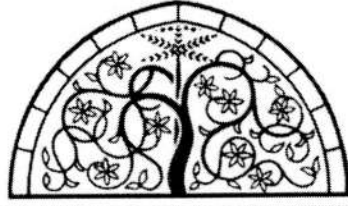# Indian Institute of Management Ahmedabad

विद्याविनियोगाद्विकासः

IIM AHMEDABAD

PGPX Placement Report

Finals 2021

The Chairperson

Placement Office

Indian Institute of Management

Vastrapur, Ahmedabad - 380015

Gujarat

Dear Sir,

Re: **Audit of Placement Report for 2021 placements of Post Graduate Programme in Management for Executives (PGPX) Programme.**

We have audited the Placement Report prepared by you on the final placement (based on the offers received and accepted on campus) for the Post Graduate Programme in Management for Executives (PGPX) (Batch of 2021) at the Indian Institute of Management, Ahmedabad (IIM-A). IIM-A was responsible for the preparation of the Placement Report. Brickworks Analytics' (BWA) responsibility was 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 2.2.

In this context, we confirm the following:

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 2.2.

2. The validation of information presented in the report is based on communication received by IIM-A from recruiting companies. BWA has not independently sourced any information or documentation.

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3. We have verified the information with respect to job location, function and remuneration presented in the report with communication received from recruiters.

   a. The information has been categorised as best as possible under different salary heads as given in the IPRS Revision 2.2; where a break-up was not available, the salary has been considered only as 'Maximum Earning Potential'.

   b. Stock Options have been mentioned for twenty-three students with details on how much vests in the first year. Hence, the corresponding fixed amount has been considered for calculation of 'Maximum Earning Potential'.

   c. Gratuity amount wherever available has not been considered for the calculation of 'Maximum Earning Potential' as gratuity is paid only after five years of continuous service.

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. We have only audited the salary figures in the placement report and not the report's overview section, which explains the placement process.

Best Regards,

Ritaban Basu

Head – Risk & Analytics

Brickworks Analytics

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Overview

The placement process for the graduating batch of the One Year Post-Graduate Programme in Management for Executives (PGPX) at IIM Ahmedabad was successfully completed in July 2020. The PGPX placements started from December, 2020 on a rolling basis and is continued till 2 months after the convocation. The participants of the fifteenth batch of PGPX come from varied backgrounds with considerable experience ranging from 4 years to 21 years. For a diverse and accomplished participant group such as this, recruiters visit campus to select candidates for their middle and senior management positions. In this year's placement process, continuing with the tradition, students were offered positions such as CEO, Vice President, Senior Director, Director, Associate Director, Deputy Vice-President, Associate Vice-President, HoD, Chief of Staff, Young Leadership Programs, Program Head, Product Head, Senior Consultant, Consultant, Senior Manager, Senior Product Analyst, Product Manager, Principal Domain Specialist, Client Partner and Operations Manager.

Firms that recruited include Indegene, Accenture, OneFitPlus, FinIQ, RMSI, Avataar.me, KEC International, Genpact, Amazon, Matter Motor Works, Axis Bank, NISG, Falkonry, Persistent, Microsoft, Elastic Run, NEC, Avalara, FarEye, Decimal Technologies, Pravaig, Searce, EPL Global, Xynteo, Merilytics, Mastercard, Invest Punjab, Gujarat Gas, Google, Flipkart, ICICI Bank, Vernacular.ai, Enerji Group, Virtusa, Rebel Foods, Publicis Sapient, SAP India, Open Financial Technologies, Optum, L&T Infotech, Eugene.ai, Incture, KloudQ, Datawrkz, Citibank, Bridgei2i Analytics, Ekniti India, Arete Advisors, Agnikul Cosmos, Agarwal Fabtex, Aarti Industries, Reliance Smart Money, MIT Group, etc has made the maximum number of offers.

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.

IIM Ahmedabad would like to thank all its recruiters for their participation in the year's placement process and their co-operation with the IPRS initiative.

