

Ref No: BJ/ED/SPJIMR/2022/CH1222  
March 25, 2022

To,  
The Chairperson  
The Placement Office  
SP Jain Institute of Management and Research Munshi  
Nagar  
Andheri (W) Mumbai  
400 058

**Re: Audit of the Placement Report for the Post Graduate Programme in Management (PGPM) 2020**

Dear Sir,

CRISIL has audited the Placement Report prepared by SP Jain Institute of Management and Research (SPJIMR), Mumbai, for the final placements of students in the PGPM batch of 2020. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:

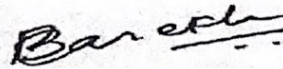
1. CRISIL has obtained all information and explanations as were necessary for conducting the audit. We believe the Placement Report complies with the requirements of Indian Placement Reporting Standards (IPRS) Version 2.2.
2. The validation of information presented in the report is based on communication received by SPJIMR from the recruiting companies. CRISIL has not independently sourced any information or documentation.
3. CRISIL has verified the information with respect to remuneration, job function and location presented in the report with communication received from recruiters.
  - a. The information has been categorized as best as possible under various salary heads according to IPRS Version 2.2; where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
  - b. Proof of acceptance of the offers is indicated by student signing the offer letter. Such proof was not available for 56 students out of 107.
4. The number of students opting out of the placement process and students on sabbatical has been established through written communication from the students/recruiting companies.

Thank You, Best

Regards,



Ms. Binaifer F. Jehani  
Business Head- SME Solutions



Bhushan Parekh  
Director – SME Solutions





# FINAL PLACEMENT

2020

Post Graduate Programme in  
Management (PGPM)

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## Classification of the Entire Graduate Pool


The graduating class is categorized into three major groups:

- Graduates seeking placement through the institute
- Graduates not seeking placement through the institute
- Graduates who did not get placed

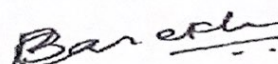
**Table 1: Classification of the Entire Graduate Pool**

Categories	Number
<b>1. Sought placement through the institute</b>	<b>107*</b>
<b>2. Did not seek placement through the institute</b>	
2a. Sabbatical	5
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to / joining family business	-
2f. Sought placement outside the campus placement process	-
2g. Did not seek placements for other reasons	3
<b>Total who did not seek employment through the institute</b>	<b>8</b>
<b>3. Number unplaced, if any</b>	<b>-</b>
<b>Total Graduates</b>	<b>115</b>

\* 107 offer letters were available for verification (106 offer letters and 1 email confirmation) of which 51 offers were signed and accepted.


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## Key Highlights

### PGPM Program (2020 batch)



**Batch size  
(115 students)**



**Highest Salary  
(Rs 30.17 lakh)**



**Number of  
recruiters (32)**



**Mean Salary (Rs  
19.49 lakh)**

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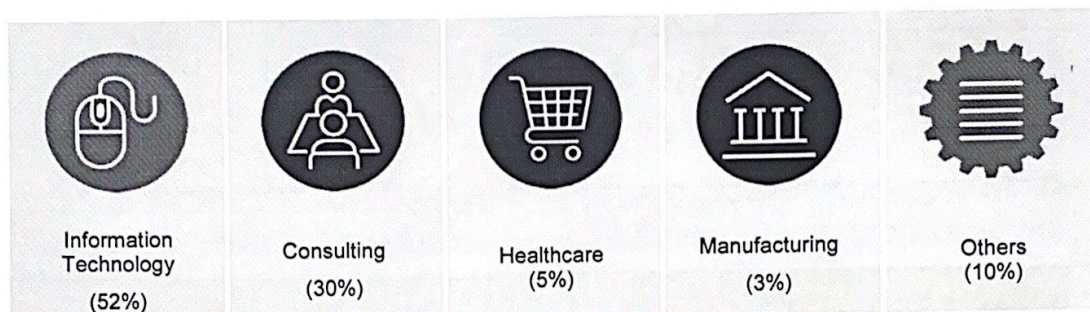
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## Sectoral Highlights



- Highest offers were made in Information Technology sector (52%)
- Others include offers from BFSI (2%), Energy (1%) and Others comprising Retail, Logistics, Agriculture (7%)

## Sector-wise classification

The table below shows sector-wise break-up of the accepted offers.

