PGPM 2018 Placement Report
S.P. Jain Institute of Management & Research (SPJIMR), a part of Bharatiya Vidya Bhavan, one of India’s leading business schools, has been ranked consistently among the top ten in India. SPJIMR was ranked among the top 5 Indian business schools by Business Today in the year 2018.

SPJIMR has built on its unique strength of imparting high-quality management education through pedagogic innovations, encouraging business-academia interface and emphasizing on its twin objective of influencing practice and promoting value-based growth. It has been accredited by AACSB which brings it at par with the best professional institutes of the world.

Recognizing the need of industry for ‘Thought Leaders’ at middle and senior management levels, SPJIMR has successfully crafted Post Graduate Programme in Management (PGPM), which has completed over a decade. The programme leverages on the participants’ past experiences and aims to create and nurture value-based future leaders.

PGPM is for working professionals with a minimum experience of five years and seeking an accelerated growth in their careers.

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**PGPM program was ranked 4th in India by Business Outlook (2018)**

At SPJIMR, our unique PGPM program focusses on enhancing the managerial and functional capabilities, thereby making the students a complete professional, ready to take up leadership positions. Focus is laid on honing the skill-sets with a unique three-pronged approach of Knowing (Knowledge), Doing (Skills) and being (Attitude). The students benefit from our globally acclaimed and award winning value based leadership modules like Assessment and Development of Managerial and Administrative Potential (ADMAP), Personal Growth Lab, Development of Corporate Citizenship (DOCC), Design Thinking and Science of Spirituality (SOS).

A peek into SPJIMR’s unique pedagogical initiatives:

- **Assessment and Development of Managerial and Administrative Potential (ADMAP)**
  - Use interactive classroom to provide future leaders with business insights

- **Markstrat**
  - Use INSEAD simulation for problem solving and decision making skills in competitive environment

- **Development of Corporate Citizen (DOCC)**
  - Learn about ground level conditions, challenges in rural India and giving managerial inputs to NGOs

- **Design Thinking**
  - Inculcate creative thinking to find solutions for unstructured problems

- **Science of Spirituality**
  - Become “Balanced Business Leaders” with enhanced emotional quotient

- **Personal Growth Lab**
  - Build personal leadership and team building skills through indoor and outdoor activities
SPJIMR’s PGPM program witnessed excellent placements for its fourteenth batch (2018-2019). This is a testimony to the academic discipline at SPJIMR.

The average salary of the batch stood at INR 18.05 Lakhs Per Annum (LPA) with offers being made to 127 participants, including an international placement. The batch saw participation from 69 companies. The year also saw participation from new companies exhibiting immense faith in the competencies and aptitude of the participants.

Among the companies who participated are Accenture, Deloitte, PwC, E&Y, KPMG, Flipkart, JDA, McKinsey, Google, Bridgestone, Udaan, Michelin, Clean max solar, Mahindra Susten, Sical Logistics, DHL, Virtusa, Infosys, TCS, Mphasis, Kalpataru, Galaxy Surfactants, Larsen & Toubro Infotech to name a few.

The offers made to the participants spanned domains such as Consulting, IT, Manufacturing, E-Commerce and BFSI. This was largely due to the diverse and functional expertise of the participants.

IT, Consulting, BFSI & E-commerce were the dominant sectors for the batch of 2018. Though the season saw an overwhelming response for various functions. Consulting took the biggest share followed by roles in operations & supply chain.

The IT & ITES Industry made highest number of offers – contributing to 48% of the offers. The leading companies, to name a few, included Accenture, Infosys, TCS, JDA, Sapient, Mphasis who participated in the placement process.

The top consulting firms participating in the hiring process included PwC, KPMG, E&Y, Deloitte among others. The consulting firms were the second largest recruiter contributing to 17% of the offers.

The program saw participation from top E-Commerce and Manufacturing companies like Flipkart, Bridgestone, Udaan, Michelin contributing to 11% and 15% of the offers respectively.

Banks & Financial institutions contributed to 6% of the offers.
Consulting roles by consulting and tech consulting contributed to 53% and were the most preferred roles by the participants.

With 51 participants specializing in IM & 54 participants specializing in Operations & Supply Chain, the business consulting roles had been a major attraction for the participants. The profiles offered by the firms included strategic business consulting, management consulting, business analyst, product management and program management.

Marketing & Business Development roles were also one of preferred choices and generated 14 offers.

Operations & Supply Chain participants were inclined to operations & supply chain roles in diverse industries and picked up roles in process design, operational excellence, logistics & supply chain, city logistics to name a few.

The leadership program was also a preferred choice by the participants who were vying to take up a general management role.