant | → Blockchain Solution Engineer |

# Hands-on experiences for real-life learning

- **Hands-on internships:** Mandatory internships offer industry exposure prior to placement, complemented by assignment interventions.

| Programs | Internship Duration |
|---|---|
| MBA/PGDM & MCA | 2+4 months |
| B.Tech | 2+6 months |
| BBA, BCA | 2+2+6 months |

- **Real-world projects:** we help students to practise what they learn and fine-tune their skills with capstone projects.

- **Industry immersion:** Hybrid training and boot camps delivered by industry leaders help turn students into professionals.

# Our **Specialisations**

Take a look at the domains our students specialise in

## MBA (24 credits)

- Digital Marketing
- Advertising & Branding
- Mass Media Management
- Logistics & Supply Chain Management
- Retail Operations & Merchandising
- IT , Business Analytics & Research
- Financial Risk Management
- Operations Project Management
- Tourism & Hospitality Management
- Industrial Relations Management
- Financial Markets and Portfolio Management
- Banking, Financial Services & Insurance
- Entrepreneurship & Family Run Business Management
- Talent Management, Analytics & Compensation Management

## MCA  (16 credits)

- Cloud Computing
- Blockchain
- Cyber Security & Forensics
- Full Stack Development
- AI & Machine Learning
- Data Science and Analytics

Each credit equals 10 contact hours which includes lectures, tutorials, sessions by industry experts and practicals.

# In-demand
# Industry Certifications

We enhance student employability with advanced certifications delivered by industry experts through ACE Academy. ACE Academy has boosted the portfolios of 100+ students with:

- Expert sessions delivered by CXOs and industry leaders
- Industry-aligned projects
- Live certification sessions for hands-on learning
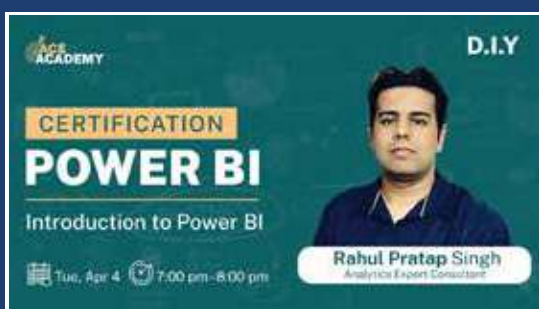- Extensive domain-specific learning content
- Real-world opportunities for students to demonstrate skills

## Tech certifications



## Management certifications

# Job **Tracks**

**We go a step above to ensure that students are ready for their job from Day 1!**

We compiled essential skills required for various in-demand job domains based on input from industry subject matter experts and NSDC Sector Skill Council Qualification Packs. With the objective of prioritising industry insights and recommendations, we have integrated customised training for the following job domains in GCCs into our curriculum:

## Finance & Accounting

The skill architecture for F&A primarily emphasises on building knowledge and functional skills for execution of the following 3 functions with training on SAP:

- Order-to-Cash
- Procure-to-Pay
- Record-to-Report

## Entry-level Analytics

With training for tools that generate insights & analytics on real world data across domains, the skill architecture for Analytics Services builds a solid foundation of

- Investigative Analytics Techniques
- Visualisation & Insights
- Analytics Tools

## HR Operations

Alongside fundamental financial and data management skills, the skill architecture for HR Operations provides comprehensive training on:

- Executing payroll in diverse markets based on organisational needs
- Managing employee data
- Talent acquisition

# Focus on
# Holistic Development

We understand that classroom learning alone is not enough in the 21st century! This is why Sunstone enables 360° development through:

## Sunstone Clubs

Student-led communities to inculcate life skills, critical thinking and project management skills.



## Co-curricular fests

End-to-end student-led events to build real world skills like negotiation, collaboration, budgeting and essential financial skills.



## Student-led activities

To cultivate a strong suite of soft skills that add to the portfolio while building leadership ability and student ownership of activities



## Networking meetups

To assist students in practising their people skills while helping them build their network.

# Placements **in 2023**

239 students received multiple job offers!

