

PGDM
AUTUMNS PLACEMENT REPORT
2019

About SPJIMR

Bhartiya Vidya Bhavan's S. P. Jain Institute of Management & Research (SPJIMR) is one of India's leading business schools. SPJIMR is known for its pedagogical innovation, a strong faculty-student connect and consistent placement performance. SPJIMR has been ranked among the top five business schools in QS Global MBA rankings for two consecutive years.

SPJIMR has been accredited by AACSB & AMBA which brings it at par with the best institutes of the world. The institute's commitment to earning this accreditation is a testimonial of its dedication - not only to its participants, alumni and the business community but also to the higher education industry as a whole.

Participants at SPJIMR follow a unique path before they take up corporate roles. Participants complete their specialisation courses on campus along with internships in non-profit organisations in rural India and advanced specialisation courses with an International University as part of the Global Fast Track programme. The highlights of the courses and non-classroom initiatives are:

Global Fast Track

The Global Fast Track programme is an initiative aimed at exposing participants to premier B-schools in the US, which enables them to develop a global perspective on management education. For the Class of 2020, the Finance and Marketing cohorts travelled to the SC Johnson School of Management, Cornell University, New York. The Information Management cohort travelled to the Tepper School of Business, Carnegie Mellon University, Pittsburgh. The Operations & Supply Chain Management cohort travelled to the Eli Broad College of Business, Michigan State University, Michigan.

DoCC

As part of Development of Corporate Citizenship (DoCC), PGDM participants collaborate with 71 non-profit organisations in rural parts of India and abroad for a period of four weeks. The opportunity exposes participants to real-life challenges in villages and encourages them to contribute to society. During the programme, the participants interact with people at the grassroots, understand structural challenges of the area and draw insights about rural consumers. This unique pedagogy of sensitising the future managers on the issues faced by rural consumers as well as businesses gives them a hands-on opportunity to apply their business acumen and classroom learnings in unstructured environments.

Autumns Placement 2019 at a Glance

Autumns placement for SPJIMR's PGDM Class of 2020 witnessed 23 new recruiters across sectors. We saw an increase in the average stipend coupled with a significant increase in the number of offers made by marquee firms in Consulting, FMCG and E-Commerce sectors.

The campus saw participation from 69 companies of which many were new recruiters. Some of the new recruiters were Alvarez & Marsal, Intuit, Udaan, BYJU'S, Swiggy, Ola Cabs, Spark Capital, Sabre Partners and Dabur. International offers were given by General Mills.

Recruiters such as Tata Administrative Services, Boston Consulting Group, Hindustan Unilever Limited, Procter & Gamble, Edelweiss, JM Financial, Amazon, Marico, Johnson & Johnson returned to campus with higher number of offers.

FMCG and E-Commerce continued to be the most dominant sectors of hiring on campus with 38.2% and 27.3% of the participants placed in these sectors respectively. This was followed by Banking and Financial Services with a share of 10.5% and Consulting with a share of 7%.

The median stipend of the batch stood at INR 2.4 lakhs, a 20% increase over last year. Over 82% of the batch received offers of INR 2.0 lakhs or above.

Abhyudaya

As part of Abhyudaya, participants take up the responsibility of mentoring children from underprivileged backgrounds. Each PGDM participant is mapped to a school child, who is known as a 'Sitara'. Each participant prepares a plan of action to mentor the child and visits the Sitara's house through the year for mentoring sessions. This sensitises 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

The consulting segment drew significant interest for autumn internships by both recruiters and participants at SPJIMR. 7% of the batch got offers from elite consulting firms with profiles in strategy and management, operations and supply chain consulting. Alvarez & Marsal was a new recruiter while Accenture Strategy came back to campus this season along with other regular top recruiters like Boston Consulting Group, Avalon Consulting and GEP amongst others.

E-Commerce

SPJIMR witnessed a phenomenal increase in offers from the E-Commerce sector as compared to last year. A total of 26% of the batch was placed in companies like Amazon, Uber, Swiggy, Ola Cabs, Udaan, Cloudbtail, MakeMyTrip among others. Students were offered highly coveted roles in Product Management, Category Management, Program Management, Sales and Marketing, Business Development, Data Analytics, Digital Marketing, Financial Analyst, Corporate Finance and various Leadership Program. The prestigious and highly aspirational BOLD programme from Amazon was a key highlight this year.