Table 2: Classification of Placements Based on Sector

Sector	Number of Offers accepted
BFSI	02
Consulting	32
Energy	01
Healthcare	05
Information Technology (IT)	56
Manufacturing	03
Others	08
Grand Total	107

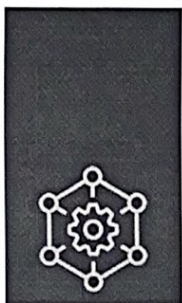
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ANDHERI (W)  
MUMBAI  
400 058.

For SPJIMR, Mumbai

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## Functional Highlights



Consulting  
(48%)



Marketing/Sales  
(19%)



General Management  
(14%)



Others (19%)

- Highest offers received for Consulting (48%)
- Others include offers for Systems/IT (12%), Finance (2%), Operations/Supply Chain (3%) and Analytical (2%)

## Function-wise classification

The table below shows function-wise break-up of the accepted offers.

**Table 3: Classification of Placements Based on Function**

Function	Number of Offers accepted
Analytical	02
Consulting	52
Finance	02
General Management	15
Marketing/Sales	20
Operations/Supply Chain	03
Systems / IT	13
<b>Grand Total</b>	<b>107</b>

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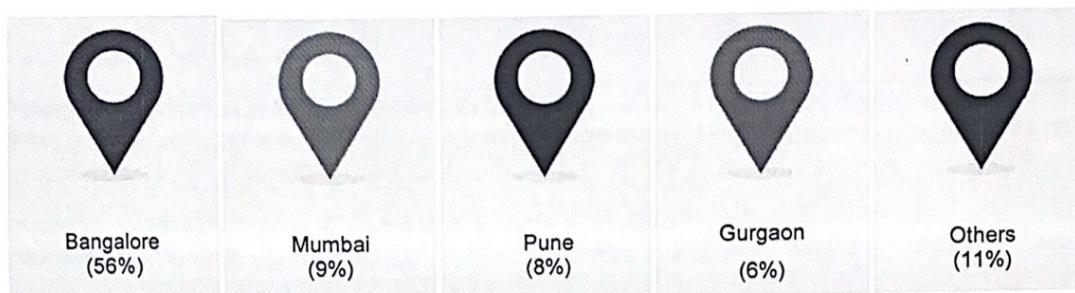
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## Location Highlights



- Highest offers received for Bangalore (56%) location.
- Others include offers for Noida (3%), Hyderabad (4%), Chennai (2%), Ahmedabad and New Delhi cumulatively contributing (2%)
- 10% of letters with location details were not available.

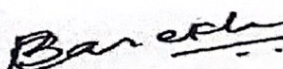
## Location-wise classification

The table below shows location-wise break-up of the accepted offers.

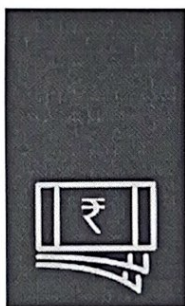
**Table 4: Classification of Placements Based on Location**

Location	Number of Offers accepted
Ahmedabad	01
Bangalore	60
Chennai	02
Data not available	11
Gurgaon	06
Hyderabad	04
Mumbai	10
New Delhi	01
Noida	03
Pune	09
Grand Total	107

  
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## Salary details

### Salary Heads – Domestic (INR)

**Table 5: Classification of Salary Components in INR**

Salary Head (INR)	Min	Max	Median	Mean	Data
Total Fixed Salary	832236	2515200	1500000	1473815	107
One time Cash Payments	21600	440070	133333	160164	76
Total Guaranteed Cash Payments	873700	2515200	1578333	1587576	107
Performance linked compensation (max)	80000	567000	269840	295263	90
Other payments	21600	565800	101000	150856	77
Maximum Earning Potential (including non-cash, long term, and performance linked components)	1097210	3017000	1875000	1949161	107

### Sector-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments.

**Table 8: Sector-wise Classification of Fixed Yearly Cash Component in INR**

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	1230295	1230295	1230295	1230295	02
Consulting	832236	1575236	1345419	1290568	32
Energy	1507800	1507800	-	-	01
Healthcare	1327445	1478400	1327445	1357636	05
Information Technology (IT)	852100	2515200	1580000	1578457	56
Manufacturing	1592860	1770385	1700004	1687750	03
Others	1193688	1778400	1528400	1523326	08

