

## PGP Summers Placement 2023-24

### Consolidated Media Release

#### IIM Ahmedabad

30<sup>th</sup> November 2023

#### Ahmedabad

The Summer Placement process for the MBA Class of 2025 of the Post Graduate Programme (PGP) in Management at IIM Ahmedabad was completed. Firms from multiple domains participated virtually across the three clusters in Summer Placements, with all students being placed across more than 25 cohorts.

#### Cluster-Cohort Placement System

124 firms participated with 170 different roles in the summer placement process in 2023. Firms were grouped into cohorts based on the profile offered, and groups of cohorts were invited to campus across different clusters. As in previous years, students were provided the flexibility of making “dream” applications to firms of their choice in a subsequent cluster, even with an offer in hand. 96 students made over 149 dream applications this year. This gave students the flexibility and choice to build careers in sectors of their preference.

#### Cluster-wise details on the number of students placed:

Cluster	Number of students placed
Cluster 1	187
Cluster 2	117
Cluster 3	98
Other Internships (Off-campus, IIM A vericks)	4
<b>Total number of students placed</b>	<b>406</b>

## **Sectoral Overview**

Firms from different sectors participated in the process at IIM Ahmedabad. Recruiters in the **management consulting** domain included Alvarez & Marsal, Arthur D. Little, Auctus Advisors, Bain & Company, Boston Consulting Group, Kearney, Kepler Cannon, McKinsey & Company, Strategy& India, and Strategy& Middle East.

Prominent recruiters in the **Investment Banking and Markets** space included Arpwood Capital, Avendus Capital, Axis Capital, Bank of America, Citibank, Estee Advisors, Goldman Sachs, JP Morgan, Morgan Stanley, Sanford C. Bernstein, Standard Chartered, and HSBC. In the **Private Equity and Venture Capital** domain, we saw the participation of firms like Ares Management, Arga Investment, Faering Capital, I-Squared Capital, Multiples Alternate Asset Management, National Investment and Infrastructure Fund, Neev Funds, Param Hansa Values, Piramal Alternatives, RTP Global, WestBridge Capital, WhiteOak Capital, and WinZO Fund.

**Consumer goods and durables, consumer services** and **consumer electronics** cohorts saw participation by regular recruiters like AB InBev, Airtel, Asian Paints, Dabur, Diageo, HUL, ITC, Loreal, Marico, Mondelez, Nestle, P&G, Puma, Samsung Electronics, Tata Play, The Coca Cola Company and Wipro Consumer Care.

The **conglomerates'** cohort saw participation from Adani, Aditya Birla Group, Bajaj Group, CK Birla Group, JSW Group, Mahindra, Piramal, Reliance, TAS, and Xanadu, among others.

**Retail B2B & B2C** cohort consisted of firms like Amazon and Flipkart. In the **Pharma & Healthcare** cohort, firms like Alkem Laboratories, Dr. Reddy's Laboratories, Glenmark Pharmaceuticals and Sun Pharmaceutical Industries Ltd. participated. The **Consumer Tech** cohort comprised firms like Karkinos, Loophealth, and Silvista India. **Enterprise Tech** consisted of companies like Adobe, Atlassian Corporation, Google, Ikigai Labs, Microsoft, and Uppskale. The **Renewable Energy and Green Tech** cohort saw participation from ReNew Power.

**Banking & Insurance** sector saw participation from firm Universal Sompo General Insurance. EXL Services, GyanSys Inc., Merilytics, and Tata Consultancy Services participated in the **Analytics & IT Consulting** cohort. **Core Manufacturing & Infrastructure** cohort consisted of companies like British Petroleum, India Sotheby's International Realty, MetalKraft, Nucleus Office Parks, Saint Gobain, Suzuki Motor Corporation, Tata Steel and, Vedanta Limited.

Sector-wise details on the number of students placed are as follows:

Sector	Number of students placed	%
Consulting	142	35
Finance	73	18
Marketing	48	12
General Management	50	12
Product / Category Management	56	14
Others (Business Development, HR, IIMAVericks, etc.)	35	9
<b>Total number of students placed</b>	<b>404</b>	<b>100</b>

This year, there were 12 new recruiters, including Tata Steel, Param Hansa Values, India Sotheby's International Realty, Glenmark Pharmaceuticals Limited, and NPCI.