**4+**
Offers to
11 students

**3+**
Offers to
56 students

**2+**
Offers to
239 students

## **Job opportunities** from big brands

**44**
Fortune 500

Amul — The Taste of India
ADITYA BIRLA FASHION & RETAIL
BAJAJ Allianz
DHL
genpact
Edelweiss — Ideas create, values protect

**149**
BSE/NSE

Reliance Industries Limited
Berger — Paint your imagination
Dabur
AXIS BANK
tcs TATA CONSULTANCY SERVICES
wipro

**42**
Unicorn

Paytm
zomato
BYJU'S — The Learning App
CARS 24
Flipkart
leadsquared
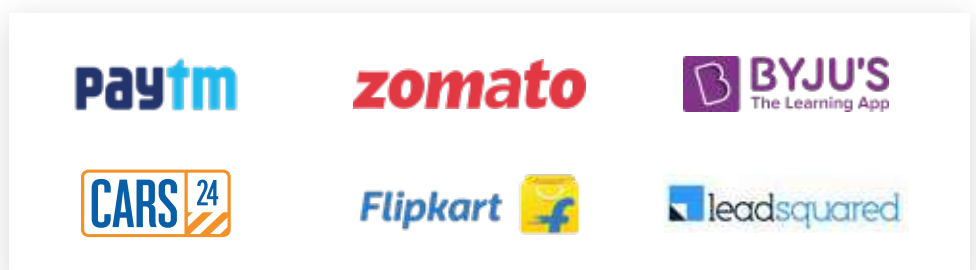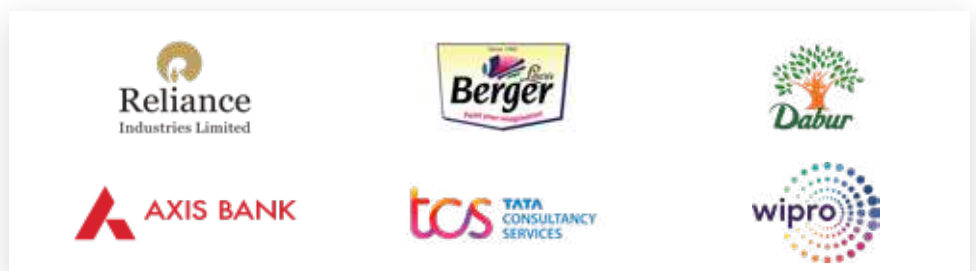
# 828 opportunities
## across in-demand sectors

### Internet & Technology
💼 **99**

Paytm | TALENTEDGE | zomato
Flipkart

### Banking & Insurance
💼 **89**

AXIS BANK | ICICI Bank | ANZ
Bandhan Bank | standard chartered | IDFC FIRST Bank

### Consumer Products
💼 **25**

Amul The Taste of India | Berger | Dabur
WELLA COMPANY | hp | Haldiram's

### BPO, KPO & Consulting Services
💼 **37**

EY | WNS | AdvantageClub
The Hackett Group
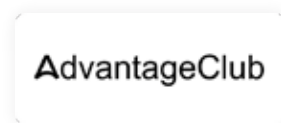
### Asset Management & Financial Services
💼 **85**

AXIS MUTUAL FUND | Edelweiss Ideas create, values protect | Ameriprise Financial
DECIMAL POINT Innovative Data & Research Solutions

