Bharatiya Vidya Bhavan's
SPJIMR

PGDM
FINALS PLACEMENT REPORT
2022

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 course work 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 five consecutive years. SPJIMR featured at rank 39 at a global level in the 'Financial Times Masters in Management (MIM) Ranking 2021. 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.

Finals at a Glance

This year's placement process solidified the deep relationship of the Institute with the corporate sector with the number of companies onboarded and the speed of offer rollouts. It also 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 placements exercise was conducted online using a variety of platforms and protocols to meet the convenience and security needs of the participating companies.

The average annual salary (cost-to-company) this year stands at INR 32.06 lakhs per annum, marking a jump of around 23% over the number reported last year. The median annual salary came in at INR 30.10 lakhs per annum, with over 59 percent of the batch securing offers above INR 30 lakhs per annum and over 87 percent in excess of INR 25 lakhs per annum.

This placement season saw a record number of Pre-placement offers with over 52% of the batch receiving PPOs via autumns internships and corporate competitions with leading companies like Amazon, Accenture Strategy, Boston Consulting Group, Colgate-Palmolive, Hindustan Unilever, Intuit, Procter & Gamble, and Tata Administrative Services among many others.

The high number of offers was a factor of changes in the business environment as well as the well-preparedness of the students for their Autumn Internship. 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.

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 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.

A brief on participating companies

Consulting/ IT Consulting

This year's placement process saw an increased intake of students by the consulting domain, making it the largest recruiting sector by rolling out offers to over 38% of the batch. The domain saw participation from industry leaders that included Accenture Strategy, Alvarez & Marsal, Bain & Co., Boston Consulting Group, Deloitte, GEP, KPMG, Miebach and PWC US Advisory among others. The increased number of offers clearly depicts the successful integration of industry-need linked courses in the curriculum with specialised focus on case studies relevant to ongoing transformations across the sectors.

FMCG

The curriculum relevance coupled with live projects and industry immersion has helped SPJIMR maintain its stronghold in the FMCG sector. It was one of the major recruiter making offers to over 22 per cent of the batch with top recruiters in this sector including Asian Paints, Colgate-Palmolive, General Mills, Godrej, Hindustan Unilever, ITC, Kimberly Clark, L'Oréal, Marico, Mondelez, Nestle, Pidilite, Procter & Gamble, and Reckitt among others. The roles offered in this sector were across Sales & Marketing, Corporate IT, Corporate Finance and Supply Chain Operations.I

Investment Banking, Private Equity and BFSI

SPJIMR witnessed the participation of international and domestic finance companies like American Express, Barclays, Incred Capital and PayTM among others offering roles in the domain of analytics, wealth management and private banking. Around 20% of the Finance batch landed offers in Investment Banking and Private Equity roles, a record high for the finance cohort. Prominent recruiters such as Avendus Capital, Axis Capital, GEF Capital, Goldman Sachs, and JM Financial rolled out multiple offers to candidates.

Product Management, IT and Analytics

SPJIMR saw an increase in the number of recruiters offering Product Management roles. A total of 23 offers were accepted in total from top recruiters like Microsoft, Intuit, Tata Digital, Amazon, Info Edge, Go-MMT, PayTM, Samsung Research and Godrej Housing Finance. Along with this approximately 30% of the Information Management specialisation accepted Product Management roles.

Technology companies like eightfold.ai and Philips offered roles in the domain of Data analytics, and Digital marketing. About 25% of the Information Management batch picked up offers in the Corporate IT, Analytics and Tech Sales domain.

E-Commerce

The boom in the E-Commerce industry was well reflected in the placement cycle this year with about 12% of the batch receiving offers from industry leaders such as Amazon and Flipkart. Varied roles were offered to students across domains such as Supply Chain and Operations Management, Finance Management, Management Trainee and much more.

General Management and Leadership roles

General Management and Leadership positions offer cross-domain exposure and focus on overall development of future business leaders by giving students exposure to functions across the business. This year, conglomerates like Amazon, Capgemini ELITE, Mahindra GMC and Tata Administrative Services are among the top recruiters in this category. Students got the opportunity to gain industry wide exposure through live projects and academic collaboration which enhanced the practicality aspect of their learning process.

Disclaimer: Logos are a proprietary of the company and are ordered alphabetically.

Statistics and Rankings

QS Global MBA-2021: One of the only 6 Indian B-schools
MBA Universe-2021: 4
Business Today-2020: 4
Outlook-2020: 2

FT FINANCIAL TIMES — MASTERS IN MANAGEMENT RANKINGS 2020

FT Rankings 2021
SPJIMR in Global Top 50
World Rank- 39 India Rank- 2

Participants in the Batch	Companies participating	First-time recruiters	Total Number of PPO	Median Salary	Average Salary	Highest Salary
238	70	33	123	30.10 LPA (20% increase compared to last year)	32.06 LPA (23% increase compared to last year)	53.16 LPA (14% increase compared to last year)

- 14% of offers equal to or greater than INR 40 LPA
- 30% of offers equal to or greater than INR 35 LPA
- 59% of offers equal to or greater than INR 30 LPA
- 87% of offers equal to or greater than INR 25 LPA

Key Highlights

- 38.4% of the batch placed with consulting firms
- 21.1% of the Finance Management batch placed with IB and PE firms
- 39.3% of the Marketing Management batch placed with FMCG firms
- 45.2% of the Operations and Supply Chain Management batch placed with FMCG & E-commerce firms
- 30% of the Information Management batch bagged Product Management roles in top technology firms

Autumn Internship Highlights

- Number of companies: 52
- Number of new companies recruiters: 27
- Average Stipend for 2 months: INR 2,61,000
- Median Stipend for 2 months: INR 2,80,000
- Maximum Stipend for 2 months: INR 4,00,000

Awards and Highlights

SPJIMR received 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 organizations 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 six Indian Business Schools in the QS Global MBA rankings in 2021 for the fifth consecutive year. SPJIMR is part of the 151-200 rankings bracket for the second consecutive year and is ranked at 22 for QS MBA-Asia Ranking

Bharatiya Vidya Bhavan's SPJIMR

AICTE approved — AMBA, AACSB and NBA accredited

Bhavan's S.P. Jain Institute of Management & Research
Bhavan's Campus, Munshi Nagar, Dadabhai Road,
Andheri West, Mumbai - 400 058, India.
T: +91-22-2623-0396/ 2401/ 7454 W: www.spjimr.org

To know more write to:
bhishm.chugani@spjimr.org or call+91 9833070100
hema.sisodia@spjimr.org or call +91 9820027928
ami.gandhi@spjimr.org or call +91 98208 92547