

Post Graduate Diploma in Management

Autumns Placement Report 2022



About SPJIMR

Bharatiya Vidya Bhavan's S P Jain Institute of Management & Research (SPJIMR), Mumbai is one of the leading management institutes with a unique pedagogy that combines rigorous course work with value-based education and strong student-faculty connect. It is among the only seven Indian business schools to be ranked under 200 in the QS World MBA rankings. 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, and 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 27th 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 and meet the Sitara virtually 12 times through the year for mentoring sessions. This sensitizes to exposes 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.

Hybrid Classes

We believe in continuous learning in line with the best interests of students and society. Amidst challenges due to COVID-19 in the early phase of their course, the participants attended online classes in the safety and comfort of their homes, while ensuring maximum student-faculty interactions through video, and peer learning via discussions in breakout rooms and digital collaboration platforms. With the situation around COVID-19 improving across the country, SPJIMR began with hybrid classes ensuring all safety precautions and the students joined the classroom environment once again. We believe that this group of students will have a distinctive experience of learning in both modes of education placing them as a unique batch of PGDM in SPJIMR's history.

Autumns at a Glance

SPJIMR Autumn Internship process saw 312 offers rolled out for 237 participants from 41 companies across industries like BFSI, Consulting, E-Commerce and FMCG to name a few, offering roles in Analytics, Consulting, Corporate Finance, Corporate IT, General Management, Investment Banking, Private Equity, Product Management, Program Management, Sales & Marketing, and Supply Chain.

The key highlight of the season was the hike in terms of compensation offered and the diversity of roles. Companies adopted creative means to screen candidates online using gamified experiences as one of their selection rounds. Simulations, Group discussions and Interviews were conducted seamlessly, across modes.

FMCG continued to be the most dominant sector in terms of the number of hires with 39% per cent of the participants placed in this sector. Consulting saw close to 10 companies participating and rolling out offers to more than 30% of the



batch. This makes 2022 the most successful year for the Consulting sector. In tandem with the emerging interest in the roles of Product Management, this year saw a 100% increase in the number of offers rolled out in the field of Product Management. Opportunities in the Gaming Product Management domain were also offered for the very first time.

The median compensation for offers with stipends for the two-month internship program clocked in at a remarkable INR 3,00,000, seeing a growth of 7% compared to 2021. The average stipend soared to INR 2,95,000 clocking a growth of nearly 13% compared to the year 2021. More than half the batch received offers of INR 3,00,000 and above and more than 25% of the batch had offers above INR 3,40,000 and above.

The autumns placements process is an innovation which enables SPJIMR participants to take up an internship after they have completed the specialisation courses and social internships that help them work and learn in unstructured environments. The rounded exposure is a part of the unique journey of SPJIMR's PGDM, the two-year, full-time MBA equivalent Post Graduate Diploma in Management.

In addition to placements, in a unique industry-academia collaboration with Marico, students got a chance to study and work on a live industry case highlighting use case applications of digital supply chain trends.

A brief on participating companies

Consulting

Consulting companies cemented their position as one of the leading recruiters, with 30% of the batch receiving offers from elite consulting firms. Participants were offered diverse profiles such as strategy and management, operations and supply chain consulting. Kearney and Synergy Consulting were first-time recruiters in this domain. Boston Consulting Group, Accenture Strategy, Alvarez & Marsal, GEP and PwC were amongst the top recruiters on campus this year.

Sales & Marketing/ Operations & Supply Chain

SPJIMR has continued to maintain its niche in FMCG hiring. This year witnessed an overwhelming response from the FMCG/FMCD sector as a total of 15 recruiters participated in the autumns internship process. This year, one-third of the entire batch accepted offers in the sector. About 56% of the batch from the areas of Marketing and Operations & Supply Chain combined accepted offers in this sector, which saw top recruiters coming back to campus along with a number of new recruiters. Students were offered prominent roles in various domains such as Sales and Marketing, Supply Chain Management and other leadership programmes. This time we had new firms Castrol and Mars hiring for the roles. Major recruiters included Asian Paints, Colgate-Palmolive, Godrej Consumer Products, General Mills, Hindustan Unilever Limited, ITC, Johnson & Johnson, Marico Limited, Mondelez, Procter & Gamble, and Reckitt amongst others.

General Management

Thirteen offers were made this year for General Management roles. Aditya Birla Group, Tata Administrative Service and Mahindra GMC came back to campus as regular recruiters. With a view on strong long-term engagement in leadership positions, the roles offered pertained to the application of business acumen and concepts learnt across domains, with close interaction with the CXOs.

Product Management

In tandem with the emerging interest in the roles of Product Management, this year SPJIMR saw a 100% increase in the number of offers rolled out in the field of Product Management. Opportunities in the Gaming Product Management domain were also offered for the very first time by Games 24x7. This impressive growth can be attributed to the increased focus on designing the curriculum to develop the right product mindset. Microsoft, Freshworks and the Math Company were first-time recruiters in Autumns. A total of 33 offers were accepted in this domain which included returning recruiters like Intuit, Media.net, Tata Digital, Amazon, Optum and Samsung Research. Approximately 40% of the Information Management specialisation accepted product management roles.

IT & Analytics

Corporate IT roles were offered by companies like Asian Paints, Hindustan Unilever Limited, Marico, Mondelez and Procter & Gamble. Technology companies like American Express offered roles in the domain of Data analytics. About 32% of the Information Management batch picked up offers in corporate IT, analytics and tech sales domain.

