Post Graduate Programme in Management (PGPM)

Placements

Class of 2017

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1. Classification of the Entire Graduate Pool

The graduating class is categorised into three major groups:

- Graduates seeking placement through the institute
- Graduates not seeking placement through the institute
- Graduates who did not get placed

Categories	Number
1. Sought placement through the institute	**130**
2. Did not seek placement through the institute	**4**
2a. Company-sponsored or already employed	3
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to/joining family business	-
2f. Seeking placement outside the campus placement process	1
2g. Not seeking placements for other reasons	-
Total who did not seek employment through the institute	**8**
3. Number unplaced, if any	**4**
Total Graduates	**138[1]**

Table 1: Classification of the Entire Graduate Pool

BHAVAN'S S.P.JAIN INSTITUTE OF MGT. & RESEARCH ★ ANDHERI (W) MUMBAI 400 058.

For SPJIMR, Mumbai

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[1] Offer letters of 8 students could not be verified due to their unavailability

2. Sector-wise classification

The table below shows sector-wise break-up of the accepted offers.

Sector	Number of Offers accepted
IT/ITES	59
BFSI	19
Management consulting	17
E-commerce	7
Manufacturing	5
FMCG	4
Automobile	2
Education	2
Logistics	2
Real Estate	2
Legal	1
Retail	1
Telecom	1
Total	**122**

Table 2: Classification of Placements Based on Sector

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3. Function-wise classification

The table below shows function-wise break-up of the accepted offers.

Function	Number of Offers accepted
Systems / IT / ITES	56
Consulting	28
Operation / Supply Chain Management	13
Marketing / Sales	13
General Management	8
Analytics	2
Finance	1
Strategy	1
Total	**122**

Table 3: Classification of Placements Based on Function

4. Location-wise classification

The table below shows location-wise break-up of the accepted offers.

Location	Number of Offers accepted
Mumbai	44
Bangalore	39
NCR	18
Chennai	10
Pune	10
Nagpur	1
Total	**122**

Table 4: Classification of Placements Based on Location

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5. Salary details

5.1 Salary Heads – Domestic (INR)

	Salary Head (INR)	Min	Max	Median	Mean	Data
A	Fixed Yearly Cash Component	1,083,000	2,250,000	1,422,000	1,482,186	121
B	One-time Cash Payment	45,000	300,000	150,000	164,038	26
D	Performance Linked Compensation	73,810	700,000	261,100	266,277	97
E	Maximum Earning Potential (including non-cash, long term and performance linked components)	1,250,000	2,958,450	1,726,500	1,800,023	122

Table 5: Classification of Salary Components in INR

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5.2 Sector-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Fixed Yearly Cash Component (INR)					
Sectors	**Min**	**Max**	**Median**	**Mean**	**Data**
Automobile	1,837,000	1,837,000	1,837,000	1,837,000	2
BFSI	1,150,000	2,039,000	1,400,000	1,450,779	19
E commerce	1,258,000	1,478,000	1,329,000	1,339,972	7
Education	1,550,000	1,578,000	1,564,000	1,564,000	2
FMCG	1,241,000	1,550,000	1,410,500	1,403,000	4
IT/ITES	1,126,398	2,250,000	1,600,000	1,527,011	59
Legal	1,656,000	1,656,000	1,656,000	1,656,000	1
Logistics	1,324,000	1,324,000	1,324,000	1,324,000	2
Management consulting	1,136,000	1,730,000	1,450,000	1,466,143	16
Manufacturing	1,200,000	1,613,000	1,386,000	1,394,800	5
Real Estate	1,422,000	1,422,000	1,422,000	1,422,000	2
Retail	1,083,000	1,083,000	1,083,000	1,083,000	1
Telecom	1,229,000	1,229,000	1,229,000	1,229,000	1

Table 6: Sector-wise Classification of Fixed Yearly Cash Component in INR

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One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
Automobile	-	-	-	-	-
BFSI	200,000	200,000	200,000	200,000	2
E commerce	-	-	-	-	-
Education	50,000	120,000	85,000	85,000	2
FMCG	200,000	200,000	200,000	200,000	1
IT/ITES	100,000	300,000	200,000	211,667	9
Legal	-	-	-	-	-
Logistics	45,000	45,000	45,000	45,000	2
Management consulting	100,000	200,000	150,000	133,333	9
Manufacturing	300,000	300,000	300,000	300,000	1
Real Estate	-	-	-	-	-
Retail	-	-	-	-	-
Telecom	-	-	-	-	-

Table 7: Sector-wise Classification of Onetime Cash Payments in INR

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
Automobile	264,000	264,000	264,000	264,000	2
BFSI	266,000	692,000	433,000	467,700	10
E commerce	100,000	225,000	128,000	153,000	7
Education	-	-	-	-	-
FMCG	199,000	201,500	200,250	200,250	2
IT/ITES	75,000	558,450	285,000	271,877	57
Legal	-	-	-	-	-
Logistics	146,000	146,000	146,000	146,000	2
Management consulting	73,810	700,000	116,000	182,304	8
Manufacturing	100,000	269,000	121,000	160,000	5
Real Estate	324,000	324,000	324,000	324,000	2
Retail	198,000	198,000	198,000	198,000	1
Telecom	259,000	259,000	259,000	259,000	1

