



FARM *to* FORK



**EXCLUSIVE
 NEWSLETTER OF
 CCS NIAM**

PLACEMENT EDITION 2026

'Celebrating the 25 Years of Legacy'



Shri Anoop Khinchi, IAS
 DG CCS NIAM

**- DIRECTOR GENERAL'S
 MESSAGE**

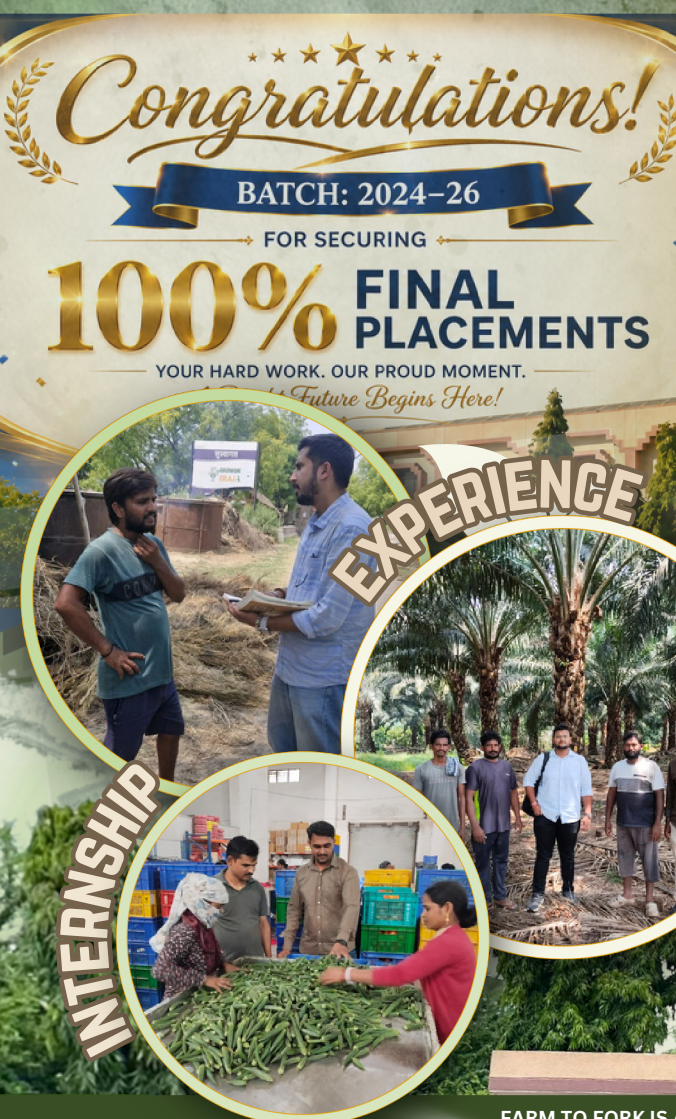
- **25 YEARS OF PGDM-ABM**
- **OUR RECRUITERS**
- **SIP MENTOR FEEDBACKS**
- **STUDENTS' SIP EXPERIENCE**
- **ALUMNI**
- **MEET & GREET SERIES**
- **GRATITUDE TO OUR RECRUITERS**

As CCS National Institute of Agricultural Marketing (CCS NIAM), Jaipur, under the Ministry of Agriculture & Farmers' Welfare, Government of India, proudly commemorates *25 years of excellence* in its Post Graduate Diploma in Management – Agri Business Management (PGDM-ABM) programme, I extend my heartfelt gratitude to our students, alumni, faculty, recruiters, industry partners, and all stakeholders whose unwavering support and contributions have been instrumental in shaping this remarkable legacy.

Our flagship PGDM-ABM programme has consistently attracted exceptional talent from across the country through a rigorous and merit-based selection process. By seamlessly integrating academic rigor with experiential learning, industry immersion, research, and field exposure, the programme equips students with the managerial competence, analytical acumen, and leadership capabilities required to address the dynamic challenges and emerging opportunities within the agribusiness ecosystem. Over the years, our graduates have established themselves across leading organizations in agribusiness, agri-tech, food processing, FMCG, consulting, supply chain, rural finance, and allied sectors. Their success reflects the strength of NIAM's academic foundation, distinguished faculty, strong industry interface, and vibrant alumni network, all of which foster innovation, ethical leadership, and a commitment to sustainable agricultural development.

