

Indian Institute of Management Ahmedabad



PGP Placement Report

Finals 2022



Ref: BWA/IIMA/MUM/RB/0005/2022-23

02-December-2022

**The Chairperson
Placement Office
Indian Institute of Management
Vastrapur, Ahmedabad - 380015
Gujarat**

Dear Sir,

Re: **Audit of Placement Report for placements of Post Graduate Programme in Management (PGP) in 2022.**

We have audited the Placement Report prepared by you on the final placement (based on the offers received and accepted on campus) of students in 2022 of the Post Graduate Programme in Management (PGP) of the Indian Institute of Management, Ahmedabad (IIMA). The Placement Report is the responsibility of IIMA. Our responsibility is to validate the information provided in the report with the relevant documentation and comment on the Placement Report's conformance with the Indian Placement Reporting Standards (IPRS) Revision 2.2.

In this context, we confirm the following:

1. For the purpose of the audit, we have obtained all the information and explanations which to the best of our knowledge and belief were necessary. In our opinion, the Placement Report complies with the Indian Placement Reporting Standards Revision 2.2.
2. The validation of information presented in the report is based on communication received by IIMA from recruiting companies. Brickworks Analytics (BWA) has not independently sourced any information or documentation.
3. We have verified the information with respect to job location, function and remuneration presented in the report with communication received from recruiters.

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- a. The information has been categorised as best as possible under different salary heads as given in the IPRS Revision 2.2; where a break-up was not available, the salary has been considered only as 'Maximum Earning Potential'.
 - b. The data points mentioned under different salary heads are representative of aggregate salary components offered to the candidates.
 - c. Stock Options have been mentioned for thirty-six students with details on the amount to be vested in the first year. Hence, the corresponding amount has been considered for the calculation of the 'Maximum Earning Potential'.
4. The acceptance of offers and the number of students opting out of the placement process has been established through written communication from those students.
- a. Out of 385 students eligible for placements, 3 students opted out of the placement process.
5. We have only audited the salary figures in the placement report and not the report's overview section, which explains the placement process.

Best Regards,



Ritaban Basu

Head – Risk & Analytics

Brickworks Analytics

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Overview

The placement process for the graduating batch of the Post Graduate Programme (PGP) in Management at IIM Ahmedabad was successfully completed within three clusters. The third and final cluster was held on 14th February 2022. The placement process, with the concept of "Dream Application", allowed students to choose the sectors and functions of their choice for their final placement. There were 35 dream applications during 2022 placement season. The successful completion of the recruitment cycle for the batch of 382 students stands testament to the high quality of students at the institute and the robust nature of the placement process that provides adequate flexibility to both students and recruiters.

Placement process

The placement process was conducted in two stages. The first was the laterals process where firms interviewed students with prior work experience and offered them mid-level managerial positions. The second stage was the final placement process where firms were grouped into cohorts based on the profile offered, and groups of cohorts were invited to campus across different clusters.

Laterals process

About 59% of the batch was eligible for lateral placements, which provided students an opportunity to optimally leverage their work experience. The laterals process included 60 firms from diverse sectors such as Technology, Hospitality, Core Manufacturing, Consulting, General Financial Services and Online Services. Firms which participated in the laterals process included Amazon, BrowserStack, Matrix Partners, Extramarks, Microsoft, Oracle, Paytm, Sprinklr, Olam, Swiggy, Infoedge, Oyo, FinIQ, M3M, Tech Mahindra, Google, Arpwood Capital, Kepler Cannon, and Ikigai Labs amongst others.

Sectoral overview

Firms from different sectors and geographies participated in the process at IIM Ahmedabad. Recruiters in the consulting domain included Accenture Strategy, Arthur D. Little, Bain & Co., Boston Consulting Group, Kearney, KPMG, McKinsey & Company, Monitor Deloitte, Oliver Wyman, Praxis and PwC among others. Prominent recruiters in the Investment Banking and



Markets space included ARGA Investment, Avendus, Sanford C. Bernstein, Citibank, Goldman Sachs, HSBC, Premji Invest & The Xander Group among others. Consumer goods, consumer services and consumer electronics cohorts saw participation by regular recruiters like Asian Paints, Dabur, HUL, ITC, Colgate Palmolive, Nestle, P&G, Reckitt, Samsung Electronics, Kimberly-Clark, and Wipro Consumer Care among others. The Conglomerate cohort saw participation like Adani Group, Mahindra Group, Emaar, and Tata Administrative Services, while the Retail B2B & B2C cohort consisted of firms like Amazon, Flipkart, Myntra and Nykaa among others. The Banking, Financial Services & Insurance recruiters included firms like Angel Broking, American Express, Navi Technologies, and Estee Advisors among others. Firms which participated in the Laterals process included Amazon, American Express, BrowserStack, Capgemini, FinIQ, Flipkart, General Atlantic, Google, Microsoft, PayTM, Sprinklr, among others. There were several new recruiters this year, including A&W Capital, B9 Beverages (Bira 91), Eightfold.Ai, EY Parthenon, Garena, Info Edge Venture Fund, Nykaa, PWC US Advisory, UnDosTres, Zee Entertainment Enterprises and Zomato, among others. Roles were also opened across geographies including Mexico and UAE.