## Retail & Telecom

💼 36



## IT & ITeS

💼 150



## Media, Marketing & Advertising Services

💼 37



## Education

💼 31



## Real Estate & Construction

💼 49



## Others

💼 185

## Opportunities across in-demand job domains
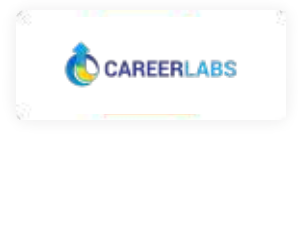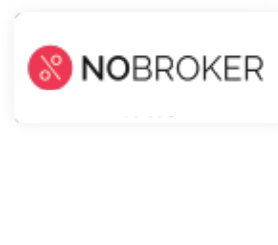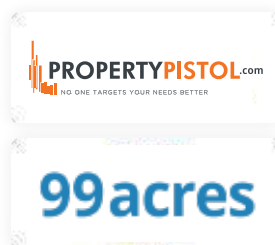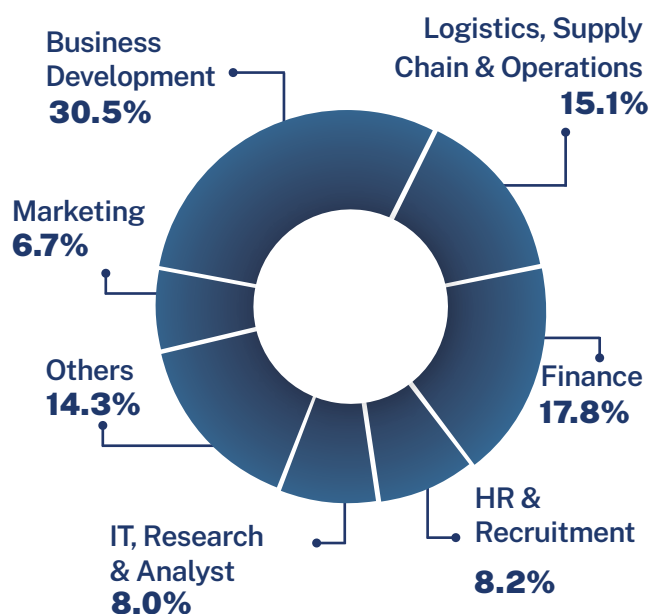


Business Development
**30.5%**

Logistics, Supply Chain & Operations
**15.1%**

Marketing
**6.7%**

Finance
**17.8%**

Others
**14.3%**

HR & Recruitment
**8.2%**

IT, Research & Analyst
**8.0%**

## Students placed across 145 diverse job roles



| | |
|---|---|
| 30 | Finance |
| 13 | HR & Recruitment |
| 14 | IT, Research & Analyst |
| 10 | Marketing |
| 30 | Logistics & Supply Chain |
| 42 | Business Development |
| 6 | Others |

## Key profiles across domains offered to our students

### Management

Credit Analyst
Corporate Treasury
Wealth Manager

Warehouse Solution Design
Transport Network Operations
MT - Logistics Management

Research Analyst
Solutions Consultant

Talent Acquisition Manager
HR Operations
Management Trainee

Creative Content Writer
Product Marketing Analyst
Digital Marketing Trainee

Business Analyst
Customer Relationship Manager

### Tech

.Net Developer
Full Stack Developer (JavaScript)
Web Developer
Frontend Developer (React.Js)
UI Developer
Mobile App Developer
Cloud Computing
Backend Development (Node.Js)

# Major **Recruiters**

| | | | | |
|---|---|---|---|---|
| **AXIS BANK** | **ANZ** | **zivame** | **DECiMAL POiNT** Innovative Data & Research Solutions | **airtel** |
| Branch Relationship Officer | Credit Assessment Officer | Assistant Store Manager | Business Analyst | Account Manager |
| **ADITYA BIRLA CAPITAL** | **kotak** Life Insurance | **UNI QLO** | **genpact** | **TRIDENT** Creating Values |
| Direct Marketing Trainee | Management Trainee | Retail Associate | Process Associate- Accounts Payable | Business Analyst |
| **MORNINGSTAR** | **ICICI Bank** | **SBI Securities** Investment our Trust, Dono | **PROPERTYPISTOL.com** NO ONE TARGETS YOUR NEEDS BETTER | **DECATHLON** |
| MDP Associate | E-Relationship Manager | Virtual Relationship Manager | Assistant Sales Manager | Sports Leader |
| **Flipkart** | **YES BANK** | **satguru** | **HCLTech** | **Bandhan Bank** |
| HR Recruiter | Assistant Manager- Trade Finance Operations | Finance & Accounts Manager | Process Associate | Loan Sanction Officer |
| **GlobalData.** | **DTDC** | **BAJAJ FINSERV** | **TECH mahindra** | **And many more..** |
| Associate Analyst- Insurance Database | Assistant Branch Manager | Assistant Manager- Underwriting | Process Associate | |

## Hear from our recruiters!

"Zeroing in on Sunstone as one of our Talent Acquisition Partners significantly impacted HDFC's hiring strategy! Every candidate from Sunstone is highly skilled & industry-oriented; we can't help but hire at least 1 out of every 3 candidates."