I sincerely thank our valued recruiters for their continued partnership and invite organizations across the agribusiness ecosystem to collaborate with institute in shaping future-ready agribusiness professionals through meaningful placement and internship opportunities

**INSIDE THE
 ISSUE**





25 YEARS OF SHAPING AGRIBUSINESS LEADERS

Every great institution begins with a single, bold idea. For CCS NIAM, that idea was born in August 1988; a premier national-level institute set up by the Government of India to offer specialized training, research, education and consultancy in agricultural marketing. As an autonomous body under the Ministry of Agriculture & Farmers' Welfare, the institute was envisioned to impart training to functionaries, conduct research, and offer consultancy and management education that would build competent human resources for the agricultural marketing sector.

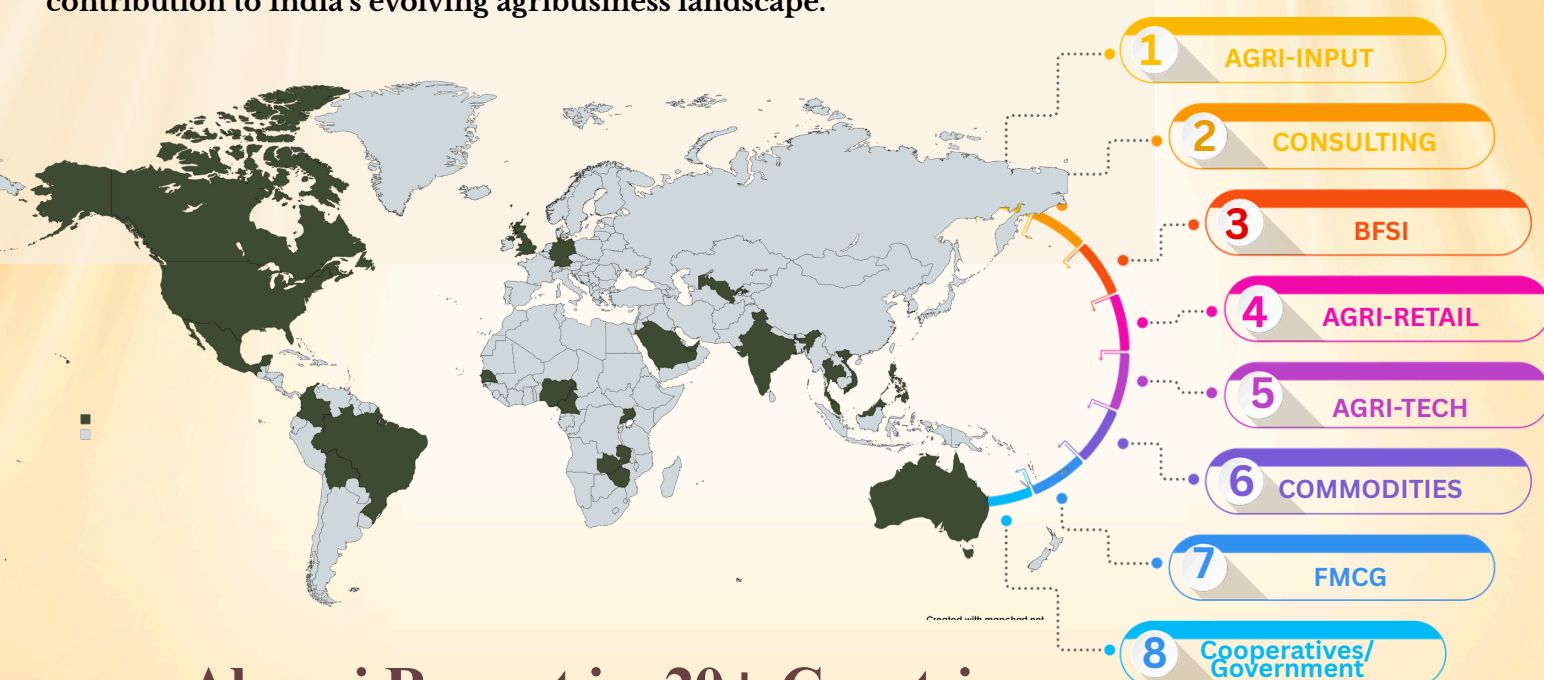
That idea found its true calling in 2001, when the flagship PGDM-ABM programme was launched, which was designed to enable agricultural graduates to acquire the critical competencies needed to function as effective agri-business managers. A two-year, fully residential programme, PGDM-ABM combines the rigour of a management degree with the specialized skills a career in agribusiness demands.

