



# PGDM PLACEMENT REPORT 2019

# About SPJIMR

Bharatiya Vidya Bhavan's S. P. Jain Institute of Management and Research (SPJIMR) is one of India's leading business schools. SPJIMR is noted for pedagogical innovation, a strong faculty-student connect and consistent placement performance. SPJIMR was ranked among the top five Indian business schools by Business Today in a survey last year.

SPJIMR is an AACSB accredited B-School which brings it at par with the best professional institutes of the world. Institute's commitment to earning accreditation is a true reflection of its dedication—not only to the students, alumni network, and greater business community, but to the higher education industry as a whole.

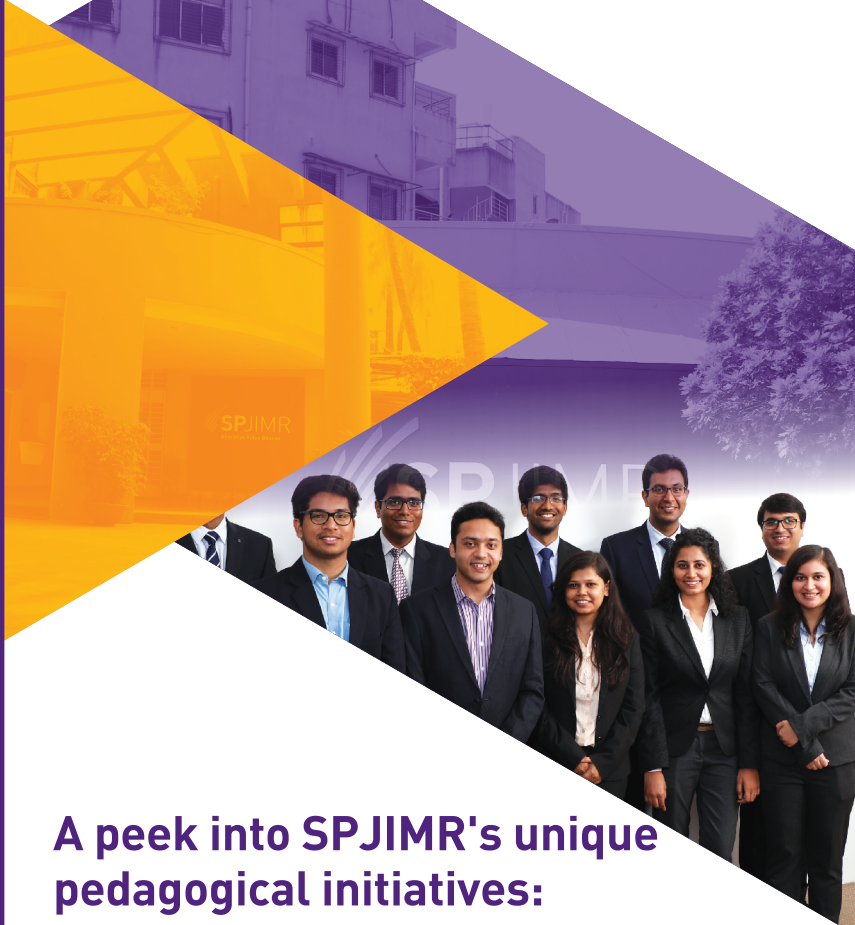
## Placement 2019 At A Glance

Placements for SPJIMR's PGDM Class of 2019 saw an increase in average compensation coupled with a significant increase in the number of offers made by marquee names in consulting, e-commerce and start-ups.

The median salary of the batch stood at INR 22 Lakhs Per Annum (LPA). Over 72% of the batch received offers of INR 20 LPA or above. The offers came from among 111 companies that visited the campus as a part of the placements process. A total of twelve International offers were made this placements season.

More than 50% of the batch took up PPO/PPI opportunities through their autumns internship with leading companies such as - Boston Consulting Group, Tata Administrative Services, Amazon, Hindustan Unilever, Procter & Gamble, General Mills, JM Financial and others. The continued trend of high PPO/PPI opportunities to the PGDM batch showed the industry's faith in SPJIMR's unique model of Autumn Internships.

These internships take place only after the completion of the core courses in Finance, Marketing, Operations & Supply Chain and Information Management as well as advanced, specialised courses at leading universities in the US through SPJIMR's Global Fast Track programme. This ensures that SPJIMR students are Industry-ready and able to deliver on their mandate even at the internship stage, leading to many PPOs/PPIs.



## A peek into SPJIMR's unique pedagogical initiatives:

### Global Fastrack

The Global Fastrack Programme is an initiative aimed at exposing the participants to premier B-schools in the US, which enables them to develop a global perspective to management education. For the batch of 2019, the Finance and Marketing cohorts travelled to the Johnson School of Management, Cornell University, New York. The Information Management cohort travelled to Tepper School of Business, Carnegie Mellon University, Pittsburgh while the Operations & Supply Chain Management cohort travelled to the Eli Broad College of Business, Michigan State University.