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**Table 9: Sector-wise Classification of Onetime Cash Payments in INR**

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	200000	200000	200000	200000	02
Consulting	96924	182424	115080	126000	26
Healthcare	140000	140000	140000	140000	04
Information Technology (IT)	21600	440070	200000	187068	41
Others	66667	100000	100000	88889	03


**Table 10: Sector-wise Classification of Total Guaranteed Cash Payments in INR**

Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	1430295	1430295	1430295	1430295	02
Consulting	929160	1623196	1425605	1392943	32
Energy	1507800	1507800	-	-	01
Healthcare	1467445	1478400	1467445	1469636	05
Information Technology (IT)	873700	2515200	1700000	1715418	56
Manufacturing	1592860	1770385	1700004	1687750	03
Others	1193688	1778400	1561733	1556659	08

**Table 11: Sector-wise Classification of Performance Linked Compensation in INR**

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
Consulting	80000	480800	210496	225325	29
Energy	300000	300000	-	-	01
Healthcare	220800	375000	220800	251640	05
Information Technology (IT)	138491	567000	405000	357945	47
Manufacturing	318669	318669	-	-	01
Others	100000	300000	181819	191278	07

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**Table 12: Sector-wise Classification of Other Payments in INR**

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	153705	153705	153705	153705	02
Consulting	76800	305412	105000	127850	30
Energy	292200	292200	-	-	01
Healthcare	21600	151755	151755	125724	05
Information Technology (IT)	21600	565800	100027	175451	30
Manufacturing	110946	110946	-	-	01
Others	21600	354600	138683	147210	08

**Table 13: Sector-wise Classification of Maximum Earning Potential Cash Component in INR**

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	1584000	1584000	1584000	1584000	02
Consulting	1195337	2391212	1779996	1717003	32
Energy	2100000	2100000	-	-	01
Healthcare	1840000	1875000	1840000	1847000	05
Information Technology (IT)	1097210	3017000	2062000	2118756	56
Manufacturing	1592860	2200000	1700004	1830955	03
Others	1516667	2390000	1822498	1871237	08

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## Function-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments.

**Table 14: Function-wise Classification of Fixed Yearly Cash Component in INR**

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	1500000	1500000	1500000	1500000	02
Consulting	832236	2100000	1389084	1427043	52
Finance	1230295	1230295	1230295	1230295	02
General Management	859800	2273316	1600000	1473499	15
Marketing/Sales	1193688	2071037	1553400	1543406	20
Operations/Supply Chain	1550074	1778275	1592860	1640403	03
Systems / IT	852100	2515200	1580000	1549198	13

**Table 15: Function-wise Classification of Onetime Cash Payments in INR**

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	200000	200000	200000	200000	02
Consulting	32400	350000	139351	186686	42
Finance	200000	200000	200000	200000	02
General Management	30000	440070	30000	87786	09
Marketing/Sales	66667	150000	100000	115714	14
Systems / IT	21600	200000	200000	160229	07

**Table 16: Function-wise Classification of Total Guaranteed Cash Payments in INR**

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	1700000	1700000	1700000	1700000	02
Consulting	914796	2450000	1500000	1577827	52
Finance	1430295	1430295	1430295	1430295	02
General Management	886700	2273316	1630000	1526170	15
Marketing/Sales	1193688	2204370	1603200	1624406	20
Operations/Supply Chain	1550074	1778275	1592860	1640403	03
Systems / IT	873700	2515200	1780000	1635475	13

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**Table 17: Function-wise Classification of Performance Linked Compensation in INR**

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	405000	405000	405000	405000	02
Consulting	80000	567000	228000	294204	48
General Management	138491	472500	300000	316891	15
Marketing/Sales	100000	375000	247900	236339	12
Operations/Supply Chain	148268	257125	202697	202697	02
Systems / IT	138491	426600	426600	331547	11

**Table 18: Function-wise Classification of Other Payments in INR**

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	39600	539940	100032	136482	40
Finance	153705	153705	153705	153705	02
General Management	50460	565800	149901	241562	08
Marketing/Sales	21600	328963	101000	123370	19
Operations/Supply Chain	104227	354600	229414	229414	02
Systems / IT	21600	539940	67734	185643	06

**Table 19: Function-wise Classification of Maximum Earning Potential Cash Component in INR**

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	2305000	2305000	2305000	2305000	02
Consulting	1195337	3017000	1779996	1954387	52
Finance	1584000	1584000	1584000	1584000	02
General Management	1187827	2690404	2062000	1971894	15
Marketing/Sales	1516667	2533333	1900001	1883410	20
Operations/Supply Chain	1592860	2390000	1802569	1928476	03
Systems / IT	1097210	2515200	2206600	2009389	13

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## Location-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments.


