Indian Institute of Management Ahmedabad

PGPX Placement Report

Finals 2022

The Chairperson

Placement Office

Indian Institute of Management

Vastrapur, Ahmedabad - 380015

Gujarat

Dear Sir,

Re: **Audit of Placement Report for 2022 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) of students in 2022 of the Post Graduate Programme in Management for Executives (PGPX) of the Indian Institute of Management Ahmedabad (IIM-A). The Placement Report is the responsibility of IIM-A. Our responsibility is 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. Brickworks Analytics (BWA) has not independently sourced any information or documentation.

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-six 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 May 2022. The PGPX placements started in December 2021 with most of the hiring completed in the wave (4 days hiring event), followed by hiring on a rolling basis until the end of March 2022. The participants of the sixteenth batch of PGPX comprised of candidates from diverse industries and functions with experience ranging from 4 years to 20 years.

For a diverse and accomplished participant group such as this, recruiters visited campus to hire candidates for their middle and senior management positions. This year saw a renewed focus on hiring for Consulting and Product Management roles as well as return of international hiring for the program. Continuing with the tradition, recruiters showed their trust in the talent pool available within the program and hired for strategic and growth roles such as CEO, Ecosystem and Marketing Head, Vice President, Chief of Staff, Director, Associate Director, Associate Vice-President, Young Leadership Programs, Program Head, Product Head, Consultant, Senior Manager, Product Manager, Client Partner, and Operations Manager. A total of 172 offers were made to the candidates this year.

Firms that recruited included BCG SEA (South-East Asia), BCG India, Bain, PwC, McKinsey, EY-Parthenon, Monitor Deloitte, Eques Capital, Adani Digital, Arthur D. Little, Amazon, Microsoft, Google, OLA Electric, Magicpin, UBS, Lenskart, Simplilearn, Accenture, Indegene, FinIQ, Genpact, Persistent, ElasticRun, Decimal Technologies, Pravaig, Gujarat Gas, Flipkart, Skit.ai. Accenture made the highest number of offers followed by Adani Digital. A total of 20 new logos were added, representing 51% of all recruiting organisations, in this year's placement season.

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.

1. Classification of Students

1.1. Classification of Entire Placement Pool

Categories	Number
1. Number of students eligible for placements	**136**
1a. Number of students graduating in 2022	136
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	**15**
2a. Company-sponsored or already employed	3
2b. Continuing education	0
2c. Postponing job search/seeking placement holiday	1
2d. Entrepreneurship (Starting a new business)	4
2e. Returning to / joining family business	0
2f. Seeking placement outside the campus placement process	7
3. Total who sought Placements through the institute	**121**
4. Total offers accepted	**119**
5. Number unplaced, if any	**2**

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	10	0	10
BFSI sector	11	0	11
Conglomerate	1	0	1
Consulting	36	5	41
Ecommerce	8	0	8
Environment & Energy	2	0	2
Information Technology (IT)	17	0	17
Media/Entertainment	1	0	1
Online Services	24	0	24
Pharmaceutical / Healthcare	4	0	4
Grand Total	**114**	**5**	**119**

Table 2.1: Classification of offers based on sector

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3. Function wise Classification

Function	Number of Offers		
	Domestic	International	Total
Business Development	3	0	3
Consulting	26	5	31
Finance	1	0	1
General Management	27	0	27
Marketing / Sales	15	0	15
Operations / Supply Chain	9	0	9
Product Management	12	0	12
Strategy	19	0	19
System / IT	2	0	2
Total	114	5	119

Table 3.1: Classification of offers based on function

4. Location wise Classification

Location	No of offers accepted
Outside India	5
India	114
Total	119

Table 4.1: Classification of offers based on location

India Locations	Number of offers accepted
Ahmedabad	8
Bangalore	52
Gurgaon	31
Hyderabad	2
Mumbai	7
New Delhi	1
Noida	2
Pune	11
Total	114

Table 4.2: Classification of offers based on domestic locations

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Location	No of offers accepted
Kuala Lumpur	5
Total	5

Table 4.3: Classification of offers based on international locations

5. Salary Heads

5.1. Salary Heads-Domestic (INR)

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	19,60,000	58,50,000	30,00,000	30,53,772	114
One-time Cash Payment	40,000	12,50,000	3,00,000	3,83,759	54
Total Guaranteed Cash Component	19,60,000	63,50,000	30,75,000	32,35,553	114
Maximum Earning Potential	25,50,000	75,20,000	36,25,884	38,64,049	114

Table 5.1: Classification of salary heads- Domestic

5.2. Salary Heads-International (USD)

Salary Head	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	52,031	89,095	89,095	81,682	5
One-time Cash Payment	8,000	20,000	20,000	17,600	5
Total Guaranteed Cash Component	60,031	1,09,095	1,09,095	99,282	5
Maximum Earning Potential	78,225	1,51,297	1,50,297	1,36,082	5

Table 5.2: Classification of salary heads- International

* Compensation offered in Malaysian Ringgit converted into USD for calculation. Exchange rates available on 1st April, 2022 were used.