Top recruiters

190 firms participated with around 220 different roles in the placement process in 2022. In the Final placements, firms which made the most offers on campus included Boston Consulting Group and Accenture. Boston Consulting Group made the most offers (including Pre-Placement Offers) at the end of the final placement process with 44 offers, followed by Bain & Company with 37 offers. Among the Investment Banks, Goldman Sachs was the largest recruiter, making 6 offers, closely followed by Bank of America with 4 offers. This year, the Private Equity, Venture Capital and Asset Management cohort witnessed close to 42% increase in number of net offers and Management Consulting cohort witnessed close to 30% increase in number of net offers vis-à-vis last year. In the consumer goods and general management domain, TAS made the highest number of offers (including the pre-placement offers) – 6 closely followed by HUL, Mondelez and Emaar, with 3 offers. In the IT Consulting cohort, Tata Consultancy Services was the largest recruiter with 4 offers. In the Laterals process, PayTM made the highest number of offers – 20. PwC (13 offers), American Express (11 offers) and OYO (10 offers) were the other top recruiters in the Laterals process.



Entrepreneurship

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career by opting for IIM AVericks Fellowship. The IIM AVericks Fellowship includes mentorship from CIIE.CO and financial support for a period of 2 years. At anytime during the Fellowship, the student can return and sit for placements through the Institute's placement process. This year, no student opted out of the placement process to work on their own venture, under the IIM AVericks Fellowship.

The IPRS Initiative

The Indian Placement Reporting Standards (IPRS) is an initiative that aims to provide transparency and authenticity in placement reporting across B-schools, through the means of audited placement reports. Please visit the [IPRS website](#) to know more.

IIMA would like to thank all its recruiters for their participation in the year's placement process and their cooperation with the IPRS initiative.



1. Classification of Students

1.1 Classification of the Entire Placement Pool

Categories	Number
1. Sought Placement through the institute	382
1a. Students in PGP Programme Graduating in 2022	382
1b. PGP and Dual Degree students graduating in 2023*	0
1c. Students returning from Placement Holiday	0
1d. Students from University abroad**	0
1e. Previous year students graduating in 2022	0
2. Did not seek Placement through the Institute	3
2a. Company sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship	0
2e. Returning to/joining family business	0
2f. Sought placement outside the campus placement process	3
2g. Did not seek placement for other reasons	0
Total students eligible for placements	382
Total offers accepted	382
Students for whom data is unavailable	0
Students still in process	0
Total who did not seek placement through the institute	3

Table 1.1 : Classification of the entire placement pool

* Students opting for a dual degree programme will graduate from IIM Ahmedabad in 2023, a year after the students of the PGP programme. However, they are eligible to participate in the placement process in the current year (2022). Hence, dual degree students graduating in 2023 have been included among those eligible to participate in the placement process.

** "Students from universities abroad" (both Dual Degree and term exchange) are students who have come from universities abroad to pursue education at IIM Ahmedabad, either for one year or one term.

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Indian Institute of Management Ahmedabad



1.2 Classification of the Entire Graduating Pool

Categories	Number
1. Total students graduating in 2022	387
1a. Students in PGP programme graduating in 2022	386
1b. Students of previous years (dual degree and others) graduating in 2022	1
1c. Dual degree students from abroad graduating in 2022	0
2. Students graduating in 2023 and eligible for placements in 2022	0
3. Total students eligible for placements	385
3a. PGP Programme students graduating in 2022	385
3b. Students graduating in 2023 and eligible for placements in 2022	0
3c. Students from universities abroad	0
3d. Students returning from Placement holiday	0
3e. Previous year students graduating in 2022	0
Total who sought placement through the institute	382
Total who did not seek placement through the institute	3

