



SVKM'S
NMIMS
Deemed to be UNIVERSITY

SCHOOL OF BUSINESS
MANAGEMENT
MUMBAI

MBA (REAL ESTATE
MANAGEMENT)



Interim Placement Report 2019-20

SCHOOL OF BUSINESS MANAGEMENT, NMIMS MUMBAI

NMIMS, Deemed to be University is a premier institution in the area of education for the past 39 years. Over the years it has grown into a mammoth comprising of different constituent schools in the field of management, technology, engineering, design, architecture etc. spanning over six campuses pan India.

The School of Business Management, NMIMS, Mumbai has been a leader in management education. Ranked among the top-10 private B-Schools in country, SBM, NMIMS aims to equip students with crucial management skills to help them sail through the competitive business environment of today. For its highest standard of quality assurance in business education, SBM, NMIMS Mumbai has received the global AACSB accreditation .

MBA in Real Estate Management at SBM, NMIMS, Mumbai provides access to a strategic mix of industry experts and in-house faculties across the domains of real estate, finance, valuation, marketing, operations, strategy, technology management, technical and other management disciplines which are essential to gain holistic knowledge. It emphasizes an interdisciplinary blend of theoretical and practical courses, designed by the collaborative efforts of industry experts, industry bodies, and academicians. The wide-ranging course structure of REM provides students with not only crucial business and finance concepts but also with analytical thinking, communication, collaboration, and negotiation skills.



MESSAGE FROM DR. RAMESH BHAT



"Real estate is one of the most critical sectors in the economy of any country. In India, it is also one of the most significant contributors to employment. Due to the complicated procedures and diligence planning involved, real estate management has developed into a highly specialized profession. As a result, professionals specializing in this field are much sought after by various industries. The School of Business Management, NMIMS, has envisioned the MBA Real Estate Management (REM) Program to accomplish the industry demand. It is a perfect blend of comprehensive real estate curriculum and pioneering leadership education that creates responsible leaders who can contribute to the business goals.

The MBA (REM) Program at NMIMS fosters the School of Business Management's core competencies, which is an AACSB accredited institute. The rigorous and multidisciplinary program blends theoretical and practical courses, designed by seasoned industry experts and academicians. It helps students apply academic discoveries to solve practical problems creatively. The program offers a foundation of management education and ensures hands-on learning experience. Students learn from each other, sharing their experiences and perspectives. The program emphasizes developing core competencies among students and making them specialists in land purchase and development, valuation, consulting, marketing residential, commercial and industrial property, and facilities management. The curriculum is comprehensive, focuses on applied learning, and industry integration, thereby empowering students to identify and solve industry-wide challenges in real estate. The program also offers international immersion experiences that allow the students to get a global perspective and learn the best international practices. Overall, the program equips students for careers in property valuation, development, project management, investment, and finance.

The onslaught of COVID-19 on the global economy as a whole and the real estate sector, in particular, have been profound, which might have led one to believe that there will be a downside in its activities and transactions. However, factors such as a more energetic revival of consumer demand as the COVID-19 issue subsides, government policies, and easy access to credit will help the sector advance into a new era of prosperity and affluence.

In this report, we present the program's accomplishments. I welcome you to read some of our successes as we progress in our journey to become a pioneer in real estate management education."

-Dr. Ramesh Bhat
Officiating Vice-Chancellor- NMIMS Deemed to be University
Provost- Management Education, NMIMS
Dean- School of Business Management, Mumbai

MESSAGE FROM DR. ALAKNANDA MENON



"The real estate sector in India is undergoing a major shift and is characterized by myriad changes in terms of regulations, emerging asset classes, enhanced digitization and industry consolidation. Owing to the complexity of transaction structures and ever changing market dynamics, the need for trained professionals has increased manifold. The sector requires professionals with high caliber who can adapt to the changing environment and contribute to the growth of the organization across the multiple specialized functions of the sector.

The MBA Real Estate Management at the School of Business Management NMIMS, Mumbai is a specialized program which helps students to cultivate and hone the skills required for managing the business in such an dynamic specialized sector. The program offers a blended learning experience, where in the students along with the classroom learning, work with organizations on live industry projects right from day one all throughout the two years. They spend two days every week working

with an organization learning several aspects of the business, with each trimester focused on one of the key functional areas of business such as sales and marketing, finance, project, operations and research. The students also get an opportunity to understand the nuances of International markets through the curated International Immersion program. They get to see, observe and discuss the best practices adopted by market leaders in the global arena. Curriculum designed by industry veterans across the sectors' multiple functional areas enables students to develop competencies on land, valuation, regulations, project management, marketing, sales and finance of several asset classes including residential, commercial, warehousing and other emerging asset classes of co-living and co-working spaces.

In this report, we present the program's journey in building and nurturing students for a future in this super-specialized domain of real estate."