Sales and Marketing/Operations and Supply Chain

SPJIMR has continued to maintain its niche in FMCG hiring. This year witnessed an overwhelming response from the FMCG/FMCD sector as a total of 18 recruiters participated in the autumns process. More than 29% of the entire batch and more than 54% of the Marketing Management and Operations & Supply Chain Management batch combined accepted offers in this sector which saw top recruiters coming back on campus along with a number of new firms. Sales and Marketing, Supply Chain Management roles were offered by FMCG/FMCD giants like ITC which came back to campus this season along with regular recruiters like Hindustan Unilever Limited, Procter & Gamble, Johnson & Johnson, Reckitt Benckiser, Mondelēz, Colgate-Palmolive, Marico, Pidilite, Nestlé, Dabur, Asian Paints, L'Oréal and General Mills among others.

Finance

49% of the Finance batch was placed in the Banking and Financial Services, Investment Banking and Private Equity sector, followed by 20% in E-Commerce and 15% into Consulting. A plethora of roles were offered across sectors such as Investment Banking, Equity Research, Digital Banking, Private Equity, Wealth Management, Corporate Finance, NBFC etc. Investment Banks and Private Equity firms such as Spark Capital, SBI Cap, Sabre Partners and O3 Capital participated in the autumns process. Wealth Management and NBFC roles were offered by Reliance Treasury, DBS, HSBC, JM Financial, Edelweiss, Axis Bank and ICICI Bank. Barclays offered multiple roles in FinTech while corporate finance roles were offered by Hindustan Unilever Limited, Reckitt Benckiser, Nestlé, MakeMytrip, Cloudbtail, Amazon and Mondelēz.

General Management

Seven offers were made this year by recruiters like Tata Administrative Services and Mahindra GMC with a view on long term engagements for management positions. The roles pertain to the application of business acumen and concepts learnt in all relevant domains and also involves close interaction with the CXOs. During the internship, participants will be given a deeper insight into the spectrum of businesses with a special focus on a particular domain.

IT and Analytics

Technology giants such as Intuit, InfoEdge, Microsoft, Media.net, Samsung R&D Institute India-Bangalore, BYJU'S, GE (Healthcare) and Airtel offered Product Management, Program Management, Tech Sales and General Management roles on campus this year. GE (Healthcare) recruited for its renowned Digital Technology Leadership Program. Corporate IT roles were offered by companies like Procter & Gamble, Johnson & Johnson, Hindustan Unilever Limited, Asian Paints, Pidilite and Mondelēz. Close to 43% of the Information Management batch picked up offers in IT and Analytics sector followed by 27% each in E-Commerce and FMCG/FMCD sectors.

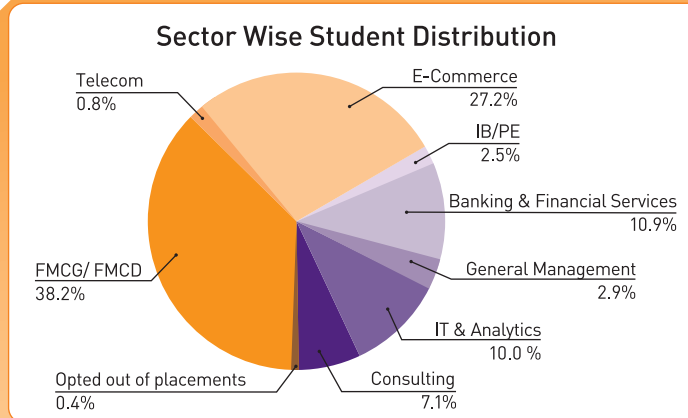


Rankings (2018-2019)

Business Today : 6

QS Global MBA : One of the only 5 Indian B-Schools

Outlook - Drishti : 6



*All stipends are for a period of 8 weeks

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 organisations across India which included public and private sectors enterprises, multinationals, MSMEs, NGOs, entrepreneurs and B-schools.

QS Global MBA Rankings

SPJIMR got featured as one of the 5 Indian Business Schools in the QS Global MBA rankings in 2019 for the second consecutive year. It had also secured a position in the top 50 globally in the specialisations of Marketing, Operations, Finance, Strategy and Entrepreneurship. In India, SPJIMR is the only one of the 3 institutes to make it to the global 50 in the area of Marketing and one of the 5 institutes to make it to the global top 50 in other four specializations.



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