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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 performance-linked variable pay and all other components of salary that are part of the offer. This can include ESOPs, relocation allowances, long term compensation such as PF and other perks as well. Gratuity is removed for the calculation.

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

Salary in USD at PPP	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	89,091	2,88,636	1,39,773	1,47,071	114
Non-INR salary (Total guaranteed cash component)	1,60,938	2,92,471	2,92,471	2,66,165	5
Combined INR and non-INR salary (Total guaranteed cash component)	89,091	2,92,471	1,41,818	1,52,075	119
INR salary (Maximum Earning Potential)	1,15,909	3,41,818	1,64,813	1,75,639	114
Non-INR salary (Maximum Earning Potential)	2,09,711	4,05,610	4,02,929	3,64,821	5
Combined INR and non-INR salary (Maximum Earning Potential)	1,15,909	4,05,610	1,69,636	1,83,587	119

Table 5.3: 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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5.4. Combined Salary statistics in INR

Salary Head (INR)	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	19,60,000	67,69,725	30,00,000	31,86,239	119
One-time Cash Payment	40,000	15,19,668	3,00,000	4,64,568	59
Total Guaranteed Cash Component	19,60,000	82,89,393	31,20,000	34,16,571	119
Maximum Earning Potential	25,50,000	1,14,96,022	37,32,000	41,36,147	119

Table 5.4: Salary Statistics combined in INR

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

5.5.1. Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Automotive	28,00,000	39,00,000	33,22,500	33,12,731	10
BFSI sector	25,20,000	50,00,000	28,80,000	34,20,873	11
Conglomerate	28,00,000	28,00,000	28,00,000	28,00,000	1
Consulting	20,00,000	45,24,000	25,00,000	26,03,139	36
Ecommerce	20,00,000	30,00,000	30,00,000	27,25,000	8
Environment & Energy	27,00,000	42,75,000	34,87,500	34,87,500	2
Information Technology (IT)	19,60,000	35,00,000	30,00,000	29,79,124	17
Media/Entertainment	36,00,000	36,00,000	36,00,000	36,00,000	1
Online Services	23,30,000	58,50,000	35,00,000	35,44,167	24
Pharmaceutical / Healthcare	29,70,000	34,20,000	31,95,000	31,95,000	4

Table 5.5.1.: Sector wise Classification of Fixed Yearly Cash Component- Domestic

5.5.2. One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
BFSI sector	2,20,000	2,20,000	2,20,000	2,20,000	1
Consulting	1,00,000	5,00,000	3,00,000	2,59,375	24
Ecommerce	40,000	12,50,000	12,50,000	8,21,250	8
Information Technology (IT)	2,00,000	5,32,742	5,21,255	4,51,332	6
Online Services	2,00,000	7,00,000	4,00,000	4,18,182	11
Pharmaceutical / Healthcare	1,00,000	1,00,000	1,00,000	1,00,000	4

Table 5.5.2.: Sector wise Classification of One Time Cash Payment- Domestic
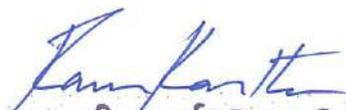
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5.5.3. Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Automotive	28,00,000	39,00,000	33,22,500	33,12,731	10
BFSI sector	25,20,000	52,20,000	28,80,000	34,40,873	11
Conglomerate	28,00,000	28,00,000	28,00,000	28,00,000	1
Consulting	22,00,000	50,24,000	26,00,000	27,76,056	36
Ecommerce	22,40,000	42,50,000	42,50,000	35,46,250	8
Environment & Energy	27,00,000	42,75,000	34,87,500	34,87,500	2
Information Technology (IT)	19,60,000	39,07,542	31,20,000	31,38,417	17
Media/Entertainment	36,00,000	36,00,000	36,00,000	36,00,000	1
Online Services	23,30,000	63,50,000	35,00,000	37,35,833	24
Pharmaceutical / Healthcare	30,70,000	35,20,000	32,95,000	32,95,000	4

