



PGDM
AUTUMNS PLACEMENT REPORT
2020

About SPJIMR

Bharatiya Vidya Bhavan's S P Jain Institute of Management and Research (SPJIMR), Mumbai, is one of India's leading management institutes with a unique pedagogy that combines rigorous coursework with value-based education and a strong student-faculty connect. It is among the only five Indian business schools to be ranked under the QS World MBA rankings for four consecutive years.

The programme structure takes the participants on divergent journeys that include a special course on understanding rural India through a four-week social internship with non-profits. The programme equips participants through a 'Specialisation Semester' before they take up corporate roles. This offers a distinct value proposition to companies because students have a rounded exposure before they are hired. Some of the key highlights of the SPJIMR pedagogy are as below:

DoCC

DoCC stands for Development of Corporate Citizenship. This is a SPJIMR initiative in which PGDM participants work in rural India with a non-profit organisation, opening new opportunities to learn and serve. Participants gain first-hand experience on the challenges of life and work in rural India. Over the past few years, SPJIMR participants have carried out more than 1,500 DoCC projects with NGOs, funding organisations, corporate and government bodies. During the programme, participants interact with people working at the grassroots in locations spread across India, understand the structural challenges of the area and draw insights on issues of rural India. It is a unique way of sensitising future managers to the concerns and issues of rural India. DoCC offers participants a hands-on opportunity to apply their business acumen and classroom learnings to unstructured business environments. This year marked the 26th edition of this course.

Abhyudaya

Abhyudaya is a mentoring initiative under which students of the PGDM batch mentor children from underprivileged backgrounds. Each participant is mapped to a school child, also called 'Sitara'. Participants prepare a plan of action to mentor the child and visit the Sitara's house 12 times through the year for mentoring sessions.

This sensitises participants to the challenges faced by the urban poor. The initiative gives the participants an opportunity to take responsibility, support and help shape the future of children from diverse backgrounds and also view the world through their eyes.

Autumns at a Glance

The autumns season this year ran on a virtual campus recruitment model that was quickly put in place after the pandemic caused by the COVID-19 virus forced a temporary closure of the campus. The SPJIMR autumns internship process saw participation from 88 recruiters, who cumulatively rolled out over 268 offers for 236 participants from the PGDM Class of 2021 across industries like BFSI, e-commerce, FMCG, pharmaceuticals and consulting. The key highlight of the season was the pioneering virtual recruitment process that was handled across a combination of platforms like Zoom, Microsoft Teams, Google Meet, Cisco WebEx and Amazon Chime. Real-world systems and processes like group discussions and interview panels were replicated virtually through unique features across the different platforms. The season saw 61 new recruiters, which included Allianz Investment Management, Invesco Mutual Fund, ICICI Prudential AMC and Prione. FMCG and e-commerce continued to be the most dominant sectors in terms of the number of hires with 33 percent and 15 percent of the participants placed in these sectors respectively.

Recruiters such as Accenture Strategy, Amazon, Boston Consulting Group, Hindustan Unilever Limited, Mahindra GMC, Marico, Microsoft, Procter & Gamble, Reckitt Benckiser and Tata Administrative Services are some of the prominent recruiters who returned to SPJIMR to participate in the online hiring process.

The median compensation for offers with stipends for the two-month internship clocked in at a remarkable INR 240,000 with the average stipend rising above INR 201,000. More than 60 percent of the batch received offers of INR 200,000 and above.

Virtual Classes

Amidst challenges due to COVID-19 that caused a temporary closure of the campus, the participants attended online classes for their 'Specialisation Semester' in the safety and comfort of their homes, while ensuring, continued student-faculty interaction and peer learning via discussions through video conferencing and other digital collaboration platforms.



A brief on participating companies

Consulting and General Management

Consulting roles drew significant interest for autumn internships, with elite consulting firms like Accenture Strategy, Avalon Consulting and Boston Consulting Group, rolling out multiple offers in strategy and management consulting. New recruiters like Neeyamo, Qwixpert and Revature, also participated in the process and gave offers with profiles in technology consulting and management consulting.

Nine offers were made this year by recruiters like Mahindra GMC and Tata Administrative Services with a view on long-term engagements in leadership positions. The roles pertain to the application of business acumen and concepts learnt across domains and also involves close interaction with group CXOs. During the internship, participants will gain deeper insights into the spectrum of businesses with special focus on a given domain.

E-commerce

E-commerce continued to be a sought after sector, with over 15% of the batch placed in prestigious organisations in this domain. Prominent recruiters included Amazon, Cloutail, Flipkart, Ola and Prione. The batch was placed in coveted programmes like BOLD and FLDP at Amazon. Roles offered in this sector included Product Management, Program Management, Supply Chain, Business Development, Vendor Management, In-stock Management, Marketing and Branding, to name a few. E-commerce as a channel has witnessed unprecedented growth and the participants will have the opportunity to explore the sector through leadership and functional roles.

Sales and Marketing/ Operations and Supply Chain

SPJIMR continues to build on its strengths in the FMCG sector. With a strong foundation in Marketing and Supply Chain, the PGDM batch of 2021 witnessed more than 17 recruiters from the FMCG sector participating in the autumn placement process.