Over the past 25 years, this vision has translated into real impact. Today, our alumni network of **1,069 professionals** stands as a testament to the institute's legacy. Beyond corporate roles, the entrepreneurial spirit nurtured through the PGDM-ABM programme has given rise to 20+ startups, reflecting our graduates' ability to not just join the agribusiness ecosystem but reshape it.

As we celebrate this Silver Jubilee milestone, this Placement Edition is a tribute to the NIAM community; from alumni who have carried the legacy forward through industry leadership, to the current batch whose internship experiences reflect meaningful engagement with farmers, field realities, and mentorship. Together, these stories showcase NIAM's enduring contribution to India's evolving agribusiness landscape.



Founding New-Age Startups.



Alumni Present in 20+ Countries

FINAL AND SUMMER PLACEMENTS

We are proud to be recognised among the leading B-Schools for PGDM-ABM in India, with a consistent record of 100% placements since inception. We are delighted to share the Final Placement Report for Batch 2024–26 and the Summer Placement Report for Batch 2025–27, reflecting our students' excellence, industry confidence, and commitment to building future-ready Agri-Business professionals.

FINAL RECRUITERS PGDM -ABM 2024-26



OUR SUMMER RECRUITERS PGDM-ABM 2025-27



FINAL PLACEMENTS 2024-26

12.1
LPA

Average CTC

11
LPA

Median CTC

19
LPA

Highest CTC

FINAL PLACEMENT OVERVIEW (2024-26)

22

Agri-Input

11

BFSI

5

Cooperatives

3

E-Commerce

11

Agri-Tech

3

FMCG

6

Animal Nutrition

4

Consultancy

3

Others

69
STUDENTS

54
15



18
STATES

1
UT

WORK EX DIVERSITY 2025-27



STUDENTS : 97

25



72



17
STATES

1
UT



38

Agri-Input

13

FMCG

6

Commodity

7

E-Commerce

9

Agri-Tech

12

Animal Nutrition

3

Consultancy

9

Others

INTERNSHIP
OVERVIEW
(2025-27)

★ MENTOR REVIEWS ON STUDENT SIP PERFORMANCE ★



K. Jai Murugan
QA/QC Manager
De Heus India Pvt. Ltd.

The intern displayed exceptional learning agility, professionalism, and commitment throughout the internship. The depth of industry knowledge gained in just two months is typically acquired over six to eight years of professional experience was remarkable. The quality of work earned appreciation from senior leadership, reflecting its significant impact.



Deepak Yadav
Associate Manager
Atomgrid

The intern consistently demonstrated exceptional enthusiasm, professionalism, and a strong work ethic throughout the internship. By combining sharp business acumen with a proactive approach, the intern generated significant business value for the organization over the six-month period. Impressed by the intern's commitment and performance and satisfied with the overall contribution made to the organization



Bhupender Singh
State Head, Carbon Supply
Varaha Climate
Ag Pvt. Ltd.

The intern exhibited exceptional sincerity, accountability, and consistency in delivering assigned responsibilities throughout the internship. Every task was executed with diligence, meticulous attention to detail, and within the committed timelines, demonstrating a strong sense of ownership and reliability. The supervisor particularly appreciated the intern's strong interpersonal skills, positive approach, and ability to collaborate effectively with the team across diverse assignments. A high level of adaptability and eagerness to contribute consistently made the intern a dependable, valued, and trusted member of the organization.



Imtiaz Chaglani
Vice President
Sanzyme Biologics
Private Limited

The intern demonstrated remarkable initiative and a strong drive to learn throughout the internship. By proactively understanding expectations and responding with effective execution, the intern consistently added value to the team through well-planned, result-oriented contributions. The quality of work, professional attitude, and potential displayed during the internship made a lasting impression on the organization.



Sanjeev Chandola
Senior Area Manager Pet
Foods - UP
Wipro Consumer Care
& Lighting

The student demonstrated exceptional analytical capability, perseverance, and strategic thinking throughout the internship. By undertaking extensive field research and translating complex market insights into a comprehensive go-to-market blueprint, the student exhibited a strong understanding of market dynamics and business strategy. The project reflected a structured approach to problem-solving, sound research methodology, and the ability to develop practical, data-driven recommendations, delivering meaningful business insights with clarity, precision, and strategic relevance.