-Dr. Alaknanda Menon
Program Chairperson: MBA (Real Estate Management)

WHY MBA (REAL ESTATE MANAGEMENT)?

Offers an opportunity to stay updated with the best international practices

Provides access to a strategic mix of industry experts and in-house faculty across multiple domain.

Guest sessions by industry experts, and academic leaders

Students get the opportunity to work on live projects which facilitates better understanding of multiple aspects and stages of several real estate asset classes.

Overseas study tour aimed at enhancing learning and understanding of international prospective

Contemporary curriculum, developed in collaboration with industry leaders from various subdomains of real estate

Covers areas like real estate, finance, marketing, operations, strategy, technology management and other management and engineering discipline.



COURSE CONTENT

Trimester – 1

- Urban Development
- Real Estate Industry & Dynamics³
- Accounting and Finance -1
- Marketing Management
- Economics for Managers
- Business Statistics
- Business Communication

Trimester – 2

- Economics of Housing and Urban Development
- Business and Construction Law
- Accounting and Finance -2
- Organizational Behaviour & HRM
- Modern Construction Techniques
- Operations Management
- Construction Materials
- Building Planning and Design Workshop

Trimester – 3

- Building Approvals and Documentation
- Real Estate Investment Analysis
- Quantity Surveying & Estimation
- Real Estate & Infrastructure
- Project Management
- Building Services
- Technology Applications in Real Estate
- Construction Safety Workshop

◀ FIRST YEAR

Trimester – 4

- Tools and Techniques for Scheduling & Project Planning
- Real Estate Asset Class -1
- Real Estate Asset Class – 2
- Strategic Management in Built Environment
- Marketing in Real Estate
- Managing Mega Projects
- Facility Management

Trimester – 5

- Real Estate Transactions, Alliances and Joint ventures
- Real Estate Asset Class – 3
- Real Estate & Infrastructure Financing
- Smart Cities
- Global Infrastructure and Real Estate
- Disruptions in Built Environment
- Negotiations Workshop

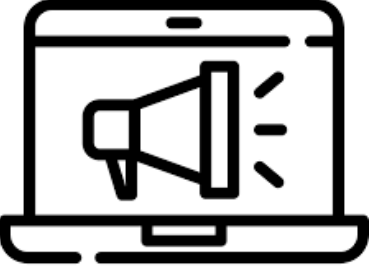
Trimester – 6

- Entrepreneurship in Infrastructure and Real Estate
- REITs and InvITs
- Public Policy & Infrastructure Development
- Real Estate & Infrastructure Valuation
- Independent Study and Dissertation