### DoCC

Development of Corporate Citizenship (DoCC) is a four-week rural internship in which PGDM participants work with non-profits in rural areas and are exposed to conditions and challenges faced in the far-flung corners of the country. As part of the initiative, the students interact with people at the grass root level, to understand the structural challenges and draw insights about rural consumers. The initiative sensitises the managers of tomorrow to issues faced by consumers and businesses in rural India and helps them navigate in unstructured environments.

### Abhyudaya

Under SPJIMR's PGDM programme, participants take up the responsibility of mentoring a 'Sitara' (an underprivileged child). They design a mentoring plan and help prepare a course of action towards the overall development of the 'Sitara'. They also visit the Sitara's house through the year which sensitises them to the day-to-day struggles of the weaker sections. This initiative gives the participants an opportunity to view the world through someone else's eyes.



# A brief on companies visiting

This year saw participation from companies such as McKinsey & Company, Boston Consulting Group, Bain & Company, Tata Administrative Services, Goldman Sachs, American Express, Hindustan Unilever, Procter & Gamble, General Mills, Amazon, Deloitte, PwC and EY to name a few.

## General Management and Leadership Roles

This year, conglomerates such as Tata Administrative Services, Mahindra & Mahindra, Bajaj Finserv, American Express, Reliance and Airtel made 23 offers in several middle management positions. The roles pertain to application of business understanding in all relevant domains and close co-ordination with CXOs. The hires are groomed to be future leaders in their respective business subsidiaries.

## Finance

The batch picked up offers from top league financial players that included Goldman Sachs, Citi, American Express, HSBC IB, Duff & Phelps, Bajaj Finserv, IIFL, JM Financial, DBS Bank, Barclays and ICICI Bank among others. Offers were received across a plethora of functions ranging from investment banking, corporate/retail banking, equity research and NBFC roles etc. Corporate finance/strategy roles were also offered by companies like Amazon, Sterlite Power, Nestle and Airtel among others.

## Consulting/IT Consulting

SPJIMR maintained its position as a preferred destination for marquee consulting firms as 35% of the PGDM batch picked up offers in the Consulting domain, including 12 international offers. Top consulting firms participating in the finals process included McKinsey & Company, Boston Consulting Group, Bain & Company, Deloitte, PwC, EY, Capgemini, Bristlecone and GEP among others. The profiles offered at SPJIMR included strategic consulting, management consulting, supply chain consulting, financial advisory and IT consulting.

## E-commerce

E-Commerce saw the highest increase in roles offered compared to previous years. About 17% of the batch was placed in e-commerce firms which included regular recruiters like Amazon, Cloudtail, Flipkart, Uber, Paytm and Go-MMT. In addition, this placement season saw participation from growing companies like OYO Rooms, Lenskart and Ninjacart among others. SPJIMR developed a new niche with a stark increase in the number of Product Management roles offered by these e-commerce companies. Other profiles offered by the e-commerce companies at SPJIMR included Program Management, Digital Marketing, Supply-Chain Management, and Operations Analytics.

## IT/ITES

IT companies such as Microsoft, Google, Media.net, Wipro, Infosys, and Capgemini offered sales and consulting roles on campus. IT majors made offers to 9% of the batch. Corporate IT roles were offered by companies such as Hindustan Unilever, Asian Paints, Pidilite and Mondelez. Analytics roles were offered by giants like American Express, Barclays and Philips. Overall, a third of the batch would join IT and E-commerce companies, an indicator of a growing techno-management wave that is sweeping across industries. The average year-on-year increase in compensation for the Information Management specialisation exceeded 21%, reaffirming this as a key growth area.

## Marketing and Operations

The institute saw participation from all the top organisations for roles spread across both Sales & Marketing, Operations & Supply Chain. About 19% of the batch was placed in leading FMCGs like Hindustan Unilever, Procter & Gamble, General Mills, L'Oréal, Asian Paints, Colgate Palmolive, Johnson & Johnson, Pidilite, Marico and Mondelez. The sector hired freshers as well as those with up to three years of work experience, those with a background in start-ups and in particular looked for gender diversity.



## Rankings (2018)

Business Standard	Top Tier
Business Today	6
Mint - MBA Universe	4
Business World	6
Outlook - Drishti	6
NIRF Ranking	19
Career360	AAAA+

## Key Highlights

- 21.5 % of offers equal to or greater than INR 25 LPA
- 74.9% of offers equal to or greater than INR 20 LPA
- 95.1% of offers equal to or greater than INR 16 LPA

## Autumn Internship

- Number of companies: 47
- Number of new companies: 12
- Average Stipend: INR 1,99,000
- Maximum Stipend: INR 3,00,000



## Awards and Highlights

### SPJIMR receives Innovative Practices Award 2018 by United Nations Global Compact Network India

SPJIMR receives the prestigious award for the work towards furthering the UN Sustainable Development Goals (SDGs). The award is for two of our initiatives – Abhyudaya and DoCC, which addresses 2 SDGs, Quality Education and Partnerships for the Goals. SPJIMR has 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 features as one of the 5 Indian Business Schools in the QS Global MBA rankings for second consecutive year. We also feature in the top 50 globally in the specializations of marketing, operations management, finance, strategy and entrepreneurship. In India, SPJIMR is the only one of 3 institutes to make it to the global 50 in Marketing and one of the 5 to make it to the global top 50 in the other four specialisations.



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