Finance

A total of 37.5% of the Finance batch was placed in Consulting, followed by 21% in Investment Banking, Private Equity and Equity Research firms. Investment Banking, Private Equity and Venture Capital firms such as Axis Capital, GEF Capital, India Alternatives and Lighthouse Funds participated in the autumn process. Corporate Finance, E-commerce and Strategy roles were offered by firms such as Amazon, Hindustan Unilever Limited, Kimberly Clark and Procter & Gamble.



Statistics and Rankings

QS Global MBA-2022: One of the only 7 Indian B-schools in top 200

Business Today-2021: 4

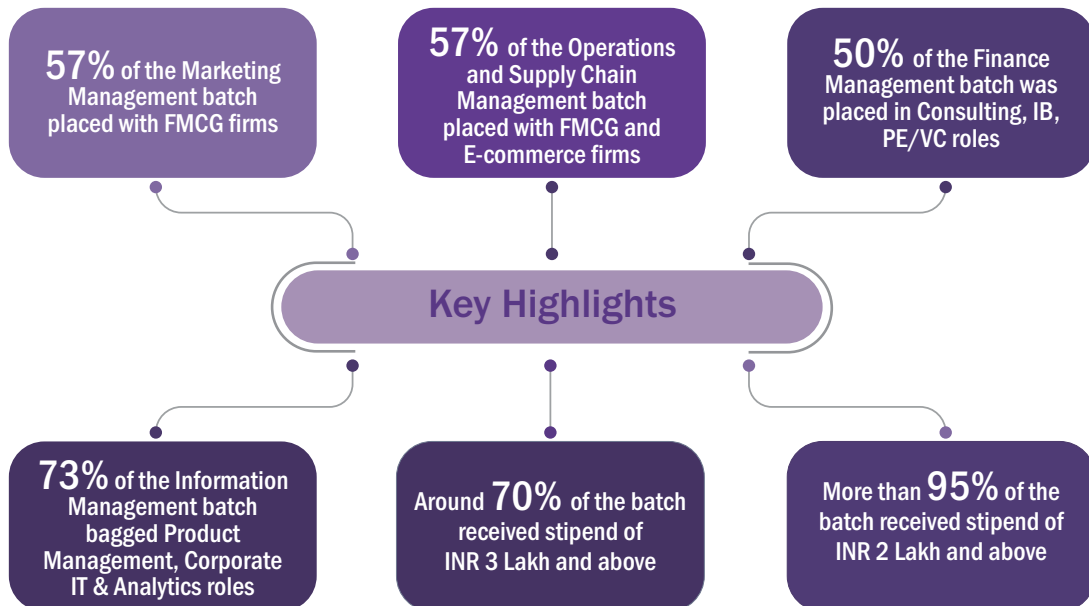
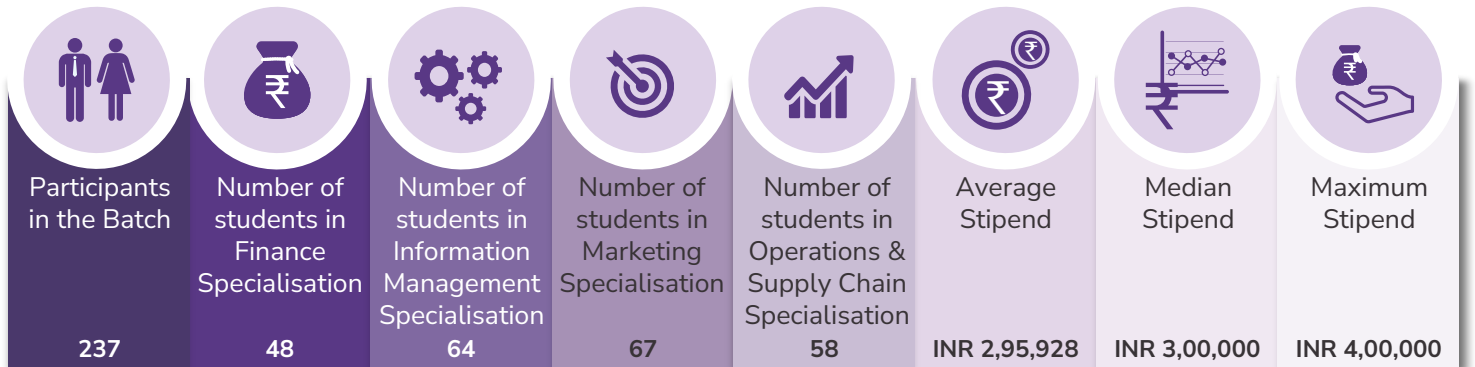
MBA Universe-2022: 6

Outlook-2020: 2



MASTERS IN
MANAGEMENT
RANKINGS
2022

FT Rankings 2022
SPJIMR in Global Top 50
World Rank- 44
India Rank- 2



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

Awards and Highlights

SPJIMR received the 'Innovative Practices' Award 2018 by United Nations Global Compact Network India

SPJIMR received the prestigious award for work towards furthering the UN Sustainable Development Goals (SDGs). The award was for two of our non-classroom initiatives - Abhyudaya and DoCC, which addresses two sustainable development goals viz. Quality Education and Partnerships for goals. SPJIMR won this award out of 65 participating organisations across India which included public and private sector enterprises, multinationals, MSMEs, NGOs, entrepreneurs and B-schools.

QS Global MBA Rankings

SPJIMR was featured as one of the seven Indian Business Schools in the QS Global MBA rankings in 2022 for the fifth consecutive year. SPJIMR is part of the 151-200 rankings bracket for the second consecutive year and is ranked at 29 for QS MBA-Asia Ranking.



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