**Table 20: Location-wise Classification of Fixed Yearly Cash Component in INR**

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Ahmedabad	1507800	1507800	-	-	01
Bangalore	832236	2515200	1523196	1546773	60
Chennai	914796	1226904	1070850	1070850	02
Data not available	1389084	2084841	1600000	1627463	11
Gurgaon	859800	1500000	1453200	1365700	06
Hyderabad	934380	1550074	973500	1107864	04
Mumbai	886700	1770385	1405148	1340013	10
New Delhi	1226904	1226904	-	-	01
Noida	1628400	2273316	1778400	1893372	03
Pune	970968	1510400	1193688	1156382	09

**Table 21: Location-wise Classification of Onetime Cash Payments in INR**

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	21600	350000	140000	173774	50
Data not available	30000	300000	30000	111000	10
Gurgaon	150000	440070	150000	246690	03
Hyderabad	32400	32400	32400	32400	02
Mumbai	100000	200000	200000	175000	04
Pune	100000	167220	113064	124125	07

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**Table 22: Location-wise Classification of Total Guaranteed Cash Payments in INR**

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Ahmedabad	1507800	1507800	-	-	01
Bangalore	873700	2515200	1623196	1691585	60
Chennai	914796	1226904	1070850	1070850	02
Data not available	1630000	2084841	1689084	1728372	11
Gurgaon	1299870	1578000	1500000	1489045	06
Hyderabad	934380	1550074	1005900	1124064	04
Mumbai	886700	1780000	1511578	1410013	10
New Delhi	1226904	1226904	-	-	01
Noida	1628400	2273316	1778400	1893372	03
Pune	1084032	1610400	1193688	1252924	09

**Table 23: Location-wise Classification of Performance Linked Compensation in INR**

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Ahmedabad	300000	300000	-	-	01
Bangalore	80000	567000	247500	302014	49
Chennai	138491	367200	252846	252846	02
Data not available	150000	472500	432000	359550	10
Gurgaon	140070	375000	325000	302512	06
Hyderabad	142840	228000	188134	186777	04
Mumbai	138491	426600	266735	277275	06
New Delhi	367200	367200	-	-	01
Noida	269041	300000	300000	289680	03
Pune	100000	440737	214255	238960	08

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**Table 24: Location-wise Classification of Other Payments in INR**

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Ahmedabad	292200	292200	-	-	01
Bangalore	21600	539940	105000	146012	43
Chennai	82447	539940	311194	311194	02
Data not available	60912	75158	60912	64474	04
Gurgaon	21600	101000	75730	68515	04
Hyderabad	70344	565800	95277	206675	04
Mumbai	86327	539940	153705	264094	06
New Delhi	82447	82447	-	-	01
Noida	21600	148047	21600	63749	03
Pune	39600	301512	100032	133986	09

**Table 25: Location-wise Classification of Maximum Earning Potential in INR**

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Ahmedabad	2100000	2100000	-	-	01
Bangalore	1097210	3017000	1890930	2049539	60
Chennai	1593227	1676551	1634889	1634889	02
Data not available	1899996	2252500	2062000	2078681	11
Gurgaon	1490400	1954000	1875000	1837233	06
Hyderabad	1311227	1802569	1478132	1517515	04
Mumbai	1187827	2206600	1593226	1744834	10
New Delhi	1676551	1676551	-	-	01
Noida	1950000	2690404	2100000	2246801	03
Pune	1394560	2192678	1534959	1599318	09

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## Other details

Table 26: Details regarding Pre- Season Placement Offers

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	-
2	Total Pre-Season Placement offers accepted	-

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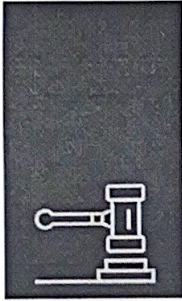


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## Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Version 2.2.

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