Table 5.5.3.: Sector wise Classification of Total Guaranteed Cash Component – Domestic

5.5.4. Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
Automotive	28,70,000	51,25,000	37,70,000	37,81,050	10
BFSI sector	28,00,000	60,00,000	32,00,000	37,57,691	11
Conglomerate	35,00,000	35,00,000	35,00,000	35,00,000	1
Consulting	25,50,000	67,97,408	32,21,000	33,83,398	36
Ecommerce	28,02,889	44,20,000	44,20,000	38,99,331	8
Environment & Energy	27,00,000	45,00,000	36,00,000	36,00,000	2
Information Technology (IT)	28,00,000	54,73,235	40,00,000	40,54,441	17
Media/Entertainment	48,00,000	48,00,000	48,00,000	48,00,000	1
Online Services	30,00,000	75,20,000	43,25,000	45,55,584	24
Pharmaceutical/ Healthcare	34,00,000	39,00,000	36,50,000	36,50,000	4

Table 5.5.4.: Sector wise Classification of Maximum Earning Potential– Domestic

5.6. Sector wise Classification of Salary- International (USD)

5.6.1. Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
Consulting	52,031	89,095	89,095	81,682	5

Table 5.6.1.: Sector wise Classification of Fixed Yearly Cash Component- International

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5.6.2. One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
Consulting	8,000	20,000	20,000	17,600	5

Table 5.6.2.: Sector wise Classification of One Time Cash Payment- International

5.6.3. Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
Consulting	60,031	1,09,095	1,09,095	99,282	5

Table 5.6.3.: Sector wise Classification of Total Guaranteed Cash Component – International

5.6.4. Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
Consulting	78,225	1,51,297	1,50,297	1,36,082	5

Table 5.6.4.: Sector wise Classification of Maximum Earning Potential– International

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

5.7.1. Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	26,00,000	27,30,000	27,00,000	26,76,667	3
Consulting	19,60,000	45,24,000	25,50,000	26,62,423	26
Finance	28,00,000	28,00,000	28,00,000	28,00,000	1
General Management	25,20,000	50,00,000	31,20,000	33,43,048	27
Marketing/Sales	22,40,000	48,00,000	34,90,000	33,22,000	15
Operations/Supply Chain	20,00,000	38,00,000	24,00,000	26,11,111	9
Product Management	28,00,000	39,00,000	33,87,400	33,46,258	12
Strategy	23,00,000	58,50,000	30,00,000	30,60,505	19
System / IT	28,80,000	33,00,000	30,90,000	30,90,000	2

Table 5.7.1.: Function wise Classification of Fixed Yearly Cash Component- Domestic
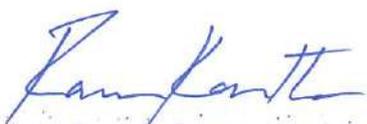
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5.7.2. One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Consulting	1,00,000	5,00,000	2,00,000	2,40,385	13
General Management	2,00,000	12,50,000	5,50,000	7,47,500	12
Marketing / Sales	1,00,000	7,00,000	4,00,000	4,00,000	3
Operations/Supply Chain	40,000	3,00,000	2,00,000	1,74,286	7
Product Management	1,00,000	5,32,742	4,57,437	3,75,999	8
Strategy	2,00,000	5,00,000	3,00,000	3,11,111	9
System / IT	2,00,000	2,00,000	2,00,000	2,00,000	2

Table 5.7.2.: Function wise Classification of One Time Cash Payment- Domestic

5.7.3. Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Business Development	26,00,000	27,30,000	27,00,000	26,76,667	3
Consulting	19,60,000	50,24,000	25,50,000	27,82,615	26
Finance	28,00,000	28,00,000	28,00,000	28,00,000	1
General Management	25,20,000	52,20,000	35,00,000	36,75,271	27
Marketing / Sales	22,40,000	52,00,000	34,90,000	34,02,000	15
Operations/Supply Chain	22,40,000	38,00,000	27,00,000	27,46,667	9
Product Management	28,00,000	39,07,542	35,60,000	35,96,925	12
Strategy	26,00,000	63,50,000	30,00,000	32,07,874	19
System / IT	30,80,000	35,00,000	32,90,000	32,90,000	2

Table 5.7.3.: Function wise Classification of Total Guaranteed Cash Component – Domestic