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1. Classification of Students

1.1. Classification of Entire Placement Pool

Categories	Number
1. Number of students eligible for placements	140
1a. Number of students graduating in 2021	140
1b. Number of ITEC* Programme Scholars	0
1c. Number of students returning from Placement Holiday	0
2. Number of students who did not seek placement through the institute	18
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search/seeking placement holiday	0
2d. Entrepreneurship (Starting a new business)	1
2e. Returning to / joining family business	0
2f. Seeking placement outside the campus placement process	17
3. Total who sought Placements through the institute	122
4. Total offers accepted	119
5. Number unplaced, if any	3

Table 1.1: Classification of the entire placement pool

*Indian Technical and Economic Cooperation (ITEC) Programme Scholarship recipients are participants from developing countries who return to their respective nations post successful completion of the programme.

2. Sector wise Classification

Sector	Number of Offers		
	Domestic	International	Total
Automotive	5	0	5
BFSI sector	14	0	14
Conglomerate	4	0	4
Consulting	12	0	12
Consumer goods (FMCG)	1	0	1
Environment & Energy	3	0	3
Engineering / Technology	7	0	7
E-Commerce	5	0	5
Information Technology (IT)	44	0	44
Logistics	2	0	2
Manufacturing	6	0	6
Pharmaceutical / Healthcare	15	0	15
Others*	1	0	1
Grand Total	119	0	119

Table 2.1: Classification of offers based on sector

*Note: Others include Education

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3. Function wise Classification

Function	Number of Offers		
	Domestic	International	Total
Business Development	9	0	9
Consulting	9	0	9
Finance	9	0	9
General Management	34	0	34
Human Resources	1	0	1
Marketing / Sales	11	0	11
Operations / Supply Chain	18	0	18
Strategy	7	0	7
System / IT	10	0	10
Others*	11	0	11
Total	119	0	119

Table 3.1: Classification of offers based on function

Note: Others include Product Manager, Product head, Product Management

4. Location wise Classification

Location	No of offers accepted
Outside India	0
India	119
Total	119

Table 4.1: Classification of offers based on location

India Locations	Number of offers accepted
Ahmedabad/Gandhinagar	5
Bengaluru	30
Chandigarh	2
Chennai	2
Hyderabad	14
Mumbai	19
NCR	27
Pune	14
Rest of India*	6
Total	119

Table 4.2: Classification of offers based on domestic locations

* Rest of India includes Dehradun, Guwahati, Jabalpur, Lucknow, Surat, Vadodara.

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5. Salary Heads

5.1. Salary Heads-Domestic (INR)

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	16,51,000	50,00,000	25,00,000	26,26,071	119
One-time Cash Payment	44,000	15,00,000	2,00,000	2,89,766	49
Total Guaranteed Cash Component	16,51,000	50,00,000	26,16,000	27,45,386	119
Maximum Earning Potential	18,00,000	82,00,000	30,00,000	32,44,547	119

Table 5.1: Classification of salary heads- Domestic

Description of Salary Heads:

a) **Fixed Yearly Cash Component:** This is a total of the annual basic salary and additional guaranteed cash components. These additional components include cash payments and allowances that are part of the annual package. The term guaranteed signifies that the amount is certain unless there is an overall pay revision. The components falling under this salary head are final and are not related to performance.

b) **One-time cash Payment:** This head indicates the value of the remuneration given to a candidate as one-time cash benefit mostly at the time of joining.

c) **Total guaranteed Cash Component:** This is the sum of fixed yearly cash component and one-time cash payment.

d) **Maximum Earning Potential:** This is the sum of total guaranteed cash component, maximum possible-linked variable pay and all other components of salary that are a part of the offer. This can include long term compensation such as PF and other perks as well. Gratuity is removed for the calculation.

5.2. Salary statistics at Purchasing Power Parity (PPP)*

Salary in USD at PPP	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	75,081	227,381	118,966	124,850	119
Combined INR and non-INR salary (Total guaranteed cash component)	75,081	227,381	118,966	124,850	119
INR salary (Maximum Earning Potential)	81,857	372,904	136,428	147,549	119
Combined INR and non-INR salary (Maximum Earning Potential)	81,857	372,904	136,428	147,549	119

Table 5.2: Salary Statistics at PPP adjusted exchange rates

*As per the PPP conversion rate for 2020 for all the available currencies from the World Development Indicators (WDI) database of the World Bank. Data is sourced from PPP conversion factor, GDP (LCU per international $) - India | Data (worldbank.org)

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5.3. Sector wise Classification of Salary- Domestic (INR)