This year saw 61% of the Marketing Management batch and 39% of the Operations and Supply Chain Management batch accepting offers in this sector. Overall, 30% of the batch was placed in FMCG, with roles in Sales and Marketing, Digital Marketing and Supply Chain Management. This year saw recruiters like GSK Consumer Health coming back to campus. Overwhelming participation was recorded from our regular partner companies like Asian Paints, Colgate Palmolive, General Mills, Hindustan Unilever Limited, Johnson & Johnson, L'Oréal, Marico, Mondelez, Nestle, Pidilite, Procter & Gamble and Reckitt Benckiser.

Finance

A total of 33% of the Finance batch was placed with Investment Banking, Private Equity and Venture Capital firms, followed by 26% in Corporate Finance and Strategy roles, and 19% in Equity Research and Asset Management roles. Investment Banking, Private Equity and Venture Capital firms such as Axis Capital, DC Advisory, Elara Capital, India Internet Fund, Pavestone Capital, SBI Capital Markets and Unitus Capital participated in the autumn process. Corporate Finance and Strategy roles were offered by firms such as Amazon, HUL, Nestlé, Reckitt Benckiser, and Tata Communications. Equity Research and asset management roles were offered by Allianz Investment Management (Singapore), Invesco MF, ICICI Prudential AMC, Kotak Securities and Spark Capital. Strategy roles were offered to the batch in foreign banks like Nomura; roles in treasury operations were offered by corporates such as Reliance.

IT and Analytics

Technology companies like Endurance International Group, Envestnet Yodlee, Microsoft, Revature offered Product Management, Tech Sales and Analytics roles on campus this year. Corporate IT roles were offered by companies like Asian Paints, Dr. Reddy's Laboratories, Hindustan Unilever Limited, Mondelez and Procter & Gamble. Close to 30% of the Information Management batch picked up offers in corporate IT followed by 25% in Product Management and about 20% in the Analytics sector.



Rankings (2019-2020)

Business Today : 4
 Business World: 6
 Outlook : 2
 Mint - MBA Universe : 5
 QS Global MBA : One of the top 5 Indian B-schools

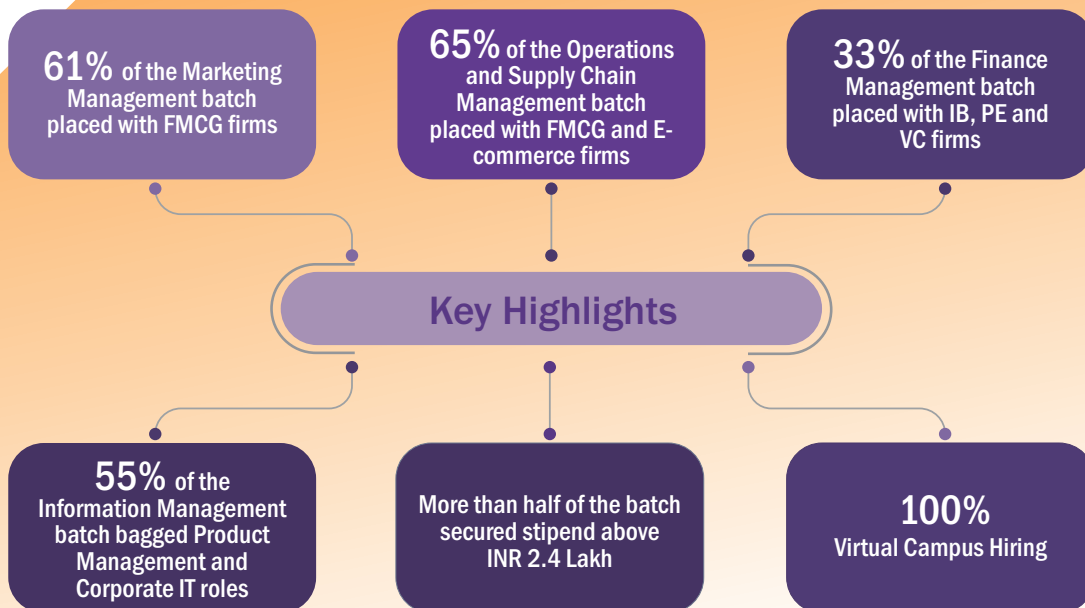


MASTERS IN
 MANAGEMENT
 RANKINGS
 2020

FT global rankings 2020

SPJIMR in Global top 50

Financial Times Masters in Management (MIM) 2020
 Rankings: SPJIMR Ranked 36th in the world and 3rd
 in India



*All values are for offers with stipends for a period of 2 months

Awards and Highlights

SPJIMR receives award for 'Excellence in Institutional Social Responsibility'

Bhavan's SPJIMR won the award for 'Excellence in Institutional Social Responsibility', at the 6th Federation of Indian Chambers of Commerce & Industry (FICCI) Higher Education Excellence Awards 2019 on November 27, 2019 in New Delhi.

SPJIMR featured in The Association to Advance Collegiate Schools of Business (AACSB) blog

The Abhyudaya initiative was featured in The Association to Advance Collegiate Schools of Business (AACSB) blog 'Business School Research for Social Good' on 17th August 2020 as part of its 'Innovation That Inspires' challenge which highlights activities of business schools that leverage their research for positive social impact.

QS Global MBA Rankings

SPJIMR is one of the five Indian business schools to make it to the QS Global MBA rankings for the year 2020. This is the fourth consecutive year that SPJIMR is on this list. SPJIMR has moved up in rankings from +201 in 2019 to the 151- 200 bracket for the year 2020.



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