Prof. Ankur Sinha, Chairperson of Placements at IIM Ahmedabad, said, "This year, we completed the summer placement process in hybrid mode, during which all the students were placed with offers across multiple sectors and industries. This year once again saw an increase in the participation of firms and the variety of job roles as compared to the previous years. This indicates that the demand for high-quality talent continues to grow and demonstrates the strength of relationships we have built with our recruiters over the decades. At IIMA, we strive to develop future leaders for enterprises and will continue to supply the industry with the country's most exceptional talent pool of future managers. With our consistent record of producing high achievers, we continued to attract regular as well as new recruiters further strengthening our recruiter pool. We are grateful to the recruiters who have participated in our placement process and have helped our students realize their career aspirations. We are confident that the exceptional talent that IIMA produces through its rigorous and contemporary coursework will provide an enriching experience and significant value to the organizations."

### Top Recruiters

In the Management Consulting cohort, **Boston Consulting Group** was the top recruiter with 22 offers, followed by Bain & Company, McKinsey and Kearney as other top recruiters. In the Advisory Consulting domain, **PwC** made the maximum offers – 13; in the Niche Consulting sector, Accenture made the highest offers – 19.

**Goldman Sachs** was the highest recruiter in the Investment Banking and Markets cohort with 9 offers. **I Squared Capital, Westbridge, and WinZO Funds** were the highest recruiter in the PE/VC and Asset Management cohort with 3 offers.

In the Consumer Goods and Durables, **HUL** extended the most offers – 9, followed by **Proctor & Gamble** with 6 offers. With 11 offers, **Mahindra** was the largest recruiter in the Conglomerates cohort, followed by **Adani** with 10 offers. **Amazon** was the highest recruiter in the Retail B2B & B2C domain with 7 offers. In the IT Consulting cohort, **Tata Consultancy Services** was the largest recruiter with 19 offers. **Fin IQ Consulting** was the highest recruiter in the Financial Tech cohort, with 5 offers. **Tata Steel** was the highest recruiter in the Core Manufacturing & Infrastructure cohort with 5 offers.

### **Entrepreneurship**

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career by opting for IIMavericks Fellowship. The IIMavericks Fellowship includes mentorship from CIIE.CO and financial support for a period of 2 years. At any time during the Fellowship, the student can return and sit for placements through the Institute’s placement process. This year, 2 students opted out of the placement process to work on their own venture, under the IIMavericks Fellowship.

### **Finding the Student-Recruiter Fit**

Kalyan Perisetty, the Recruitment Secretary at IIM Ahmedabad, said, "The core philosophy of the placement system at IIM Ahmedabad is the right student-career fit. This is achieved by providing multiple dream options to students until they secure an internship offer in the company of their choice. The cluster-cohort placement process is designed to facilitate the same, in which students can secure an offer and upgrade to the company/cohort of their choice within a cluster and apply for dream companies/cohorts across clusters. This year the Placement Committee decided to continue organising the process in a hybrid mode and recruiters were pleased with the flexibility that it offered to them. Significant efforts were made in revamping processes to provide a seamless experience to the recruiters.

Given the unique market conditions, the Placement Committee onboarded several new recruiters that the students preferred, which is reflected by the significant rise in applications that the new recruiters had. On the operational front, we enhanced our application for managing the entire process end-to-end on a single platform and also added new digital features to increase convenience for the students. Overall, adequate preparation and proper contingency planning worked out well, and we successfully completed the Summer Placements process well on time and maximised the student-recruiter fit objective in accordance with the ethos of the placement system, with many students exercising the “dream” option across clusters and several on-the-day upgrades in offers.”

Regular recruiters have always been impressed with IIMA's Placement Process. Saurabh Chhajer, Managing Director & Partner at BCG, said, "IIMA has always been a campus of choice for BCG and vice versa. This year was no different, we had a great summer recruitment drive and are excited to welcome an incredible cohort.

It's always a joy to return to IIMA because the placement committee manages the cycle very efficiently. From the events to the interviews, placecom ensures that candidates and recruiters get the best of the process."

Bhaskar Rakshit, Partner at Kearney, said, "IIMA remains Kearney's preferred partner for campus recruitment, continuing to provide high-quality candidates through a diverse batch and a well-orchestrated process. Congratulations to the team for another successful cycle. We eagerly anticipate welcoming the new joiners to Kearney this upcoming summer."

### **IPRS Report**

Further details about the placement process will be released in an audited report, as per the Indian Placement Reporting Standards (IPRS), introduced by IIMA to bring about greater transparency in B-School Placements across the country and the link to the report will be shared with all stakeholders, once released.