5.3.1. Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Automotive	21,00,000	47,07,348	30,00,000	31,61,047	5
BFSI sector	16,60,373	35,00,000	28,27,300	27,29,841	14
Conglomerate	20,70,084	22,70,412	22,04,796	21,87,522	4
Consulting	18,00,000	37,00,000	22,00,000	22,44,167	12
Consumer goods (FMCG)	22,11,430	22,11,430	22,11,430	22,11,430	1
Environment & Energy	19,00,000	30,00,000	25,00,000	24,66,667	3
Engineering / Technology	23,57,680	29,95,000	26,16,000	26,68,383	7
E-Commerce	21,58,900	27,50,000	27,50,000	25,61,780	5
Information Technology (IT)	16,51,000	50,00,000	25,00,000	26,50,961	44
Logistics	28,00,000	28,00,000	28,00,000	28,00,000	2
Manufacturing	22,00,000	30,00,000	22,25,000	23,93,003	6
Pharmaceutical / Healthcare	20,00,000	39,00,000	26,00,000	28,73,333	15
Others*	20,00,000	20,00,000	20,00,000	20,00,000	1

Table 5.3.1.: Sector wise Classification of Fixed Yearly Cash Component- Domestic

* Others include Education.

5.3.2. One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
BFSI sector	2,00,000	2,50,000	2,50,000	2,33,333	3
Conglomerate	1,50,000	1,50,000	1,50,000	1,50,000	4
Consulting	1,50,000	1,50,000	1,50,000	1,50,000	1
Engineering / Technology	4,92,735	5,17,803	5,05,269	5,05,269	2
E-Commerce	1,00,000	15,00,000	15,00,000	9,60,000	5
Information Technology (IT)	44,000	4,00,000	2,00,000	2,41,474	19
Logistics	2,00,000	2,00,000	2,00,000	2,00,000	2
Manufacturing	1,00,000	1,50,000	1,50,000	1,33,333	3
Pharmaceutical / Healthcare	1,00,000	5,00,000	1,00,000	1,55,000	10

Table 5.3.2.: Sector wise Classification of One Time Cash Payment- Domestic

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5.3.3. Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Automotive	21,00,000	47,07,348	30,00,000	31,61,047	5
BFSI sector	16,60,373	37,00,000	28,27,300	27,79,841	14
Conglomerate	22,20,084	24,20,412	23,54,796	23,37,522	4
Consulting	18,00,000	37,00,000	22,00,000	22,56,667	12
Consumer goods (FMCG)	22,11,430	22,11,430	22,11,430	22,11,430	1
Environment & Energy	19,00,000	30,00,000	25,00,000	24,66,667	3
Engineering / Technology	26,16,000	35,12,803	26,16,000	28,12,745	7
E-Commerce	22,58,900	42,50,000	42,50,000	35,21,780	5
Information Technology (IT)	16,51,000	50,00,000	26,75,000	27,55,234	44
Logistics	30,00,000	30,00,000	30,00,000	30,00,000	2
Manufacturing	22,00,000	30,00,000	23,75,000	24,59,669	6
Pharmaceutical / Healthcare	20,00,000	40,00,000	27,00,000	29,76,667	15
Others*	20,00,000	20,00,000	20,00,000	20,00,000	1

Table 5.3.3.: Sector wise Classification of Total Guaranteed Cash Component – Domestic
* Others include Education.

5.3.4. Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
Automotive	25,20,000	47,07,348	32,36,508	34,12,771	5
BFSI sector	19,50,173	42,00,000	32,05,000	31,88,470	14
Conglomerate	24,52,584	27,49,698	26,38,278	26,19,710	4
Consulting	18,00,000	37,00,000	23,70,000	24,72,500	12
Consumer goods (FMCG)	28,59,810	28,59,810	28,59,810	28,59,810	1
Environment & Energy	19,00,000	30,00,000	25,00,000	24,66,667	3
Engineering / Technology	31,60,913	47,08,789	31,60,913	35,32,790	7
E-Commerce	25,04,475	44,19,319	44,19,319	38,00,862	5
Information Technology (IT)	23,41,000	82,00,000	32,47,750	36,07,849	44
Logistics	30,00,000	30,00,000	30,00,000	30,00,000	2
Manufacturing	24,00,000	30,00,000	26,80,008	26,56,669	6
Pharmaceutical / Healthcare	22,50,000	40,00,000	29,00,000	31,44,720	15
Others*	24,00,000	24,00,000	24,00,000	24,00,000	1

Table 5.3.4.: Sector wise Classification of Maximum Earning Potential– Domestic
* Others include Education.