Table 1.2 : Classification of the entire graduating pool

2. Sector-wise Classification

Sector	Number of Offers		
	Domestic	International	Total
Banking, Financial Services and Insurance (BFSI)	72	3	75
Conglomerates	8	4	12
Consulting	204	0	204
Consumer Goods (FMCG)	23	0	23
Consumer Services	2	0	2
Engineering / Technology	15	0	15
Information Technology (IT)	9	0	9
Manufacturing	3	0	3
Media/Communications	1	0	1
Online Services	8	0	8
Others (Education Tech)	2	0	2
Others (Enterprise Tech)	8	0	8
Others (Hospitality & Technology)	2	0	2
Others (Retail B2B & B2C)	12	0	12
Pharmaceutical/Healthcare	3	0	3
Real Estate	2	0	2
Telecom	1	0	1
Total	375	7	382

Table 2.1 : Classification of offers based on sector


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3. Function-wise Classification

Function	Number of Offers		
	Domestic	International	Total
Business Development	2	0	2
Consulting	213	0	213
Finance	41	1	42
General Management	23	3	26
Marketing / Sales	24	0	24
Others (Analytics)	1	0	1
Others (Program Manager)	1	0	1
Others (Project Appraisal & Monitoring)	1	0	1
Product/ Category Management	58	2	60
Strategy	11	0	11
Supply Chain Management	0	1	1
Total	375	7	382

Table 3.1 : Classification of offers based on function

4. Location-wise Classification

4.1 Classification of International Locations

International Location	No. of Offers accepted
Asia Pacific	1
Dubai	3
Hong Kong	1
Mexico City	2
Total	7

Table 4.1 : Classification of offers based on international locations

4.2 Classification of Domestic Locations

Domestic Location	No. of Offers accepted
Bangalore	82
Chennai	9
Gurgaon	49
Gurgaon/ Mumbai/ Bangalore	36
Hosur	1
Hyderabad	7
Kolkata	3
Mumbai	95
New Delhi	46

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Noida	4
Pan India	27
Pune	8
Remote	8
Total	375

Table 4.2 : Classification of offers based on domestic locations

5. Salary Data

5.1 Salary Heads – Domestic (INR)

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	12,00,000	50,00,000	25,00,000	24,73,766	375
One time Cash Payment	50,000	7,50,000	3,00,000	3,17,045	309
Total Guaranteed Cash Component	16,00,000	50,00,000	28,10,000	27,35,011	375
Maximum Earning Potential	17,50,000	61,48,640	31,49,910	32,79,923	375

Table 5.1 : Classification of salary heads – Domestic

5.2 Salary Heads – International (USD)

Salary Head*	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component \$	\$49,000	\$1,14,441	\$1,03,822	\$96,088	7
One time Cash Payment \$	\$1,274	\$3,270	\$3,253	\$2,926	6
Total Guaranteed Cash Component \$	\$49,000	\$1,17,711	\$1,05,096	\$98,596	7
Maximum Earning Potential \$	\$49,000	\$1,40,599	\$1,05,096	\$1,08,405	7

Table 5.2 : Classification of salary heads – International

* For International salaries, all conversions to USD are made as per closing rates on 26th September 2022. Data is sourced from the Exchange Rates official website.

(Links: <https://www.exchangerates.org.uk/USD-HKD-exchange-rate-history.html>,
<https://www.exchangerates.org.uk/USD-MXN-exchange-rate-history.html>,
<https://www.exchangerates.org.uk/USD-AED-exchange-rate-history.html>)

Description of Salary Heads

- 1. Fixed Yearly Cash Component:** This is a total of the annual basic salary and additional guaranteed cash components. These additional components include cash payments and allowances that are part of the annual package. The term guaranteed signifies that the amount is certain unless, there is an overall pay revision. The components falling under this salary head are final and are not related to performance.
- 2. One-time Cash Payment:** This head indicates the value of the remuneration given to a candidate as one-time cash benefit mostly at the time of joining.
- 3. Total Guaranteed Cash Component:** This is the sum of fixed yearly cash component and one-time cash component.
- 4. Maximum Earning Potential:** This is the sum of total guaranteed cash component, maximum possible-linked variable pay and all other components of salary that are a part of the offer.


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5.3 Salary Statistics at Purchasing Power Parity (PPP)

Salary in USD at PPP*	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	69,144	2,16,076	1,21,435	1,18,194	375
Non-INR salary (Total guaranteed cash component)	49,000	2,11,765	1,91,778	1,72,697	7
Combined INR and non-INR salary (Total guaranteed cash component)	49,000	2,16,076	1,21,435	1,19,193	382
INR salary (Maximum Earning Potential)	75,627	2,65,715	1,36,124	1,41,743	375
Non-INR salary (Maximum Earning Potential)	1,41,026	2,52,941	2,11,504	2,13,558	7
Combined INR and non-INR salary (Maximum Earning Potential)	75,627	265,715	1,36,128	1,42,633	382

Table 5.3 : Salary Statistics at PPP adjusted exchange rates

* As per the PPP conversion rate for 2021 for all the available currencies from the World Development Indicators (WDI) database of the World Bank, OECD and Nasdaq's official website. Data is sourced from https://data.worldbank.org/indicator/PA.NUS.PPP?end=2021&most_recent_year_desc=false&start=2020&w=barFor+HKDhttps%3A%2F%2Fwww.exchangerates.org.uk%2FUSD-HKD-exchange-rate-history.html, https://data.nasdaq.com/data/ODA/ARE_PPPEX-United-arab-emirates-implied-PPP-conversion-rate-lcu-per-usd, https://data.nasdaq.com/data/ODA/MEX_PPPEX-mexico-implied-PPP-conversion-rate-lcu-per-usd

5.4 Combined Salary Statistics in INR

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	12,00,000	93,34,986	25,00,000	25,72,062	382
One time Cash Payment	50,000	7,50,000	3,00,000	3,15,716	314
Total Guaranteed Cash Component	16,00,000	96,01,700	28,10,000	28,32,268	382
Maximum Earning Potential	17,50,000	1,14,68,698	31,59,000	33,81,856	382

Table 5.4 : Combined Salary Statistics in INR

* For International salaries, all conversions to INR from USD are made as per closing rates on 26th September 2022. Data is sourced from the Exchange Rates official website: <https://www.exchangerates.org.uk/USD-INR-exchange-rate-history.html>

5.5 Sector-wise Classification of Salary – Domestic (INR)

5.5.1 Fixed Yearly Cash Component

Sector	Min	Max	Mean	Median	Data
Banking, Financial Services and Insurance (BFSI)	13,00,000	50,00,000	25,78,515	24,89,289	72
Conglomerates	19,80,000	21,88,000	21,36,000	21,88,000	8
Consulting	17,00,000	33,20,000	25,29,933	25,31,500	204
Consumer Goods (FMCG)	12,00,000	23,00,000	21,18,192	21,94,052	23
Consumer Services	21,50,000	25,00,000	23,25,000	23,25,000	2
Engineering / Technology	19,29,200	30,00,000	24,69,261	24,56,000	15
Information Technology (IT)	18,00,000	25,00,000	20,41,071	19,82,409	9
Manufacturing	18,00,000	29,00,000	21,66,667	18,00,000	3


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Media/Communications	19,12,000	19,12,000	19,12,000	19,12,000	1
Online Services	23,76,000	28,00,000	26,97,000	28,00,000	8
Others (Education Tech)	18,00,000	24,00,000	21,00,000	21,00,000	2
Others (Enterprise Tech)	25,00,000	32,06,880	29,40,080	32,00,000	8
Others (Hospitality & Technology)	19,80,000	19,80,000	19,80,000	19,80,000	2
Others (Retail B2B & B2C)	21,00,000	21,00,000	21,00,000	21,00,000	12
Pharmaceutical/Healthcare	20,00,000	25,00,000	22,00,000	21,00,000	3
Real Estate	21,60,000	24,34,783	22,97,392	22,97,392	2
Telecom	19,74,417	19,74,417	19,74,417	19,74,417	1

Table 5.5.1 : Sector-wise Classification of Fixed Yearly Cash Component – Domestic

5.5.2 One-time Cash Payment

Sector	Min	Max	Mean	Median	Data
Banking, Financial Services and Insurance (BFSI)	2,00,000	4,80,000	3,33,500	3,75,000	40
Conglomerates	3,00,000	4,00,000	3,14,286	3,00,000	7
Consulting	50,000	6,00,000	2,69,920	2,00,000	187
Consumer Goods (FMCG)	1,50,000	6,02,000	4,42,091	4,87,500	22
Consumer Services	2,00,000	2,00,000	2,00,000	2,00,000	2
Engineering / Technology	75,000	5,78,575	4,40,462	4,96,603	13
Information Technology (IT)	2,00,000	2,00,000	2,00,000	2,00,000	6
Manufacturing	2,00,000	2,50,000	2,33,333	2,50,000	3
Media/Communications	2,00,000	2,00,000	2,00,000	2,00,000	1
Online Services	2,00,000	4,00,000	2,85,714	2,00,000	7
Others (Enterprise Tech)	5,50,000	5,50,000	5,50,000	5,50,000	3
Others (Hospitality & Technology)	3,00,000	3,00,000	3,00,000	3,00,000	2
Others (Retail B2B & B2C)	7,50,000	7,50,000	7,50,000	7,50,000	12
Pharmaceutical/Healthcare	50,000	3,00,000	1,83,333	2,00,000	3
Real Estate	2,00,000	2,00,000	2,00,000	2,00,000	1

Table 5.5.2: Sector-wise Classification of One-time Cash Payment – Domestic

5.5.3 Total Guaranteed Cash Component

Sector	Min	Max	Mean	Median	Data
Banking, Financial Services and Insurance (BFSI)	16,00,000	50,00,000	27,63,793	25,50,000	72
Conglomerates	19,80,000	24,88,000	24,11,000	24,88,000	8
Consulting	22,00,000	36,20,000	27,77,359	28,10,000	204
Consumer Goods (FMCG)	17,50,000	28,77,000	25,41,061	25,86,706	23
Consumer Services	23,50,000	27,00,000	25,25,000	25,25,000	2
Engineering / Technology	24,39,019	34,38,316	28,50,995	29,52,603	15
Information Technology (IT)	18,70,000	26,00,000	21,74,404	21,82,409	9
Manufacturing	20,50,000	31,00,000	24,00,000	20,50,000	3
Media/Communications	21,12,000	21,12,000	21,12,000	21,12,000	1

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Online Services	23,76,000	32,00,000	29,47,000	30,00,000	8
Others (Education Tech)	18,00,000	24,00,000	21,00,000	21,00,000	2
Others (Enterprise Tech)	30,50,000	32,06,880	31,46,330	32,00,000	8
Others (Hospitality & Technology)	22,80,000	22,80,000	22,80,000	22,80,000	2
Others (Retail B2B & B2C)	28,50,000	28,50,000	28,50,000	28,50,000	12
Pharmaceutical/Healthcare	21,50,000	28,00,000	23,83,333	22,00,000	3
Real Estate	21,60,000	26,34,783	23,97,392	23,97,392	2
Telecom	19,74,417	19,74,417	19,74,417	19,74,417	1

Table 5.5.3 : Sector-wise Classification of Total Guaranteed Cash Component- Domestic

5.5.4 Maximum Earning Potential

Sector	Min	Max	Mean	Median	Data
Banking, Financial Services and Insurance (BFSI)	20,02,000	50,00,000	31,98,202	29,50,000	72
Conglomerates	22,00,000	28,75,000	27,56,250	28,75,000	8
Consulting	26,73,000	61,48,640	34,25,555	32,50,000	204
Consumer Goods (FMCG)	17,50,000	33,94,000	28,78,436	28,86,705	23
Consumer Services	27,00,000	29,00,000	28,00,000	28,00,000	2
Engineering / Technology	30,00,000	47,76,041	36,37,301	33,21,000	15
Information Technology (IT)	22,00,000	34,00,000	26,01,026	26,00,009	9
Manufacturing	27,17,000	31,00,000	28,44,667	27,17,000	3
Media/Communications	24,49,000	24,49,000	24,49,000	24,49,000	1
Online Services	26,00,000	37,98,000	32,11,750	30,00,000	8
Others (Education Tech)	18,00,000	24,00,000	21,00,000	21,00,000	2
Others (Enterprise Tech)	33,36,600	50,92,539	40,60,927	36,00,000	8
Others (Hospitality & Technology)	25,00,000	25,00,000	25,00,000	25,00,000	2
Others (Retail B2B & B2C)	29,35,000	29,35,000	29,35,000	29,35,000	12
Pharmaceutical/Healthcare	22,00,000	28,00,000	25,56,933	26,70,800	3
Real Estate	24,00,000	30,00,000	27,00,000	27,00,000	2
Telecom	24,09,249	24,09,249	24,09,249	24,09,249	1

Table 5.5.4 : Sector-wise Classification of Maximum Earning Potential- Domestic

5.6 Function-wise Classification of Salary – Domestic (INR)

5.6.1 Fixed Yearly Cash Component

Function	Min	Max	Mean	Median	Data
Business Development	18,00,000	18,00,000	18,00,000	18,00,000	2
Consulting	17,00,000	33,20,000	25,22,619	25,31,500	213
Finance	13,00,000	50,00,000	28,14,906	25,86,353	41
General Management	18,70,000	25,00,000	20,93,391	19,80,000	23
Marketing / Sales	12,00,000	24,00,000	21,27,690	21,97,026	24
Others (Analytics)	28,00,000	28,00,000	28,00,000	28,00,000	1
Others (Program Manager)	24,00,000	24,00,000	24,00,000	24,00,000	1


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Others (Project Appraisal & Monitoring)	18,00,000	18,00,000	18,00,000	18,00,000	1
Product/ Category Management	18,00,000	32,06,880	24,21,307	24,00,000	58
Strategy	19,80,000	28,00,000	22,44,071	21,50,000	11

Table 5.6.1: Function-wise Classification of Fixed Yearly Cash Component – Domestic

5.6.2 One-time Cash Payment

Function	Min	Max	Mean	Median	Data
Business Development	2,50,000	2,50,000	2,50,000	2,50,000	2
Consulting	50,000	6,00,000	2,76,531	2,00,000	196
Finance	2,00,000	4,80,000	3,46,471	3,50,000	17
General Management	2,20,000	4,00,000	2,61,111	2,20,000	18
Marketing / Sales	1,50,000	6,02,000	4,21,917	4,12,500	24
Others (Analytics)	4,00,000	4,00,000	4,00,000	4,00,000	1
Others (Program Manager)	2,00,000	2,00,000	2,00,000	2,00,000	1
Product/ Category Management	50,000	7,50,000	4,83,561	4,96,603	41
Strategy	2,00,000	4,00,000	2,36,111	2,25,000	9

Table 5.6.2: Function-wise Classification of One-time Cash Payment – Domestic

5.6.3 Total Guaranteed Cash Component

Function	Min	Max	Mean	Median	Data
Business Development	20,50,000	20,50,000	20,50,000	20,50,000	2
Consulting	21,82,409	36,20,000	27,77,079	28,10,000	213
Finance	16,00,000	50,00,000	29,58,564	28,80,000	41
General Management	18,70,000	28,00,000	22,97,739	22,00,000	23
Marketing / Sales	17,50,000	28,77,000	25,49,607	25,86,706	24
Others (Analytics)	32,00,000	32,00,000	32,00,000	32,00,000	1
Others (Program Manager)	26,00,000	26,00,000	26,00,000	26,00,000	1
Others (Project Appraisal & Monitoring)	18,00,000	18,00,000	18,00,000	18,00,000	1
Product/ Category Management	18,00,000	34,38,316	27,63,135	28,50,000	58
Strategy	19,80,000	32,00,000	24,37,253	22,65,000	11


Table 5.6.3: Function-wise Classification of Total Guaranteed Cash Component – Domestic

5.6.4 Maximum Earning Potential

Function	Min	Max	Mean	Median	Data
Business Development	27,17,000	27,17,000	27,17,000	27,17,000	2
Consulting	26,00,009	61,48,640	34,10,151	32,50,000	213
Finance	20,02,000	50,00,000	34,67,625	32,61,353	41
General Management	22,00,000	28,75,000	26,71,739	26,20,000	23
Marketing / Sales	17,50,000	34,00,000	29,20,299	28,86,705	24
Others (Analytics)	32,00,000	32,00,000	32,00,000	32,00,000	1
Others (Program Manager)	26,00,000	26,00,000	26,00,000	26,00,000	1
Others (Project Appraisal & Monitoring)	27,50,000	27,50,000	27,50,000	27,50,000	1
Product/ Category Management	18,00,000	50,92,539	32,04,449	30,00,000	58
Strategy	22,00,000	32,00,000	27,32,455	26,73,000	11

Table 5.6.4: Function-wise Classification of Maximum Earning Potential – Domestic


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5.7 Sector-wise Classification of Salary – International (USD)

5.7.1 Fixed Yearly Cash Component

Sector	Min	Max	Mean	Median	Data
Banking, Financial Services and Insurance (BFSI)	88,235	1,03,822	93,431	88,235	3
Conglomerates	49,000	1,14,441	98,081	1,14,441	4

Table 5.7.1: Sector-wise Classification of Fixed Yearly Cash Component – International

5.7.2 One-time Cash Payment

Sector	Min	Max	Mean	Median	Data
Banking, Financial Services and Insurance (BFSI)	1,274	3,235	2,581	3,235	3
Conglomerates	3,270	3,270	3,270	3,270	3

Table 5.7.2: Sector-wise Classification of One-time Cash Payment – International

5.7.3 Total Guaranteed Cash Component

Sector	Min	Max	Mean	Median	Data
Banking, Financial Services and Insurance (BFSI)	91,471	1,05,096	96,012	91,471	3
Conglomerates	49,000	1,17,711	1,00,533	1,17,711	4

Table 5.7.3: Sector-wise Classification of Total Guaranteed Cash Component – International

5.7.4 Maximum Earning Potential

Sector	Min	Max	Mean	Median	Data
Banking, Financial Services and Insurance (BFSI)	91,471	1,05,096	96,012	91,471	3
Conglomerates	49,000	1,40,599	1,17,700	1,40,599	4

Table 5.7.4: Sector-wise Classification of Maximum Earning Potential – International

5.8 Function-wise Classification of Salary – International (USD)

5.8.1 Fixed Yearly Cash Component

Function	Min	Max	Mean	Median	Data
Finance	1,03,822	1,03,822	1,03,822	1,03,822	1
General Management	1,14,441	1,14,441	1,14,441	1,14,441	3
Product/ Category Management	88,235	88,235	88,235	88,235	2
Supply Chain Management	49,000	49,000	49,000	49,000	1

Table 5.8.1: Function-wise Classification of Fixed Yearly Cash Component – International

5.8.2 One-time Cash Payment

Function	Min	Max	Mean	Median	Data
Finance	1,274	1,274	1,274	1,274	1
General Management	3,270	3,270	3,270	3,270	3
Product/ Category Management	3,235	3,235	3,235	3,235	2

Table 5.8.2: Function-wise Classification of One-time Cash Payment – International

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5.8.3 Total Guaranteed Cash Component

Function	Min	Max	Mean	Median	Data
Finance	1,05,096	1,05,096	1,05,096	1,05,096	1
General Management	1,17,711	1,17,711	1,17,711	1,17,711	3
Product/ Category Management	91,471	91,471	91,471	91,471	2
Supply Chain Management	49,000	49,000	49,000	49,000	1

Table 5.8.3: Function-wise Classification of Total Guaranteed Cash Component – International

5.8.4 Maximum Earning Potential

Function	Min	Max	Mean	Median	Data
Finance	1,05,096	1,05,096	1,05,096	1,05,096	1
General Management	1,40,599	1,40,599	1,40,599	1,40,599	3
Product/ Category Management	91,471	91,471	91,471	91,471	2
Supply Chain Management	49,000	49,000	49,000	49,000	1

Table 5.8.4: Function-wise Classification of Maximum Earning Potential – International

5.9 Location-wise Classification of Salary – International (USD)

5.9.1 Fixed Yearly Cash Component

Location	Min	Max	Mean	Median	Data
Asia Pacific	49,000	49,000	49,000	49,000	1
Dubai	1,14,441	1,14,441	1,14,441	1,14,441	3
Hong Kong	1,03,822	1,03,822	1,03,822	1,03,822	1
Mexico City	88,235	88,235	88,235	88,235	2

Table 5.9.1: Location-wise Classification of Fixed Yearly Cash Component – International

5.9.2 One-time Cash Payment

Location	Min	Max	Mean	Median	Data
Dubai	3,270	3,270	3,270	3,270	3
Hong Kong	1,274	1,274	1,274	1,274	1
Mexico City	3,235	3,235	3,235	3,235	2

Table 5.9.2: Location-wise Classification of One-time Cash Payment – International

5.9.3 Total Guaranteed Cash Component

Location	Min	Max	Mean	Median	Data
Asia Pacific	49,000	49,000	49,000	49,000	1
Dubai	1,17,711	1,17,711	1,17,711	1,17,711	3
Hong Kong	1,05,096	1,05,096	1,05,096	1,05,096	1
Mexico City	91,471	91,471	91,471	91,471	2

Table 5.9.3: Location-wise Classification of Total Guaranteed Cash Component – International


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5.9.4 Maximum Earning Potential

Location	Min	Max	Mean	Median	Data
Asia Pacific	49,000	49,000	49,000	49,000	1
Dubai	1,40,599	1,40,599	1,40,599	1,40,599	3
Hong Kong	1,05,096	1,05,096	1,05,096	1,05,096	1
Mexico City	91,471	91,471	91,471	91,471	2

Table 5.9.4: Location-wise Classification of Maximum Earning Potential - International

5.10 Location-wise Classification of Salary – Domestic (INR)

5.10.1 Fixed Yearly Cash Component


Location	Min	Max	Mean	Median	Data
Bangalore	13,00,000	32,06,880	23,97,690	24,00,000	82
Chennai	23,76,000	30,00,000	26,26,222	25,00,000	9
Gurgaon	15,30,000	30,00,000	23,69,731	24,00,000	49
Gurgaon/ Mumbai/ Bangalore	25,31,500	33,20,000	25,53,403	25,31,500	36
Hosur	29,00,000	29,00,000	29,00,000	29,00,000	1
Hyderabad	18,70,000	29,20,500	21,78,231	20,92,099	7
Kolkata	20,00,000	28,00,000	24,33,333	25,00,000	3
Mumbai	16,00,000	50,00,000	26,77,253	25,00,000	95
New Delhi	18,00,000	33,12,000	24,96,000	25,00,000	46
Noida	24,56,000	28,00,000	27,14,000	28,00,000	4
Pan India	12,00,000	22,75,000	20,96,419	21,00,000	27
Pune	20,00,000	25,86,353	22,14,294	21,88,000	8
Remote	24,00,000	25,00,000	24,50,000	24,50,000	8