SECOND YEAR ▶

PROGRAM STRUCTURE & COURSE HIGHLIGHTS


Trimester
1 & 2:
Understanding
the market




Trimester 3
Projects &
Operation




Summer
Internship



Trimester
4 & 5:
Finance



Course of
Independent
Study



General
Management

Sales
&
Marketing

Projects
&
Operation

Legal
&
Technical

Finance
&
Economics

2018-20 BATCH PROFILE

EDUCATIONAL BACKGROUND

B. E. Civil Engineering

48%

Bachelors in Architecture

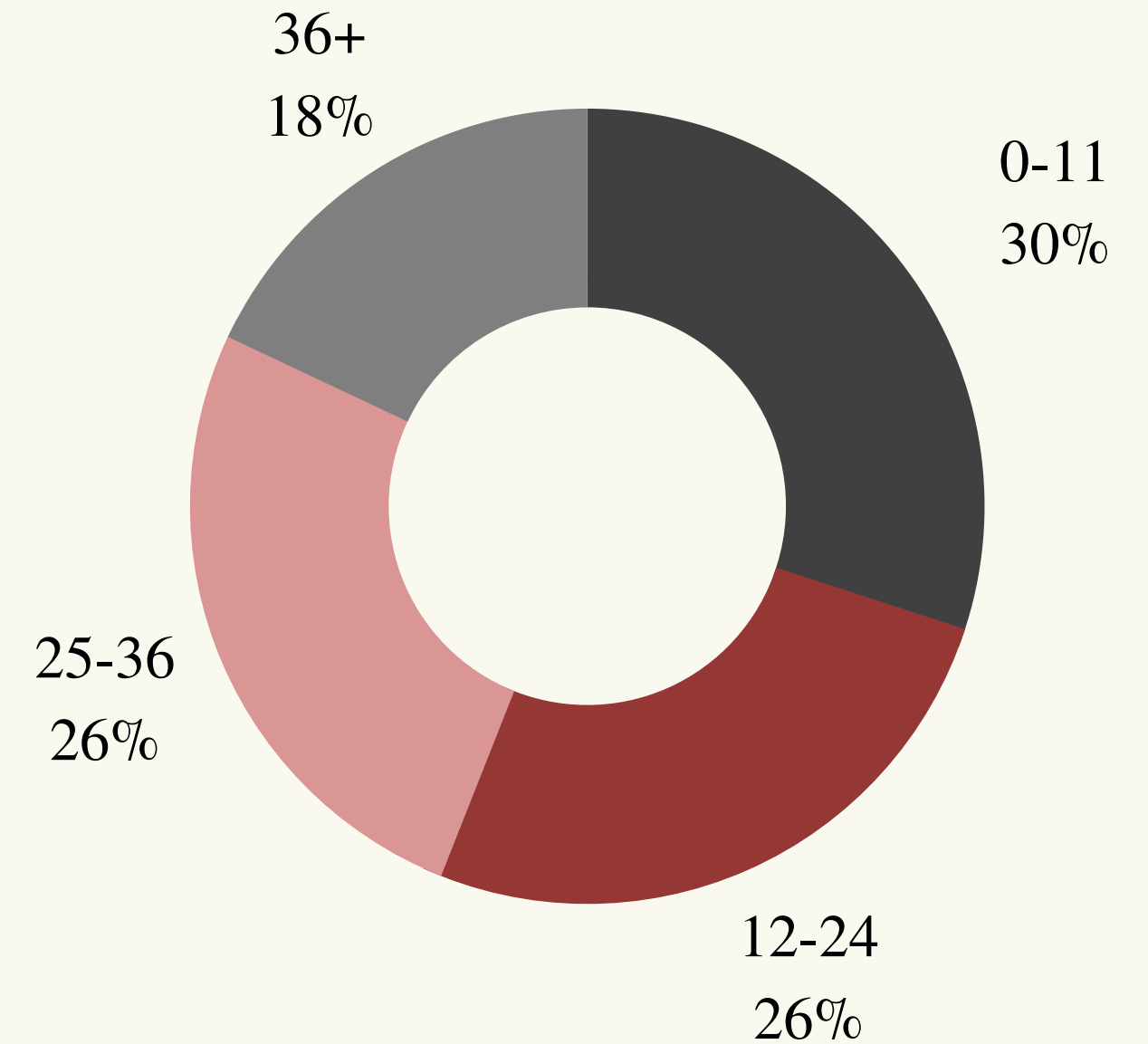
7%

Others

45%

**AVERAGE WORK EXPERIENCE:
23 MONTHS**

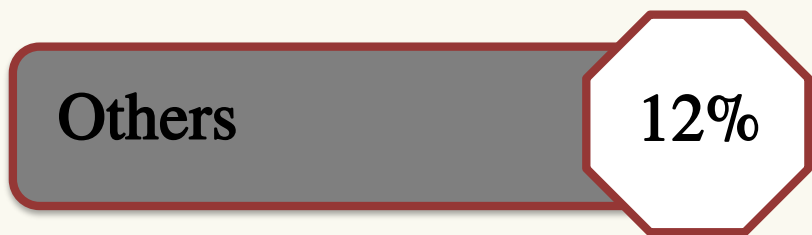
AVERAGE AGE: 25 YEARS



WORK EXPERIENCE(MONTHS)