SUMMER INTERNSHIP DIARIES



Akhilesh Kotiyal
Export Trading Group



My Summer Internship at ETG was an enriching experience that provided valuable exposure to agricultural market intelligence, commodity research, and strategic analysis through the project "Integrated Research in Pulse Markets, Pea Protein and Agricultural Intelligence."

As part of the project, I conducted extensive primary research across 9 districts and more than 215 villages in Madhya Pradesh, interacting with 240 farmers to study cultivation patterns, acreage trends, crop preferences, and the factors influencing Summer Moong and Urad cultivation. The research provided valuable field-level insights that we turned into actionable market intelligence.

The findings indicated a likely increase in Summer Moong production and a decline in Urad production, reflecting changing pulse cultivation dynamics in the region. Farmers' crop-selection decisions were primarily influenced by weather conditions, irrigation availability, and the previous season's crop performance and returns, highlighting the key factors shaping future cultivation decisions.



Bhargav Jayant Hegde
Flipkart Minutes



My internship in the quick-commerce industry as an Assistant Manager Intern with Flipkart Minutes in the Fruits & Vegetables (F&V) Quality Team was a highly enriching learning experience that enhanced my understanding of operations, quality management, and supply chain management.

I worked on the project "End-to-End Supply Chain Analysis and Defect Mapping," where I conducted Quality Control (QC) inspections, prepared Arrival Quality Reports (AQRs), analyzed major customer return issues and their root causes, evaluated the impact of tomato packaging changes across 20 dark stores, and carried out competitor benchmarking studies on quality, pricing, packaging, and operations.

This experience provided valuable insights into critical supply chain touchpoints, quality standards, packaging impact, and the role of operational decisions in customer satisfaction, while strengthening my analytical, problem-solving, and data-driven decision-making skills.

SUMMER INTERNSHIP DIARIES



Katta Sreya
Godrej Agrovet Limited



During my Summer Internship at Godrej Agrovet Limited, Oil Palm Division, Eluru District, Andhra Pradesh, I conducted an end-to-end primary research study on "Fresh Fruit Bunch (FFB) Productivity and FMS App Adoption among Oil Palm Farmers."

Over five weeks of intensive field research across five clusters Pangidigudem, Rallakunta, Thimmapuram, Pothepalle, and Gunnampalli I personally interviewed 122 farmers using two structured questionnaires, assessing irrigation practices, fertilizer management, pest and disease patterns, harvesting efficiency, and digital tool adoption.

Key findings revealed a 93.7% drip irrigation adoption rate, Ganoderma disease affecting 49% of farmers, and a critical FMS App gap: 100% awareness yet under 15% active usage, largely due to keypad phone exclusion and the absence of Telugu language support.

This internship sharpened my capabilities in primary data collection, quantitative analysis, field research methodology, and agribusiness problem-solving, giving me ground-level exposure to one of India's fastest-growing agricultural sectors under the NMEO-OP mission



Sumer Singh Naruka
ITC Limited



This summer, I had the privilege of interning with ITC Limited's Agri Business Division, working on mango procurement across Malihabad and Hasanganj — one of India's most prominent mango belts.

The experience was truly end-to-end, from designing the action plan at the corporate office to conducting farmer surveys across 15+ villages, establishing 4 collection centres, and coordinating with 4 FPOs on the ground.

We built a farmer database of 86 growers covering 1,667 acres, facilitated 4 lakh paper covers across 215 farmers, and worked towards a daily procurement target of 30 MT across Dasher, Langra & Chausa.

What the classroom teaches in frameworks, the field teaches in reality. A hailstorm wiping out 50–60% of crop overnight, a 75% harvesting efficiency gap, and real-time farmer negotiations were lessons no case study could replicate.

I proposed solutions around grade-based procurement and labour optimisation; seeing management consider intern recommendations was the most rewarding part of the journey. Grateful to ITC Limited and my mentors for an internship that was everything but ordinary.

MEET & GREET SERIES

“The bond between CCS NIAM and its alumni extends far beyond graduation, uniting generations through shared experiences and a common vision. Celebrating this enduring connection, the Alumni Committee organized a series of Meet & Greet sessions, bringing together students and alumni across Jaipur, Gurgaon, Bangalore, Hyderabad, and Tamil Nadu.