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5.4. Function wise Classification of Salary- Domestic (INR)

5.4.1. Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	18,70,000	31,69,000	23,50,000	23,87,233	9
Consulting	18,00,000	37,00,000	23,00,000	23,68,889	9
Finance	22,11,430	47,07,348	28,00,000	28,87,642	9
General Management	19,00,000	40,00,000	28,00,000	28,07,155	34
Human Resources	20,70,084	20,70,084	20,70,084	20,70,084	1
Marketing / Sales	21,00,000	40,00,000	27,00,000	26,94,877	11
Operations / Supply Chain	20,00,000	29,97,888	26,25,008	25,38,571	18
Strategy	21,00,000	50,00,000	29,00,000	29,86,857	7
System / IT	16,51,000	33,70,500	20,50,000	22,07,157	10
Others*	20,00,000	34,00,000	25,00,000	25,34,336	11

Table 5.4.1.: Function wise Classification of Fixed Yearly Cash Component- Domestic
Note: Others include Product Manager, Product head, Product Management

5.4.2. One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Business Development	1,00,000	1,00,000	1,00,000	1,00,000	1
Consulting	1,50,000	1,50,000	1,50,000	1,50,000	1
Finance	2,50,000	2,50,000	2,50,000	2,50,000	2
General Management	1,00,000	4,00,000	1,50,000	2,03,333	15
Human Resources	1,50,000	1,50,000	1,50,000	1,50,000	1
Marketing / Sales	44,000	44,000	44,000	44,000	2
Operations / Supply Chain	1,00,000	15,00,000	2,00,000	5,04,167	12
Strategy	2,00,000	3,00,000	3,00,000	2,80,000	5
System / IT	2,50,000	3,00,000	2,75,000	2,75,000	2
Others*	1,00,000	5,17,803	1,75,000	2,70,067	8

Table 5.4.2.: Function wise Classification of One Time Cash Payment- Domestic
Note: Others include Product Manager, Product head, Product Management

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5.4.3. Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	18,70,000	31,69,000	23,50,000	23,98,344	9
Consulting	18,00,000	37,00,000	23,00,000	23,85,556	9
Finance	22,11,430	47,07,348	28,00,000	29,43,198	9
General Management	19,00,000	40,00,000	28,31,000	28,96,861	34
Human Resources	22,20,084	22,20,084	22,20,084	22,20,084	1
Marketing / Sales	21,00,000	40,00,000	27,00,000	27,02,877	11
Operations / Supply Chain	21,00,000	42,50,000	27,77,300	28,74,682	18
Strategy	22,08,000	50,00,000	32,00,000	31,86,857	7
System / IT	16,51,000	33,70,500	20,64,350	22,62,157	10
Others*	22,58,900	35,12,803	25,00,000	27,30,749	11

Table 5.4.3.: Function wise Classification of Total Guaranteed Cash Component – Domestic
Note: Others include Product Manager, Product head, Product Management

5.4.4. Maximum Earning Potential

Functions	Min	Max	Median	Mean	Data
Business Development	22,00,000	37,00,000	24,67,500	27,59,733	9
Consulting	18,00,000	37,00,000	26,70,000	25,63,333	9
Finance	27,25,000	47,07,348	31,95,000	32,55,240	9
General Management	19,00,000	66,00,000	31,60,913	33,23,292	34
Human Resources	24,52,584	24,52,584	24,52,584	24,52,584	1
Marketing / Sales	24,00,017	82,00,000	36,27,457	40,72,085	11
Operations / Supply Chain	24,50,000	44,19,319	32,39,194	32,56,402	18
Strategy	24,00,000	58,00,000	41,28,000	38,34,857	7
System / IT	19,50,173	41,28,000	27,55,900	28,71,747	10
Others*	25,04,475	47,08,789	28,00,000	31,34,745	11

Table 5.4.4.: Function wise Classification of Maximum Earning Potential– Domestic
Note: Others include Product Manager, Product head, Product Management