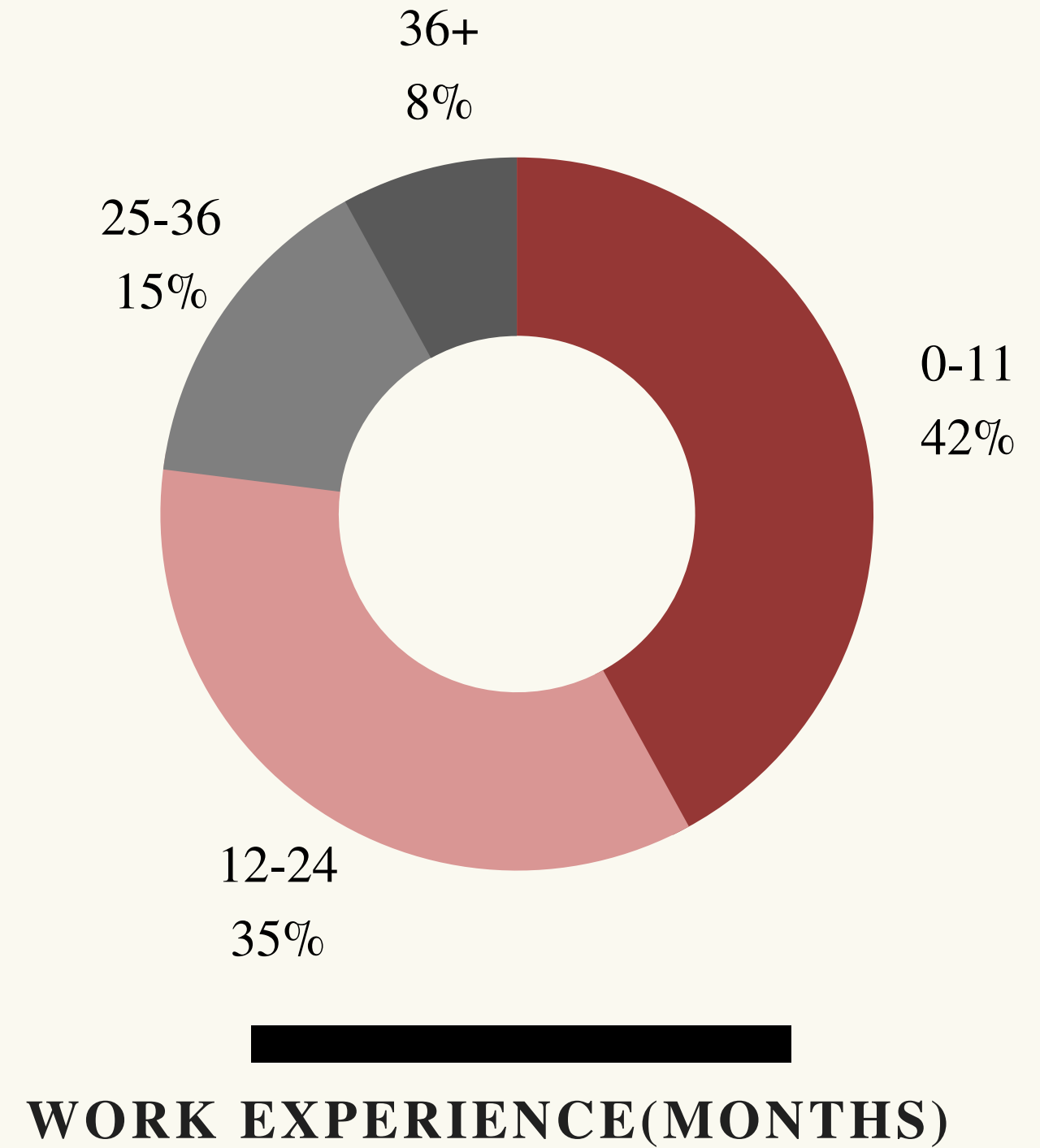
2019-21 BATCH PROFILE

EDUCATIONAL BACKGROUND



**AVERAGE WORK EXPERIENCE:
14 MONTHS**

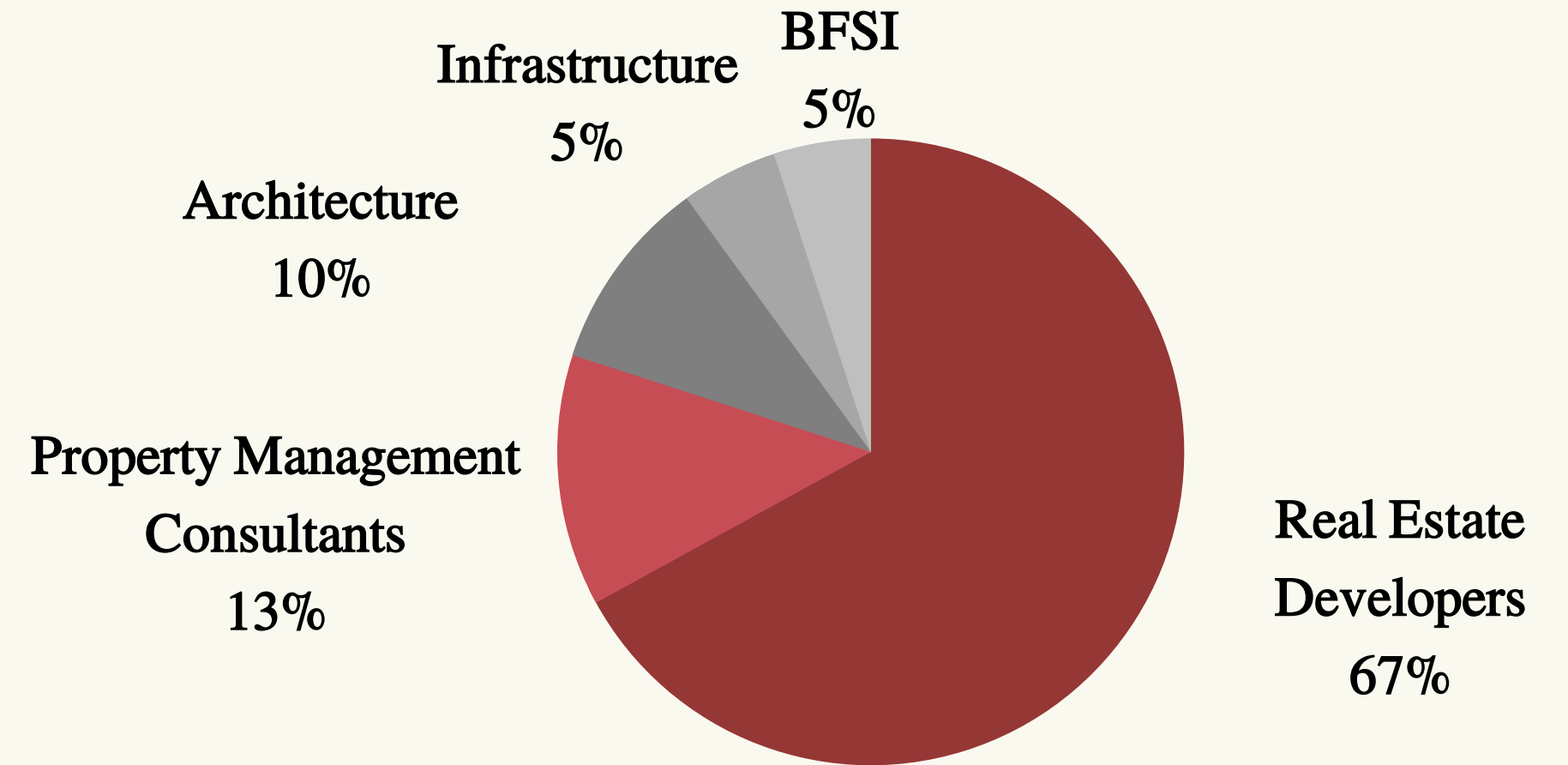
AVERAGE AGE: 24 YEARS



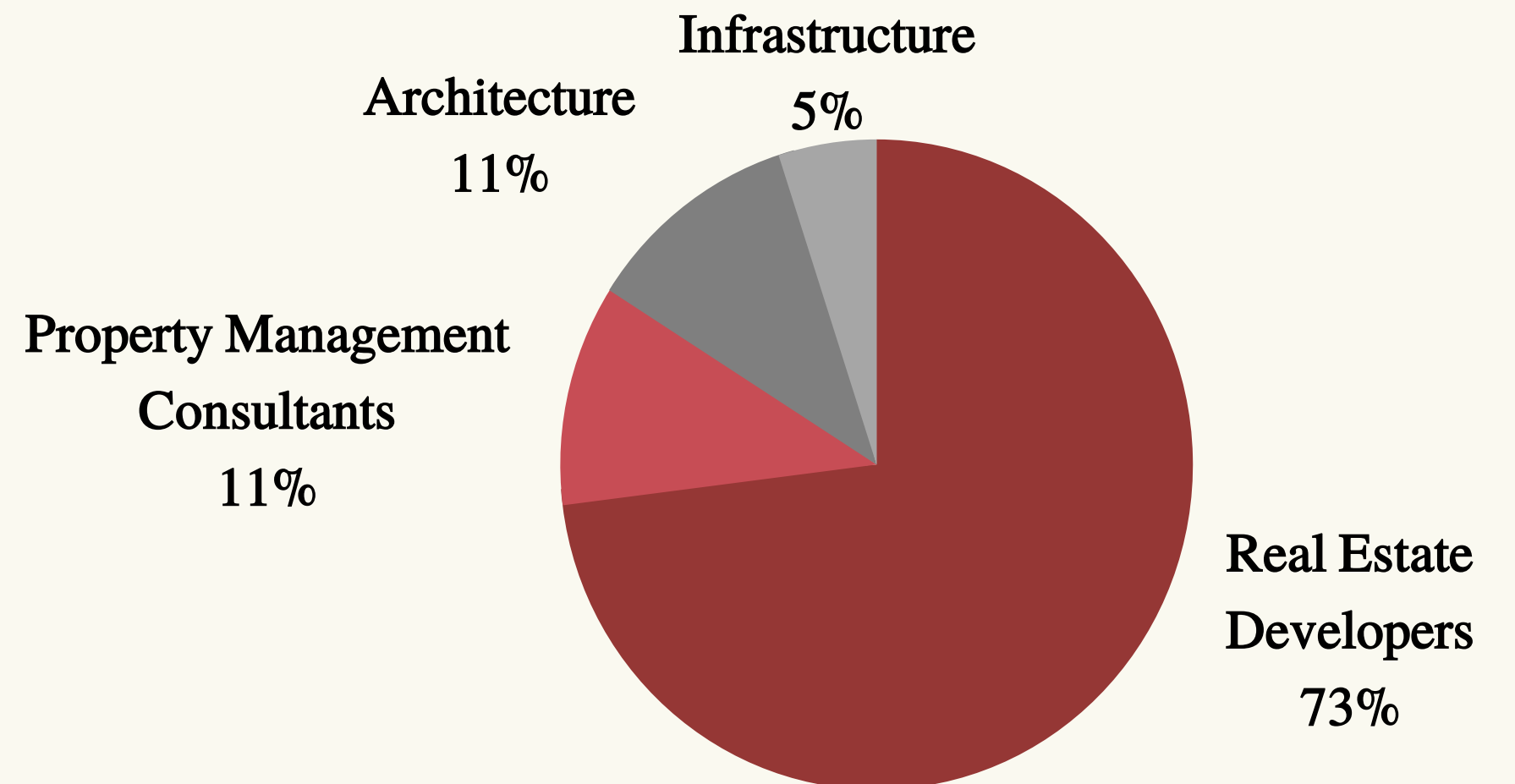
FINAL PLACEMENT STATUS

There has been a good response for campus recruitments. The placement drive saw a mix of offers for domains like marketing, sales, strategy and business development. While the average CTC on offer stood at 7.45 LPA, the highest CTC offered to students was 8.4 LPA. Some of our recruiters would be sharing their results post ease of the lockdown.