These interactions offered students valuable industry insights, career guidance, and firsthand perspectives on the evolving agribusiness landscape across different regions of the country. Alumni shared their professional journeys, workplace experiences, and regional opportunities, helping bridge the gap between classroom learning and industry expectations.

More than networking events, the sessions celebrated the spirit of the NIAM community, fostering meaningful conversations, mentorship, and lasting connections. As we strengthen these ties, we look forward to many more opportunities to learn from and celebrate our ever-growing alumni fraternity.”

NIAM ALUMNI ASSOCIATION



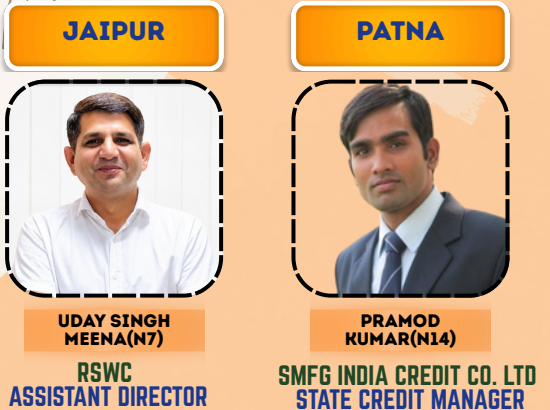
GURUGRAM



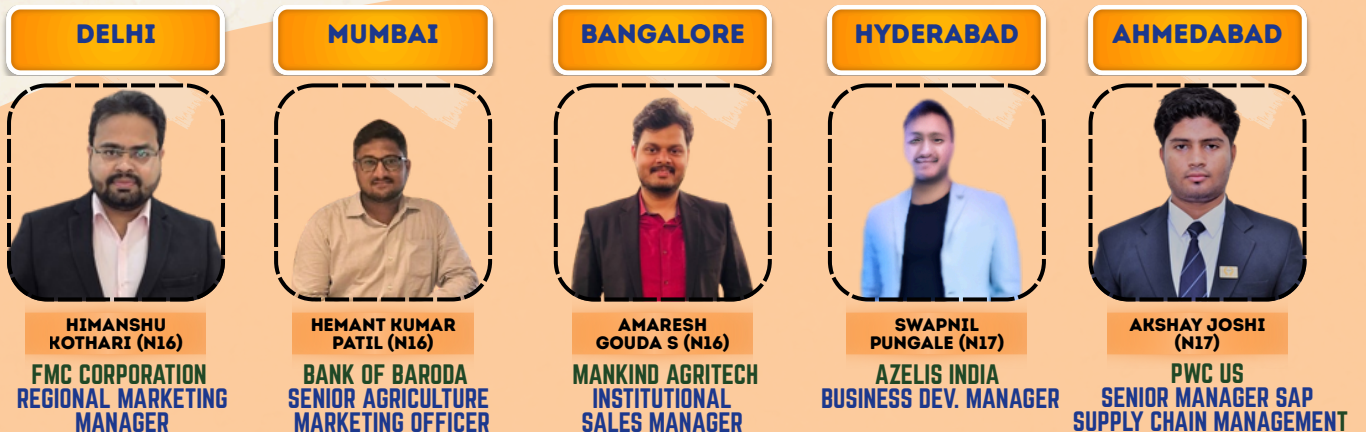
JAIPUR



BANGALORE



REGIONAL COORDINATORS



GRATITUDE TO OUR RECRUITERS

Dr. Hema Yadav
Director
PGDM (ABM), CCS NIAM



Our institute continues to make significant strides in academic excellence, research, innovation, and industry engagement. These accomplishments are a reflection of the collective commitment, dedication, and collaborative spirit of our students, faculty, staff, alumni, and partners. As we strengthen our academic ecosystem, we remain focused on nurturing responsible leaders, fostering innovation, and creating meaningful social impact. Heart felt thanks to everyone and we will continue to uphold our values and pursue new milestones with confidence and purpose.

Our heartfelt gratitude goes to our valued recruiters and corporate partners for their unwavering support in nurturing our students through internship and placement opportunities. Their trust reflects the quality of talent and academic excellence that our institution strives to cultivate. I warmly invite prospective recruiters to visit our campus during the upcoming recruitment season and connect with our promising management graduates. Together, let us build meaningful collaborations that create lasting value for both industry and academia.

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Upcoming Events

- Alumni Chapter Meet
- AGROVON
- Industrial Visit
- Silver Jubilee Celebration

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FARMAURA- Spheres of Knowledge