**Shobhitash Jamwal**
HR, HDFC Bank

" It's always a pleasure to work with Sunstone. The best part about Sunstone is that we can access students from 40-50 colleges from one platform, and the quality of the candidates ranges from 'Very good' to 'Exceptional.' We look forward to our continued association and quality MBA students in the coming months. "
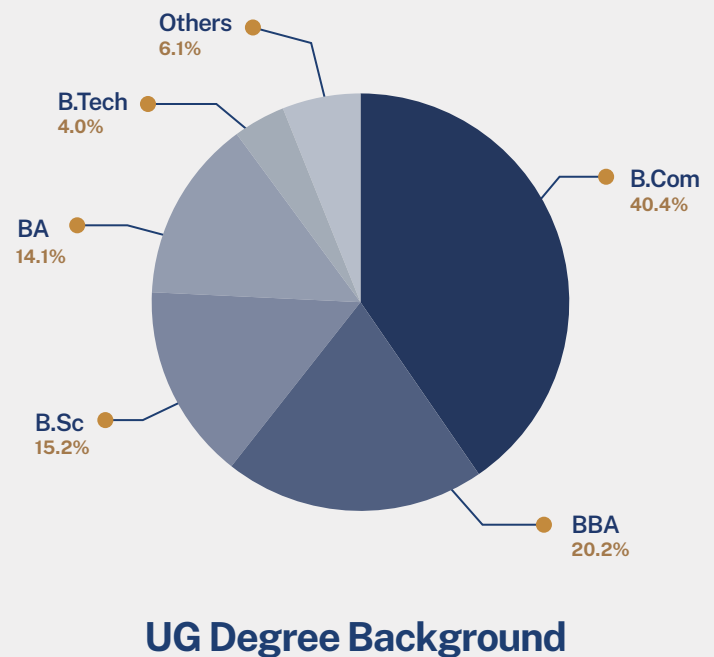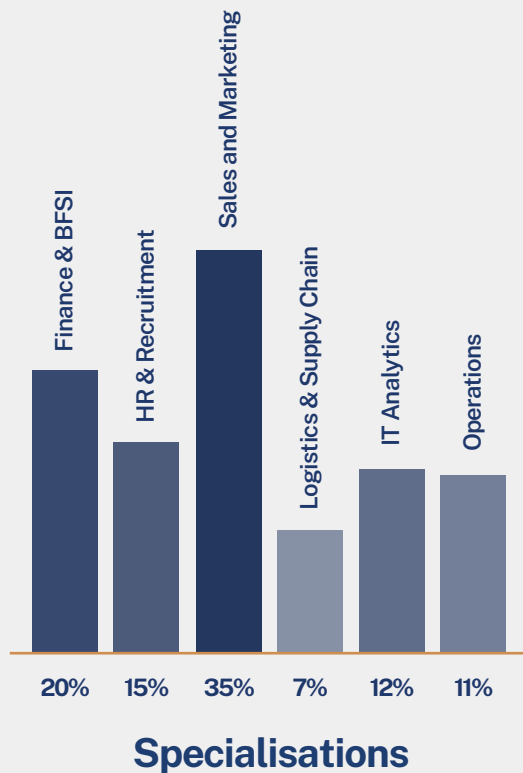
**Rajesh Mishra**
GM-HR, SHRIRAM LIFE