Sector-wise companies visited



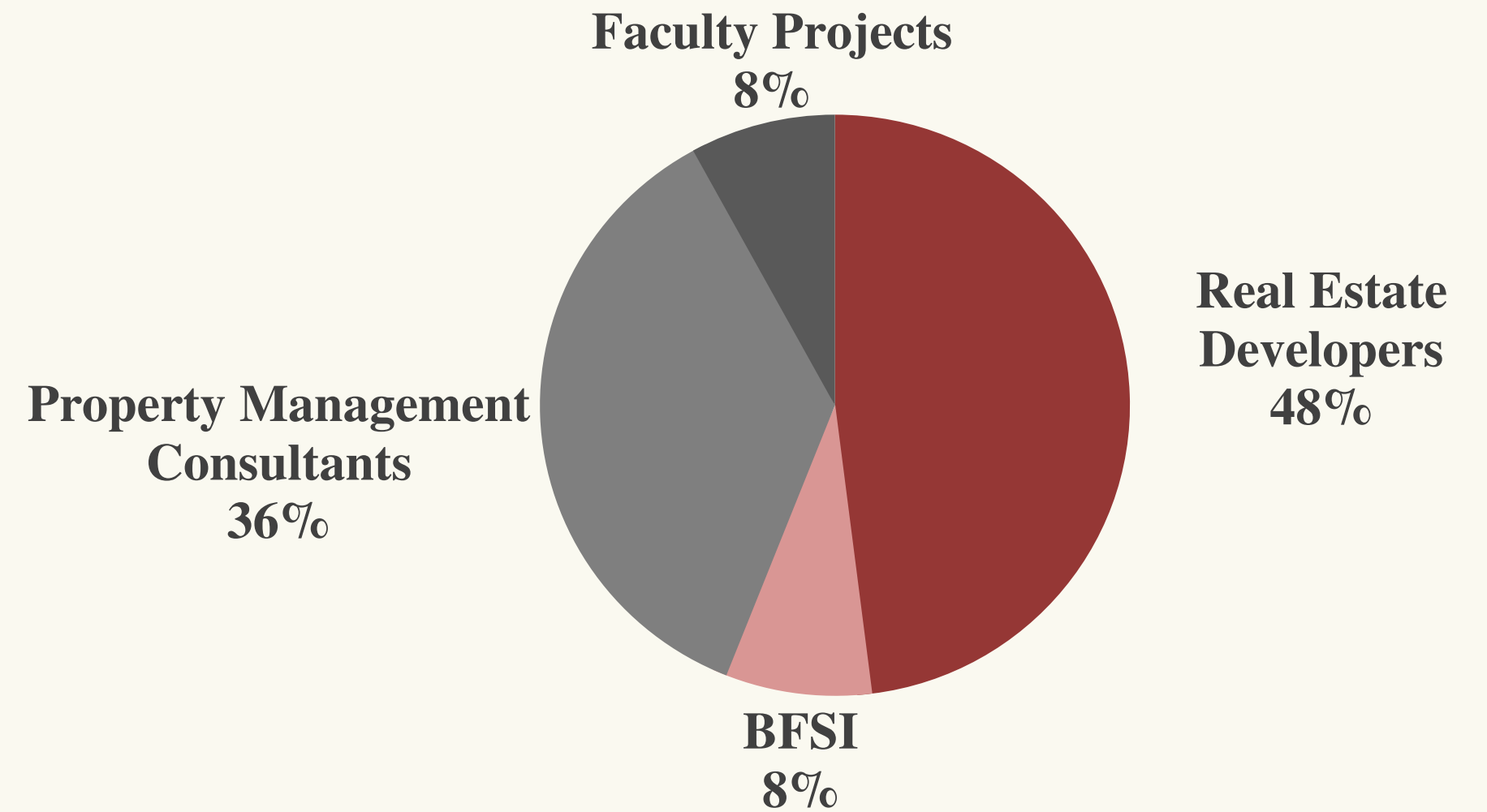
Sector-wise students placed



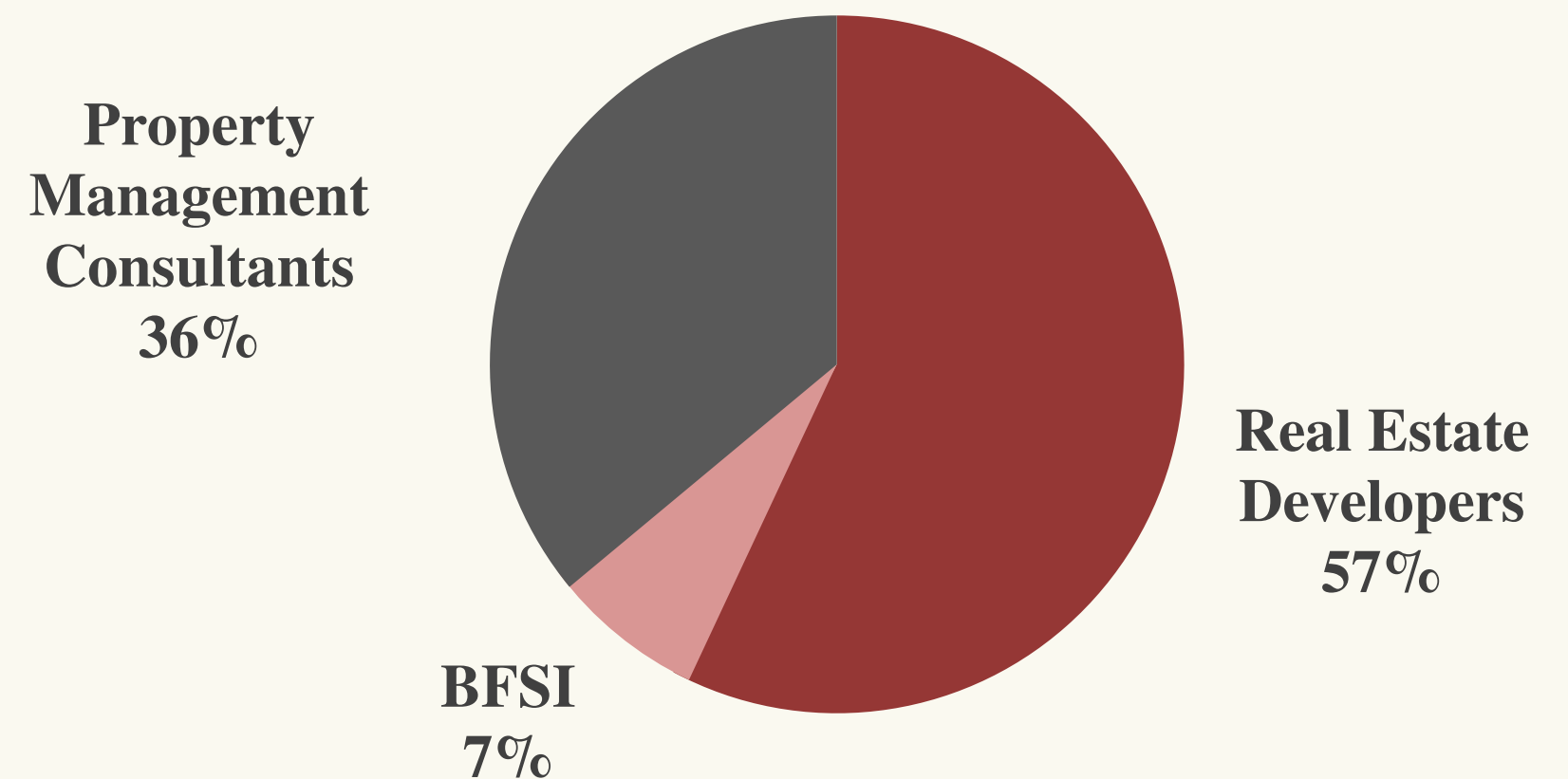
SUMMER INTERNSHIP HIGHLIGHTS

Summer Internship is an integral and a great learning platform for our students and it goes a long way in shaping the learning obtained in the class room. It introduces students to the intricacies of the corporate world and provides first-hand experience of a real estate business. The companies participated in the placement process include Acme Housing, CREDAI MCHI, Ajmera Group, ANAROCK Property Consultants, Suvidha Lifespaces, HDFC Capital, WorkAmp Spaces, Sai Estate Consultants, SimpLease, Potdar Consultants, Maitreya Capital Advisors, Mahaveer Developers, Time Square Properties, Sheth Creators, Dremax Developers.

Sector-wise students placed



Sector-wise companies visited



WEEKEND PROJECT HIGHLIGHTS

Weekend projects is a great learning platform which introduces students to the intricacies of the corporate world. The program necessitates undertaking of two weekend projects, i.e. one project per academic year. The students have to undertake sales & marketing projects in 1st year and Finance projects in 2nd year and are expected to work for any two days between Friday and Sunday. The companies participating the placement process included Acme Housing, Mahindra Lifespaces, ANAROCK Property Consultants, The Wadhwa Group, Suvidha Lifespaces, Remax, Dremax Developers, Time Square properties, Sheth Creators and Concept Design.

Sector-wise companies visited

Property Management Consultants
27%



Real Estate Developers
73%

Sector-wise students placed

Property Management Consultants
40%



Real Estate Developers
60%

INDUSTRY INTERACTION SESSIONS



Mr. Sunil Mishra, CEO, Trespect India Pvt. Ltd.



Mr. Vrushank Mehta, VP Corporate Sales & Land Acquisition, The Wadhwa group



Mr. Rahul Lodha, Head of Sales Strategy, Lodha Group



Mr. Sahil Vora, Co-Founder, SILA

Guest sessions by industry experts and academic leaders enhance the learning experiences of our students and form an integral part of the program. The course aids the students in building careers not only in the real estate sector but also in areas/industries that are enablers to real estate such as financial institutions, architectural firms, legal firms, valuation companies, international consultants etc.

INTERNATIONAL INDUSTRIAL VISITS

(Malaysia & Singapore; October 2018 and Dubai; February 2020)

The overseas study tour, a part of the curriculum, aims at enhancing learning and understanding from international perspectives, giving them exposure to the world class developments in the sector, exposure to mega projects, sales and marketing, design and execution, operations etc. of multiple scales, latest technological advancements such as 3-D printed buildings etc. to name a few. Along with classroom studies, the students work with organizations on live projects curated towards understanding multiple aspects and stages of several real estate asset classes that are embedded all throughout the six terms.



ALUM TESTIMONIALS

"The course is very crisp and covers good curriculum for beginner and intermediate level. The beauty of this course is the mandatory internship which gives hands on experience and makes you industry ready by the time you complete the course; what goes unsaid is the kind of experienced faculty and industry expert sessions that NMIMS gets for the student."



Parth Shah
Senior Manager Business
Development & product
(Centrum REMA)
2015-17 Batch

"NMIMS introduced this course at a right time. RECM is a brilliantly designed course, a blend of theory and practical knowledge covering every aspect of the real estate sector. The in-house faculty and guest lecturers were experienced and well renowned in the construction sector. Field trips and site visits were organised giving us practical insights about the industry I learnt a lot from my classmates as they hailed from different backgrounds ranging from civil engineers, real estate brokering and real estate development. This course really helped me gain a lot of insights and transformed my outlook towards the industry."



Devashish Raval
Director (Krishang Infra Private Limited)
2015-17 Batch

"PGDM Real Estate and Construction Management program helped me get exposure to various aspects of real estate world and to develop as a real estate professional. Thanks to all the masterminds involved in designing this course to meet the industry requirements."



Joel Soans
Senior Analyst (HDFC
Capital)
2016-18 Batch

"2 years of RECM have helped me to understand various aspects of real estate starting from acquisitions, valuation execution, analyze investment proposals, sales, marketing and handover. Weekend lectures, field experienced professors / workshops / guest lectures / mentor interactions have helped me to gain immense knowledge of this field in last 24 months."



Suraj Shah
Senior Executive (Godrej Properties)
2018-20 Batch

"PGDM RECM programme has been a significant force of shaping up my career to what it is today. Their curriculum is panned over various sectors of the real estate business ecosystem accompanied with insider reviews by the industry stalwarts. This in turn has opened multiple corridors for me where I can showcase my talents and learning's from here. NMIMS has provided me with good insights from the industry. The management skills that I learnt and the networks I developed are the things I cherish even today. Looking forward to building a long term relationship with NMIMS."



Kevin Gosalia
Senior Executive (Godrej Properties)
2018-20 Batch

MENTORS AND CORPORATE PARTNERS



CREDAI - MCHI



Mahindra
LIFESPACES



CBRE

IT'S THOUGHTFUL. IT'S
Kustomjee®



JM FINANCIAL



ANAROCK
VALUES OVER VALUE



MARATHON

TRESPECT
INTELLIGENT CHOICES

DOSTI
FRIENDS FOR LIFE

Sila



PENINSULA LAND
CREATING INTERNATIONAL LANDMARKS



PURANIKS
Ideas that stay with you

CONTACT US

Assistant Director- Placements

Mr. Jayesh Ahuja-+(91) 9820222048
jayesh.ahuja@nmims.edu

Placement Assistant

Mr. Joe D'souza- +(91) 9762357599
joe.dsouza@sbm.nmims.edu

Placement Office

remplacecom.stu@nmims.edu



**SCHOOL OF
BUSINESS MANAGEMENT
Mumbai**

V.L. Mehta Road, Vileparle (West), Mumbai, Maharashtra 400056