

SPJIMR completes placements of the PGDM Class of 2020

Mumbai, Dec. 22:

SPJIMR has announced the successful closure of placements for the PGDM Class of 2020. In what was considered a tough year for B-school placements, SPJIMR saw 122 companies participating in the placement process, rolling out over 300 offers to 238 participants of the PGDM Class of 2020.

The performance reflected strong demand for talent from SPJIMR, which has consistently stood out as a preferred place for recruiters particularly because of its approach to inculcating values through innovative experiential learning, and the high degree of industry integration, and consequent curriculum relevance.

The average annual salary for the batch came in at INR 26.36 LPA, a 15.1 per cent growth over last year. The median annual salary is INR 25 lakhs. Over 86 per cent of the 238 participants secured offers in excess of INR 20 LPA.

Dr. Ranjan Banerjee, Dean & Professor-Marketing, said: "We are pleased that the industry continues to value our students. As an institute, we are continually trying to improve the relevance and quality of our curriculum. We are also trying to build deeper partnerships with industry. We believe that improved placements are a happy by-product of doing the right things on a day to day basis. We will continue to get better."

Apart from traditional recruiters, several new companies from diverse sectors were on campus this year, bringing new breadth to the placements process. The companies that participated this year included The Boston Consulting Group, Bain & Co., Accenture Strategy, Intuit, Microsoft,

Goldman Sachs, American Express, Amazon, Flipkart, Uber, Deloitte, PwC, KPMG, EY, Hindustan Unilever, Johnson & Johnson, Proctor & Gamble, ITC, Bajaj Finserv and Go-MMT. Despite challenging market conditions, a total of 44 new recruiters were on campus at SPJIMR offering aspirational roles across multiple functions. New recruiters for this year included companies like Alvarez & Marsal, The Bridgespan Group, Praxis Global Alliance, Bank of America, Landmark Group, Intuit, Cisco, Sabre Partners, Spark Capital, Udaan, BYJU'S, Ola cabs, Swiggy and Dabur.

Around 60 per cent of the batch received PPO/PPI opportunities through their autumn internship at leading corporates which included The Boston Consulting Group, Alvarez & Marsal, Accenture Strategy, Tata Administrative Services, Mahindra GMC, Proctor & Gamble, Hindustan Unilever, Amazon, Uber among others. A large number of offers once again depicts the trust shown by the corporate world in SPJIMR's unique autumn internship model. Autumn Internships (Aug-Oct) are taken up by the students after the completion of courses in their area of specialisation followed by advanced specialisation courses at leading universities in the US.

Dr Sajeiv A George, Chairperson PGDM, said, "It gives us great satisfaction and delight to have achieved significantly superior placement outcomes this year, in spite of the seemingly not so favourable external environment. One of the most commendable aspects this year is the large number of PPOs offered to our students after their autumn internship projects and their record conversion rate. The placement outcomes help validate the currency and relevance of our curriculum that strives to balance between the short-term and long-term needs of our students."

A brief on the companies visiting:

General Management and Leadership roles

Conglomerates such as the Aditya Birla Group, Amazon, Tata Administrative Services, Mahindra & Mahindra, Adani, Edelweiss, Cap Gemini, ELITE, Philips, GE Healthcare and Airtel made 26 offers in roles that are aimed at building the leadership pipeline. These roles give students exposure to various functions and are accelerated tracks designed at honing a future leader within the organisation.

Beyond the traditional leadership roles in conglomerates, the prestigious Finance Leadership (FLDP) and BOLD Operations role from Amazon were a key highlight this year.

Consulting/IT Consulting

SPJIMR consolidated its position as a preferred destination for top consulting firms as more than 28 per cent of the PGDM batch picked up offers in the consulting domain. New recruiters like Alvarez & Marsal, The Bridgespan Group and Praxis Global Alliance participated in the process along with traditional recruiters like The Boston Consulting Group, Bain & Co., Accenture Strategy, Deloitte, PwC, KPMG, IBM Consulting, EY, Avalon Consulting and GEP amongst others.

Finance

Plethora of roles were offered across sectors such as Equity Research, Digital Banking, Private Equity, Wealth Management, Corporate Finance, NBFC, etc. Investment Banks and Private Equity firms such as Goldman Sachs, Bank of America, Nomura, Sabre Capital opened the roles for students. Around 15 per cent of the finance batch secured roles in Investment Banking profiles.

E-Commerce

The rise in hiring from the E-Commerce sector was substantial as more than 22 per cent of the batch bagged roles from this sector. Top recruiters in this space offered a surfeit of new roles

giving the participants myriad of options to choose from. Some of the key recruiters from this sector include the likes of Amazon, Flipkart, Uber, Ola Cabs, Swiggy, Go-MMT, Cloudfair, Grofers, Ninjacart and many more.

IT and Analytics

Technology giants such as Intuit, Microsoft, Media.net, Freshworks, Cisco, Samsung, BYJU's, American Express and Airtel offered Product Management, Analytics, Program Management, Tech Sales, and General Management roles on campus this year. GE (Healthcare) recruited for its renowned Digital Technology Leadership Program and Philips hired for its distinguished IT Leadership Programme.

FMCG

SPJIMR also maintained its niche in FMCG hiring. Many of the top FMCGs were back on campus to make offers to students across specialisations. The FMCG sector made offers to almost 23 per cent of the batch in Sales & Marketing, Supply Chain, Corporate Finance and Corporate IT roles. The companies included Hindustan Unilever, Proctor and Gamble, Johnson & Johnson, Landmark Group, ITC, Colgate Palmolive, Asian Paints, Marico, Nestle, Mondelez, Castrol, Amway, Nivea, Pampers and Reckitt Benckiser.

PGDM Class of 2020 Placements: An Overview

Participants in the Batch: 238

Number of companies participating: 122

Number of first-time recruiters: 44

Total Number of Pre-Placement Offers: 109

Median Salary: INR 25.00 LPA

Average Salary: INR 26.36 LPA

Highest Salary: INR 51.00 LPA

Key Highlights:

- 56.7% offers equal to or greater than INR 25 LPA
- 86.97% offers equal to or greater than INR 20 LPA
- 95% offers equal to or greater than INR 18 LPA

Autumns Internship Highlights:

- Number of companies: 69
- Number of new companies: 23
- Average Stipend: INR 225,000
- Maximum Stipend: INR 320,000

About SPJIMR

Bhavan's S.P. Jain Institute of Management & Research (SPJIMR) (<http://www.spjimr.org>) is a constituent of the Bharatiya Vidya Bhavan and is ranked among the top ten business schools in India. As a premier school of management, SPJIMR is noted for pedagogic innovations and pioneering programmes, which have helped the Institute stand out for its unique and distinctive path in management education. SPJIMR's mission is to 'influence practice' and 'promote value-based growth'. The Institute currently operates from its 45-acre campus in Andheri, Mumbai, and a campus in New Delhi. To avoid confusing us with any other institution, look for the five strokes logo and the Bharatiya Vidya Bhavan association.

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