Table 8: Sector-wise Classification of Performance Linked Compensation in INR

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
Automobile	2,200,000	2,200,000	2,200,000	2,200,000	2
BFSI	1,300,000	2,800,000	1,644,000	1,784,789	19
E commerce	1,500,004	1,903,000	1,523,000	1,619,234	7
Education	1,650,000	1,670,000	1,660,000	1,660,000	2
FMCG	1,346,000	2,081,778	1,628,500	1,671,195	4
IT/ITES	1,400,000	2,958,450	1,900,008	1,885,045	59
Legal	1,742,000	1,742,000	1,742,000	1,742,000	1
Logistics	1,606,000	1,606,000	1,606,000	1,606,000	2
Management consulting	1,250,000	2,204,793	1,680,002	1,695,459	17
Manufacturing	1,500,000	1,801,000	1,700,000	1,690,200	5
Real Estate	1,800,000	1,800,000	1,800,000	1,800,000	2
Retail	1,350,000	1,350,000	1,350,000	1,350,000	1
Telecom	1,550,000	1,550,000	1,550,000	1,550,000	1

Table 9: Sector-wise Classification of Maximum Earning Potential Cash Component in INR

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For SPJIMR, Mumbai

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For CRISIL Limited, Mumbai

5.3 Function-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Fixed Yearly Cash Component (INR)					
Functions	**Min**	**Max**	**Median**	**Mean**	**Data**
Analytics	1,250,000	1,578,000	1,414,000	1,414,000	2
Finance	1,744,000	1,744,000	1,744,000	1,744,000	1
Strategy	1,656,000	1,656,000	1,656,000	1,656,000	1
Operation / Supply Chain Management	1,136,000	1,800,000	1,329,000	1,428,769	13
Consulting	1,153,200	1,700,000	1,410,000	1,399,200	27
Marketing / Sales	1,083,000	1,550,000	1,378,404	1,344,523	13
Systems / IT / ITES	1,126,398	2,250,000	1,600,000	1,549,578	56
General Management	1,150,000	1,870,000	1,507,500	1,563,625	8

Table 10: Function-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)					
Functions	**Min**	**Max**	**Median**	**Mean**	**Data**
Analytics	50,000	200,000	125,000	125,000	2
Finance	-	-	-	-	-
Strategy	-	-	-	-	-
Operation / Supply Chain Management	-	-	-	-	-
Consulting	45,000	300,000	100,000	127,143	7
Marketing / Sales	100,000	300,000	112,500	156,250	4
Systems / IT / ITES	100,000	300,000	200,000	192,308	13
General Management	-	-	-	-	-

Table 11: Function-wise Classification of Onetime Cash Payments in INR

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For SPJIMR, Mumbai

CRISIL LIMITED MUMBAI

For CRISIL Limited, Mumbai

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	300,000	300,000	300,000	300,000	1
Finance	-	-	-	-	-
Strategy	-	-	-	-	-
Operation / Supply Chain Management	100,000	335,700	128,000	163,977	13
Consulting	73,810	408,000	225,000	207,929	15
Marketing / Sales	100,000	700,000	199,500	251,500	10
Systems / IT / ITES	75,000	558,450	291,200	279,385	50
General Management	264,000	692,000	452,500	474,250	8

Table 12: Function-wise Classification of Performance Linked Compensation in INR

Maximum Earning Potential Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	1,650,000	1,850,000	1,750,000	1,750,000	2
Finance	1,800,000	1,800,000	1,800,000	1,800,000	1
Strategy	1,742,000	1,742,000	1,742,000	1,742,000	1
Operation / Supply Chain Management	1,250,000	2,135,700	1,523,000	1,664,285	13
Consulting	1,300,000	2,508,000	1,573,000	1,623,029	28
Marketing / Sales	1,346,000	2,112,000	1,650,000	1,666,126	13
Systems / IT / ITES	1,400,000	2,958,450	1,928,400	1,916,299	56
General Management	1,725,000	2,200,000	2,092,000	2,062,625	8

Table 13: Function-wise Classification of Maximum Earning Potential Cash Component in INR

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For SPJIMR, Mumbai

CRISIL LIMITED MUMBAI

For CRISIL Limited, Mumbai

5.4 Location-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1,136,000	2,039,000	1,600,000	1,520,562	39
Chennai	1,126,398	1,837,000	1,326,000	1,397,287	9
Mumbai	1,083,000	2,250,000	1,410,000	1,432,863	44
Nagpur	1,800,000	1,800,000	1,800,000	1,800,000	1
NCR	1,224,000	1,800,000	1,414,200	1,476,539	18
Pune	1,250,000	2,000,000	1,621,985	1,604,337	10

Table 14: Location-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	100,000	300,000	200,000	190,000	10
Chennai	-	-	-	-	-
Mumbai	45,000	300,000	112,500	145,625	8
Nagpur	-	-	-	-	-
NCR	100,000	150,000	150,000	140,000	5
Pune	100,000	200,000	200,000	166,667	3

Table 15: Location-wise Classification of Onetime Cash Payments in INR

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	73,810	433,000	285,000	249,943	37
Chennai	182,000	285,000	255,000	233,278	9
Mumbai	101,000	692,000	269,500	308,810	28
Nagpur	200,000	200,000	200,000	200,000	1
NCR	100,000	700,000	233,125	258,485	12
Pune	75,000	456,000	279,750	253,300	10

Table 16: Location-wise Classification of Performance Linked Compensation in INR

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For SPJIMR, Mumbai

CRISIL LIMITED MUMBAI

For CRISIL Limited, Mumbai

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1,250,000	2,800,000	1,903,000	1,882,623	39
Chennai	1,400,000	2,200,000	1,655,000	1,707,654	10
Mumbai	1,300,000	2,958,450	1,647,500	1,722,138	44
Nagpur	2,000,000	2,000,000	2,000,000	2,000,000	1
NCR	1,483,125	2,112,000	1,623,316	1,742,248	18
Pune	1,583,125	2,473,000	2,003,188	1,996,250	10

Table 17: Location-wise Classification of Maximum Earning Potential in INR

6. Other details

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	Nil
2	Total Pre-Season Placement offers accepted	

Table 18: Details regarding Pre- Season Placement Offers

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai