

# *Indian Institute of Management Ahmedabad*



## *PGP Placement Report*

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*Summers 2017*

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BWR/IIM/HO/RR/0007/2016-17

March 6 2017

The Chairperson  
Placement Office  
Indian Institute of Management  
Vastrapur  
Ahmedabad – 380015  
Gujarat

Madam,

**Re: Audit of the Summer Internship Placement Report of the 2016-18 batch of the Post Graduate Programme in Management (PGP)**


We have audited the Placement Report prepared by you for the Summer Internship placements of the 2016-18 batch of the Post Graduate Programme in Management (PGP) of the Indian Institute of Management, Ahmedabad (IIM-A). The Placement Report is the responsibility of IIM-A. 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 2.1.

In this context, we offer the following comments:

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 2.1.
2. The validation of information presented in the report is based on communication received by IIM-A from recruiting companies. Brickwork Ratings (BWR) has not independently sourced any information or documentation.
3. We have verified the information with respect to job location, function and stipends presented in the report with communication received by IIMA from recruiters.
4. The acceptance of offers and number of students opting out of the placement process has been established through written communication from those students.
5. The report's overview section, which explains the placement process, has been prepared by IIMA.

Thank you,

Best Regards,

A handwritten signature in blue ink that reads "Rajee R".

Rajee R  
General Manager  
Brickwork Ratings  
Tel: 080-40409999 extn 349  
[rajee.r@brickworkratings.com](mailto:rajee.r@brickworkratings.com)



**Brickwork Ratings India Pvt. Ltd.**

3rd Floor, Raj Alkaa Park, 29/3 & 32/2 Kalena Agrahara, Bannerghatta Road, Bengaluru - 560 076

Phone: +91 80 4040 9940 • Fax: +91 80 4040 9941 | [info@brickworkratings.com](mailto:info@brickworkratings.com) • [www.BrickworkRatings.com](http://www.BrickworkRatings.com)

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## Overview

The summer placement process for the Class of 2018 of the Post Graduate Programme (PGP) in Management at IIM Ahmedabad was successfully completed in November 2016 within three clusters with students being placed across sectors and functions of their choice. The successful completion of the recruitment cycle for the batch 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 summer placement process was completed within 3 clusters. Firms were grouped into cohorts based on the profile offered and groups of cohorts were invited to campus across different clusters. As in previous years, students were provided the flexibility of making “dream” applications to firms of their choice in a subsequent cluster even with an offer in hand. This gave students the flexibility and choice to build careers in sectors of their preference. This year, the students also had the opportunity to work under the mentorship of Centre for Innovation, Incubation and Entrepreneurship (CIIE), IIM Ahmedabad on their entrepreneurial ideas in the Summers of 2017.

## Sectoral overview

Firms from different sectors and geographies participated in the process at IIM Ahmedabad. Recruiters in the management and niche consulting domain included Accenture Strategy, Alvarez & Marsal, A.T. Kearney, Bain & Co., Deloitte USI, McKinsey & Co., Monitor Deloitte, Parthenon, Roland Berger, Strategy&, The Boston Consulting Group, among others. Prominent recruiters in the investment banking and markets space include Bank of America Merrill Lynch (BAML), Citibank, Credit Suisse, Deutsche Bank, Goldman Sachs, HSBC, JPMorgan Chase & Co., Morgan Stanley and Standard Chartered. Among the Banking, Financial Services & Insurance recruiters, American Express, Altisource, Axis Bank, FinIQ, RBL and Yes Bank extended offers.

Sales and marketing roles were offered by the regular recruiters like AB InBev, General Mills, HUL, Marico, Mondelez, Nestle, P&G, Reckitt Benckiser, Star TV, Vodafone, Wipro, among others. The general management cohort saw participation from Airtel, Aditya Birla Group, Tata Administrative Services, CK Birla, Reliance and Mahindra & Mahindra. The Internet, Technology & E-commerce space had recruiters like Amazon, Directl, Microsoft, Ola Cabs, Sprinklr, Zilingo among the others.

### **Top recruiters**

More than 105 firms participated in the summer placement process in 2016. The top offers across clusters, with double digit offers each, were from Accenture Strategy, Aditya Birla Group, Amazon, Bain & Co., HUL, Goldman Sachs, McKinsey & Co., TAS and The Boston Consulting Group. Amazon made the highest offers at the end of the summer placement process with 21 offers. In the Consulting domain, BCG, Bain and Mckinsey made 14, 12 and 13 offers each respectively. Among global investment banks, BAML and Citibank were the largest recruiters, having picked 6 and 5 students each for roles in financial markets, investment banking and financial strategy. In the sales and marketing domain, HUL, Vodafone and P&G made 10, 9 and 7 offers each. Amongst general management firms, Aditya Birla Group and Tata Administrative Services made 10 offers each. In the technology sector, Amazon was the largest recruiter having extended 21 offers to students for roles in marketing, operations, product marketing and product management.

