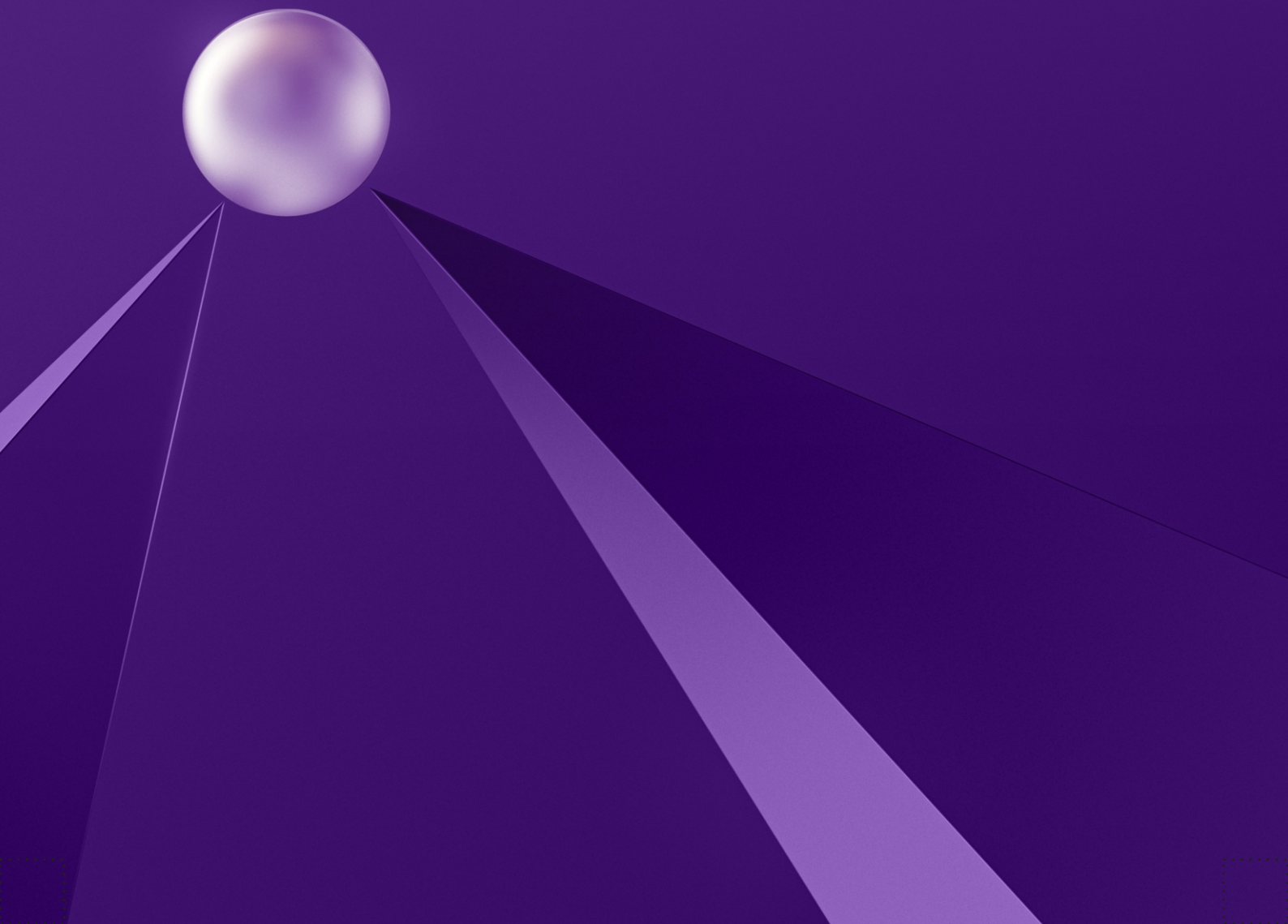
PGDM

Bharatiya Vidya Bhavan's
SPJIMR

PGDM & PGDM (BM)

Placement Report 2024



About SPJIMR

Bharatiya Vidya Bhavan's S P Jain Institute of Management and Research (SPJIMR), Mumbai is one of the leading management institutes with a unique pedagogy that combines rigorous coursework with value-based education and strong student-faculty connect. It is among the only six Indian business schools to be ranked under the QS World MBA rankings for six consecutive years. SPJIMR featured at rank 40 at a global level in the 'Financial Times Masters in Management (MIM) Ranking 2023. The institute is also ranked among top 5 in India by Outlook, Business Today and MBA Universe.

At SPJIMR, pedagogic initiatives such as 100% global immersion, global fast track program leverage on the diversity and depth of each participant, thus adding to the cognitive content of the class. Each participant adds his or her unique perspective to the rich pool of knowledge. 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. Students choose their specialisation before the admission process which keeps them focused throughout the program. They take up internships right after they complete their specialisation courses. 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.

Abhyudaya

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

Finals at a Glance

At a time of market volatility and economic slowdown, this year's placement process further solidified the deep relationship between SPJIMR and its corporate partners. The speed of offer rollouts reflected the trust in the value-based leadership style of the MBA participants, who have the courage and heart to take up challenging roles across domains.

The entire placement exercise was conducted in a hybrid mode with most recruiters visiting the campus in person.