Table 5.10.1: Location-wise Classification of Fixed Yearly Cash Component – Domestic

5.10.2 One-time Cash Payment

Location	Min	Max	Mean	Median	Data
Bangalore	50,000	6,00,000	3,67,432	4,00,000	74
Chennai	50,000	2,00,000	1,75,000	2,00,000	6
Gurgaon	2,00,000	6,00,000	4,04,429	4,00,000	35
Gurgaon/ Mumbai/ Bangalore	3,00,000	3,00,000	3,00,000	3,00,000	36
Hosur	2,00,000	2,00,000	2,00,000	2,00,000	1
Hyderabad	2,00,000	5,17,816	4,42,884	5,00,000	5
Kolkata	2,00,000	2,00,000	2,00,000	2,00,000	3
Mumbai	50,000	6,00,000	2,10,156	2,00,000	64
New Delhi	50,000	6,00,000	1,79,444	2,00,000	45
Noida	2,00,000	4,96,603	2,74,151	2,00,000	4
Pan India	1,50,000	7,50,000	5,92,731	6,02,000	26
Pune	2,75,000	3,00,000	2,96,429	3,00,000	7
Remote	5,50,000	5,50,000	5,50,000	5,50,000	3

Table 5.10.2: Location-wise Classification of One-time Cash Payment – Domestic


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5.10.3 Total Guaranteed Cash Component

Location	Min	Max	Mean	Median	Data
Bangalore	16,50,000	32,06,880	27,29,275	28,49,645	82
Chennai	23,76,000	30,00,000	27,42,889	27,00,000	9
Gurgaon	20,00,000	35,00,000	26,58,609	27,36,702	49
Gurgaon/ Mumbai/ Bangalore	28,31,500	36,20,000	28,53,403	28,31,500	36
Hosur	31,00,000	31,00,000	31,00,000	31,00,000	1
Hyderabad	18,70,000	34,38,316	24,94,577	24,39,019	7
Kolkata	22,00,000	30,00,000	26,33,333	27,00,000	3
Mumbai	16,00,000	50,00,000	28,18,832	27,36,702	95
New Delhi	18,00,000	35,12,000	26,71,543	28,10,000	46
Noida	29,52,603	30,00,000	29,88,151	30,00,000	4
Pan India	17,50,000	28,77,000	26,67,197	28,50,000	27
Pune	20,00,000	28,61,353	24,73,669	24,88,000	8
Remote	24,00,000	30,50,000	26,56,250	24,50,000	8

Table 5.10.3: Location-wise Classification of Total Guaranteed Cash Component – Domestic

5.10.4 Maximum Earning Potential

Location	Min	Max	Mean	Median	Data
Bangalore	18,00,000	50,92,539	32,62,326	32,91,294	82
Chennai	27,00,000	50,00,000	35,28,889	32,50,000	9
Gurgaon	24,00,000	42,83,000	30,37,212	29,55,638	49
Gurgaon/ Mumbai/ Bangalore	47,59,588	61,48,640	47,98,173	47,59,588	36
Hosur	31,00,000	31,00,000	31,00,000	31,00,000	1
Hyderabad	22,00,000	47,76,041	32,17,890	31,68,000	7
Kolkata	27,58,295	37,88,836	32,65,710	32,50,000	3
Mumbai	20,02,000	50,00,000	31,78,534	30,85,000	95
New Delhi	26,20,000	35,12,000	29,22,391	28,10,000	46
Noida	30,00,000	40,35,186	32,58,796	30,00,000	4
Pan India	17,50,000	33,94,000	28,78,933	29,35,000	27
Pune	26,00,000	32,61,353	28,88,919	28,75,000	8
Remote	26,60,500	33,36,600	29,31,475	27,30,250	8

Table 5.10.4: Location-wise Classification of Maximum Earning Potential – Domestic


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6. Other Details

Sr. No.	Parameter	Number
1	Total Pre-Placement offers awarded	217
	1a. Through internships	207
	1b. Others	10
2	Total Pre-Placement offers accepted	105
	2a. Through internships	103
	2b. Others	2

Table 6.1: Details regarding pre-placement offers (PPO)

7. Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards Revision 2.2*.

The instances where the report deviates from the standards and the reasons for them are mentioned below:

Deviation from the standards	Reason
PPI data not included in other details	Data regarding PPIs was not collected

Table 7.1: List of deviations from standards with reasons

* <https://web.iima.ac.in/iprs/gallery/IPRSRevision2.2.pdf>


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