### **Entrepreneurship**

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career and this year, 5 students opted out of the summer placement process to work on their own ventures, under the guidance and mentorship of CIIE. The number of students opting out to start out their own ventures has been increasing over the years.

### **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. Total batch strength*	401
1a. Students in PGP programme at IIM Ahmedabad	395
1b. Dual degree students from universities abroad	6
2. Students seeking internship through the institute	390
2a. Students in PGP programme at IIM Ahmedabad	384
2b. Dual degree students from universities abroad	6
3. Not seeking internship through the institute	11
3a. Entrepreneurship	5
3b. Did not seek internship through the institute for other reasons	6
<b>Total students eligible for internships</b>	<b>390</b>
<b>Total offers accepted</b>	<b>390</b>
<b>Students still in process</b>	<b>0</b>

Table 1.1: Classification of the entire placement pool

\* Total batch strength includes 6 students who have come from universities abroad to pursue education at IIM Ahmedabad.

### 1.2 Classification of the internships based on stipend status

Categories	With Stipend	Without Stipend
Seeking internship through the institute	390	0

Table 1.2: Classification of internships based on stipend status



For the Indian Institute of Management Ahmedabad

सोमनाथ भट्टाचार्य / SOMNATH BHATTACHARYA

संपर्क प्रबंधक, स्थानन कार्यालय  
Relationship Manager, Placement Office  
भारतीय प्रबंध संस्थान

Indian Institute of Management

अहमदाबाद-३८००१५./Ahmedabad-380015.




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## 2. Sector-wise Classification

Sector	No. of offers
Banking, Financial Services and Insurance (BFSI)	79
Conglomerates	41
Consulting	94
Consumer goods (FMCG)	45
Consumer Services	4
Engineering / Technology	5
Information Technology (IT)	17
Logistics	1
Manufacturing	21
Media/Communications	12
Online Services	29
Pharmaceutical/Healthcare	8
Real Estate	4
Telecom	15
Others*	15
<b>Total</b>	<b>390</b>

Table 2.1: Classification of offers based on sector

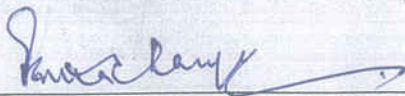
\* Others includes Hospitality, Education Technology, Social sector, Govt. Sector, Consumer Technology, Infra Equipment

## 3. Function-wise Classification

Function	No. of offers
Business Development	8
Consulting	93
Finance	76
General Management	49
Human Resources (HR)	1
Marketing / Sales	91
Operations	17
Product/Category Management	21
Research & Advisory	1
Strategy	13
Supply Chain Management	5
Systems / IT	2
Others*	13
<b>Total</b>	<b>390</b>

Table 3.1: Classification of offers based on function

\* Others includes Analytics, Business Development, Banking, Advisory Consulting, Govt. Advisory, Lifecycle Management



For the Indian Institute of Management Ahmedabad

**सोमनाथ भट्टाचार्य / SOMNATH BHATTACHARYA**

संपर्क प्रबंधक, स्थानन कार्यालय  
Relationship Manager, Placement Office

भारतीय प्रबंध संस्थान

Indian Institute of Management

अहमदाबाद-३८००१५./Ahmedabad-380015.



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## 4. Location-wise Classification

### 4.1 Classification of International Locations

Location	No. of offers accepted
Bangkok	5
Dubai	1
Hong Kong	5
Malaysia	1
Singapore	4
Switzerland	1
UAE	3
UK	2
India (Domestic)	368
<b>Total</b>	<b>390</b>

Table 4.1: Classification of offers based on international locations

### 4.2 Classification of Domestic Locations

Indian Locations	No. of offers accepted
Ahmedabad	3
Bangalore	17
Chennai	1
Hyderabad	9
Jaipur	1
Mumbai	94
Nagpur	2
NCR	30
PAN India	82
Pune	11
Sriperumbudur	1
TBD*	117
<b>Total</b>	<b>368</b>

Table 4.2: Classification of offers based on domestic locations

\* TBD - To be decided - implies Location yet to be decided by the respective firms.

## 5. Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Revision 2.1\*.

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

Deviation from the standards	Reason
-	-

Table 5.1: List of deviations from standards with reasons

\* <http://www.iimahd.ernet.in/iprs/gallery/IPRSRevision2.1.pdf>

  
**सोमनाथ भट्टाचार्य / SOMNATH BHATTACHARYA**

For the Indian Institute of Management, Ahmedabad  
 Relationship Manager, Placement Office  
 भारतीय प्रबंध संस्थान  
 Indian Institute of Management  
 अहमदाबाद-३८००१५./Ahmedabad-380015.



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