The average annual salary (cost-to-company) this year stands at INR 33 lakhs per annum. The median salary came in at INR 31.50 lakhs per annum, with over 70% of the batch securing offers above INR 30 lakhs per annum and 90% in excess of INR 25 lakhs per annum.

The finals placements saw a higher than usual participation by FMCG companies and IB/PE firms. It also reaffirms the well-preparedness of the students across sectors.

This placements season saw a healthy number of Pre-placement offers with over 47% of the batch receiving PPOs via autumns internship and corporate competitions with leading companies like Accenture Strategy, Boston Consulting Group, Hindustan Unilever Limited, Marico, Procter & Gamble, and Tata Administrative Services among many others. Autumn Internship typically takes place in the months of September-October, where the students complete their specialisation courses prior to the internship, thus making them more prepared for the challenging projects.

A brief on participating companies

Consulting and IT Consulting

We witnessed another year of growth in overall offers and admits in the Consulting sector. With 35% of the batch getting placed in the sector, Consulting became the largest recruiting sector for the PGDM batch of 2022-24. The domain saw participation from industry leaders including Accenture Strategy, Boston Consulting Group, Deloitte, Ernst & Young, Infosys, Kearney, KPMG, Praxis Global Alliance, PricewaterhouseCoopers, Synergy Consulting among others. The increased offers from all these top firms is a clear indication of the successful integration of industry- need-linked courses in the curriculum with specialised focus on case studies along with efforts from the student-led Consulting club to prepare for the rigorous process.

FMCG

The curriculum relevance, industry immersion programs like warehouse and market visits, and live projects by top startups and FMCGs made sure that SPJIMR maintains its stronghold in the FMCG sector. With 25% of students getting placed in the FMCG sector, the institute is often synonymous with FMCGs and this was further validated this year with top recruiters like Asian Paints, AbinBev, Colgate Palmolive, General Mills, Godrej, HCCB, HUL, ITC, Loreal, Marico, Mondelez, Nestle, P&G, among others visiting the campus for internships and full-time opportunities. The sector offered a variety of roles in functions like Sales & Marketing, Supply Chain Operations, Corporate Finance, and Corporate IT to students across specializations.

Investment Banking, Private Equity, and BFSI

SPJIMR witnessed the participation of International and Domestic finance companies like Axis Bank, Barclays, DC Advisory, Fullerton, Goldman Sachs, ICICI Securities, JM Financial, JPMC, Neo Wealth, Nomura, Nuvama, o3 Capital, and others to secure of offers in the Finance specialization. The roles offered to these students were from the domain of Analytics, Wealth Management, Equity Research, Investment Banking, and Private Equity.

Product Management, IT, and Analytics

Even with a slowdown in the tech sector, 30% of the Information Management specialization was placed in the Product Management sector with recruiters like CapGrid, Cimpress, NPCI, PayTM, Play Simple Games, Intuit, MakeMyTrip, Media.net, American Express, Samsung Research India, among others. It was observed that there has been an overall increase in the number of product management offers compared to the previous year. Recruiters like Bajaj Auto, HUL, Mondelez, P&G and others rolled out offers in the IT domain.

General Management and Leadership roles

General Management and Leadership roles offer cross-domain exposure and focus on the overall development of future business leaders by giving students exposure to functions across business. This year, conglomerates like Aditya Birla Group, Capgemini ELITE, Mahindra GMC, Tata Administrative Services were among the top recruiters from this sector.

**logos used are only for informational & representational purposes please

Statistics and Rankings

QS Global MBA-2023 : One of the only 8 Indian B-schools in top 200

MBA Universe-2023 : 4

Business Today-2022 : 5

FT MASTERS IN MANAGEMENT RANKINGS 2023

FT Rankings 2023
SPJIMR in Global Top 50
World Rank- 40
India Rank- 1

Participants in the Batch	Companies Participating	First-time Recruiters	Total Number of PPO	Average Salary	Median Salary	Highest Salary
292	72	33	138	33 LPA	31.50 LPA	81 LPA

6.5% of offers equal to or greater than INR 40 LPA

34% of offers equal to or greater than INR 35 LPA

71% of offers equal to or greater than INR 30 LPA

90% of offers equal to or greater than INR 25 LPA

Key Highlights

35% of the batch placed with consulting firms

41% of the Finance Management batch placed with BFSI, IB, PE, VC and Hedge Funds

49% of the Marketing Management batch placed with FMCG firms

30% of the Information Management batch bagged Product Management roles in top technology firms

Autumn Internship Highlights

- Number of companies: 53
- Number of new recruiters: 28%
- Average Stipend for 2 months: INR 3,15,328
- Median Stipend for 2 months: INR 3,00,000
- Maximum Stipend for 2 months: INR 4,40,000

Awards and Highlights

SPJIMR recognised as a “pioneering school” for achieving the highest level five rating by the Positive Impact Rating (PIR) Association at the UN PRME Global Forum. In the PIR 2023 edition, 71 business schools from 25 countries spanning 5 continents were evaluated. SPJIMR was awarded the highest level five “pioneering school” rating for its innovative community-based actions, environmental and socially responsible culture and governance, and strong teaching focus on responsible leadership. This is the third successive year that SPJIMR has received this recognition.

QS Global MBA Rankings

SPJIMR was featured as one of the seven Indian Business Schools in the QS Global MBA rankings in 2023 for the sixth 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.

Bharatiya Vidya Bhavan's SPJIMR

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