"I chose Sunstone because of its flexibility. I briefed Sunstone about my hiring needs depending on the role and environment and got desired candidates They are confident about the job because of the internships that are provided by Sunstone during their course"
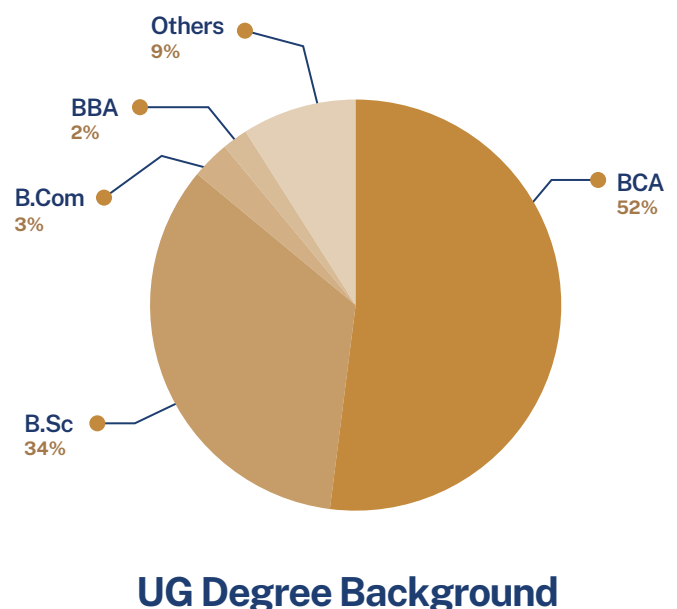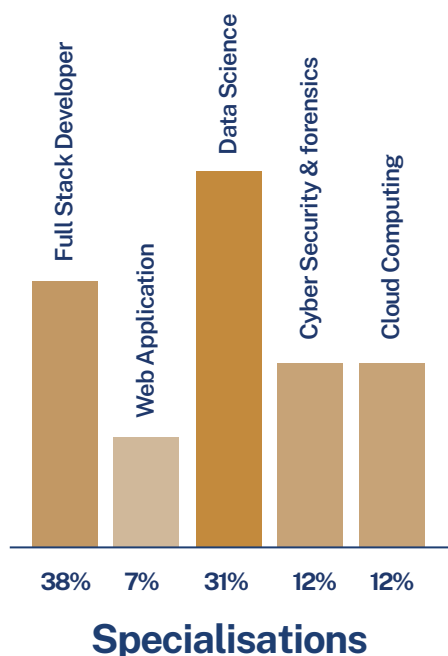
**Rishu Garg**
CHRO, Zivame

# Introducing the
# Batch of 2022-24

## MBA 1600+ Students



Specialisations bar chart:
- Finance & BFSI — 20%
- HR & Recruitment — 15%
- Sales and Marketing — 35%
- Logistics & Supply Chain — 7%
- IT Analytics — 12%
- Operations — 11%

**Specialisations**



UG Degree Background pie chart:
- B.Com 40.4%
- BBA 20.2%
- B.Sc 15.2%
- BA 14.1%
- B.Tech 4.0%
- Others 6.1%

**UG Degree Background**

## MCA 240+ Students



Specialisations bar chart:
- Full Stack Developer — 38%
- Web Application — 7%
- Data Science — 31%
- Cyber Security & forensics — 12%
- Cloud Computing — 12%

**Specialisations**



UG Degree Background pie chart:
- BCA 52%
- B.Sc 34%
- B.Com 3%
- BBA 2%
- Others 9%

**UG Degree Background**

# **Curriculum** Highlights

## 10 Management Domains

- Traditional Operations
- Digital Marketing
- Marketing
- Finance
- Inside Sales
- Retail
- IT & Data Analytics
- BFSI
- HRM
- Logistics & Supply Chains

## 6 Technology Domains

- Data Science
- Cloud Computing
- Full Stack
- Cyber Security & forensics
- Machine Learning
- Blockchain

This batch has just completed their industry internship and can't wait to meet top recruiters like you!

**1500+**
internship offers

**220 students**
received 2+ internship offers

## Major internship recruiters

# Why **Sunstone?**

- Campuses across 15+ cities
- Staggered placement calendar
- Talent pool with enhanced employability
- Productive workforce from Day 1
- Centralized, at-scale placement process
- Flexible campus placement format
- Faster placement turnaround

# Our **Placement Team**

Bringing together the best of learning and industry practices

**Nidhi Singh Saini**

Ex: Amity, IILM University, Graphic Era University & FIIB

Experience: 19+ Years

**R.V. Chakravarthy**

Ex: Woxsen School of Business, IMT Ghaziabad

Experience: 16+ Years

**Tapan Ishwad**

Ex: IILM, Sasmiras Institute of Management Studies & Research

Experience: 25+ Years

**Kulbhushan Singh Pundir**

Ex: Sharda University, IILM university, ICFAI University

Experience: 19+ Years

**Tushar Sharma**

Ex: IMS Ghaziabad, Delhi Business School

Experience: 14+ years

**Rituraj Singh**

Ex: IIM Lucknow, Coding Ninjas India, Geekster

Experience: 11+ years

**P. Gajendran**

Ex: Lovely Professional University, TÜV Rheinland NIFE Academy

Experience: 18+ Years

**Prajna Biswas Chatterjee**

Ex: Calcutta Business School, Globsyn Business School

Experience: 14+ Years

**Arati Nandi**

Ex: Times Professional Learning, NIIT Limited, T.I.M.E. Education

Experience: 20+ Years

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