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5.5. Location wise Classification of Salary- Domestic (INR)

5.5.1. Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad/Gandhinagar	19,00,000	47,07,348	29,97,888	30,21,047	5
Bengaluru	21,00,000	50,00,000	27,25,000	29,06,435	30
Chandigarh	18,00,000	18,00,000	18,00,000	18,00,000	2
Chennai	25,00,016	30,00,000	27,50,008	27,50,008	2
Hyderabad	16,60,373	30,90,909	25,00,000	24,79,020	14
Mumbai	20,70,084	35,00,000	25,00,000	25,37,820	19
NCR	18,70,000	37,00,000	25,00,000	25,77,760	27
Pune	16,51,000	31,69,000	26,00,000	24,77,007	14
Rest of India*	18,70,000	30,00,000	22,05,822	23,16,941	6

Table 5.5.1.: Location wise Classification of Fixed Yearly Cash Component- Domestic
* Rest of India includes Dehradun, Guwahati, Jabalpur, Lucknow, Surat, Vadodara.

5.5.2. One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Bengaluru	1,00,000	15,00,000	1,50,000	2,68,976	19
Chennai	1,00,000	1,00,000	1,00,000	1,00,000	1
Hyderabad	1,50,000	5,00,000	4,00,000	3,62,500	4
Mumbai	1,00,000	15,00,000	1,75,000	3,25,000	10
NCR	44,000	4,00,000	2,00,000	2,19,400	10
Pune	44,000	2,00,000	2,00,000	1,48,000	3
Rest of India*	1,50,000	15,00,000	8,25,000	8,25,000	2

Table 5.5.2.: Location wise Classification of One Time Cash Payment- Domestic
* Rest of India includes Dehradun, Guwahati, Jabalpur, Lucknow, Surat, Vadodara.
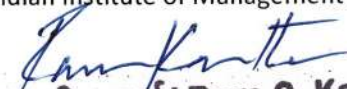
5.5.3. Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad/Gandhinagar	19,00,000	47,07,348	29,97,888	30,21,047	5
Bengaluru	21,00,000	50,00,000	28,00,000	30,76,786	30
Chandigarh	18,00,000	18,00,000	18,00,000	18,00,000	2
Chennai	26,00,016	30,00,000	28,00,008	28,00,008	2
Hyderabad	16,60,373	34,00,000	25,00,000	25,82,592	14
Mumbai	21,91,985	42,50,000	25,00,000	27,08,873	19
NCR	18,70,000	37,00,000	26,16,000	26,59,020	27
Pune	16,51,000	31,69,000	26,49,300	25,08,721	14
Rest of India*	18,70,000	42,50,000	22,80,822	25,91,941	6

Table 5.5.3.: Location wise Classification of Total Guaranteed Cash Component – Domestic
* Rest of India includes Dehradun, Guwahati, Jabalpur, Lucknow, Surat, Vadodara.

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For Brickworks Analytics Mumbai

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5.5.4. Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Ahmedabad/Gandhinagar	19,00,000	47,07,348	30,00,000	30,68,771	5
Bengaluru	24,50,000	82,00,000	34,31,963	38,17,982	30
Chandigarh	18,00,000	18,00,000	18,00,000	18,00,000	2
Chennai	26,00,016	30,00,000	28,00,008	28,00,008	2
Hyderabad	19,50,173	43,00,000	27,50,000	30,75,404	14
Mumbai	24,00,017	44,19,319	28,00,000	31,05,131	19
NCR	22,00,000	43,00,000	31,60,913	31,29,527	27
Pune	23,41,000	42,38,020	30,20,500	31,17,637	14
Rest of India*	22,00,000	44,19,319	25,00,572	28,03,410	6

Table 5.5.4.: Location wise Classification of Maximum Earning Potential– Domestic
Rest of India includes Dehradun, Guwahati, Jabalpur, Lucknow, Surat, Vadodara.

6. Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Revision 2.2 *.
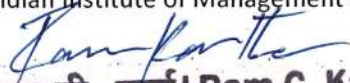The instances where the report deviates from the standards and the reasons for them are mentioned below:

Deviation from the standards	Reason
Nil	NA

Table 6.1: List of deviations from standards with reasons
* https://web.iima.ac.in/iprs/gallery/IPRSRevision2.2.pdf

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