5.7.4. Maximum Earning Potential

Functions	Min	Max	Median	Mean	Data
Business Development	27,00,000	36,90,000	32,00,000	31,96,667	3
Consulting	25,50,000	67,97,408	27,80,000	33,79,565	26
Finance	32,00,000	32,00,000	32,00,000	32,00,000	1
General Management	28,00,000	60,00,000	42,00,000	42,14,389	27
Marketing / Sales	28,70,000	61,60,000	44,50,000	44,36,934	15
Operations/Supply Chain	28,02,889	40,00,000	32,00,000	32,99,794	9
Product Management	28,70,000	54,73,235	42,75,000	43,74,208	12
Strategy	30,00,000	75,20,000	32,21,000	36,90,092	19
System / IT	34,00,000	38,00,000	36,00,000	36,00,000	2

Table 5.7.4.: Function wise Classification of Maximum Earning Potential– Domestic

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5.8. Function wise Classification of Salary- International (USD)

5.8.1. Fixed Yearly Cash Component

Functions	Min	Max	Median	Mean	Data
Consulting	52,031	89,095	89,095	81,682	5

Table 5.8.1.: Function wise Classification of Fixed Yearly Cash Component- International

5.8.2. One-time Cash Payment

Functions	Min	Max	Median	Mean	Data
Consulting	8,000	20,000	20,000	17,600	5

Table 5.8.2.: Function wise Classification of One Time Cash Payment- International

5.8.3. Total Guaranteed Cash Component

Functions	Min	Max	Median	Mean	Data
Consulting	60,031	1,09,095	1,09,095	99,282	5

Table 5.8.3.: Function wise Classification of Total Guaranteed Cash Component – International

5.8.4. Maximum Earning Potential

Functions	Min	Max	Median	Mean	Data
Consulting	78,225	1,51,297	1,50,297	1,36,082	5

Table 5.8.4.: Function wise Classification of Maximum Earning Potential– International

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

5.9.1. Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	27,00,000	42,75,000	35,50,000	36,21,875	8
Bangalore	19,60,000	39,25,000	27,65,000	28,16,871	52
Gurgaon	22,88,000	58,50,000	32,00,000	33,27,355	31
Hyderabad	29,20,500	32,00,000	30,60,250	30,60,250	2
Mumbai	20,00,000	31,00,000	28,00,000	26,57,143	7
New Delhi	25,00,000	25,00,000	25,00,000	25,00,000	1
Noida	33,74,800	33,74,800	33,74,800	33,74,800	2
Pune	22,40,000	50,00,000	31,20,000	32,32,691	11

Table 5.9.1.: Location wise Classification of Fixed Yearly Cash Component- Domestic

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5.9.2. One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Bangalore	40,000	12,50,000	2,70,000	3,47,025	26
Gurgaon	1,00,000	12,50,000	3,50,000	4,35,000	20
Hyderabad	5,14,873	5,14,873	5,14,873	5,14,873	1
Mumbai	2,00,000	5,00,000	3,00,000	3,33,333	3
New Delhi	2,00,000	2,00,000	2,00,000	2,00,000	1
Noida	5,32,742	5,32,742	5,32,742	5,32,742	2
Pune	2,20,000	2,20,000	2,20,000	2,20,000	1

Table 5.9.2.: Location wise Classification of One Time Cash Payment- Domestic

5.9.3. Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	27,00,000	42,75,000	35,50,000	36,21,875	8
Bangalore	19,60,000	42,50,000	28,50,000	29,90,384	52
Gurgaon	24,38,000	63,50,000	33,00,000	36,08,000	31
Hyderabad	32,00,000	34,35,373	33,17,687	33,17,687	2
Mumbai	25,00,000	32,00,000	28,00,000	28,00,000	7
New Delhi	27,00,000	27,00,000	27,00,000	27,00,000	1
Noida	39,07,542	39,07,542	39,07,542	39,07,542	2
Pune	22,40,000	52,20,000	31,20,000	32,52,691	11

Table 5.9.3.: Location wise Classification of Total Guaranteed Cash Component – Domestic

5.9.4. Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Ahmedabad	27,00,000	48,00,000	42,00,000	39,87,500	8
Bangalore	25,50,000	54,95,000	34,00,000	35,35,001	52
Gurgaon	27,50,000	75,20,000	44,20,000	44,48,207	31
Hyderabad	40,00,000	47,20,689	43,60,344	43,60,344	2
Mumbai	27,52,537	35,71,767	32,21,000	32,76,536	7
New Delhi	30,12,152	30,12,152	30,12,152	30,12,152	1
Noida	52,83,718	54,73,235	53,78,477	53,78,477	2
Pune	30,00,000	52,20,000	39,00,000	37,69,236	11

Table 5.9.4.: Location wise Classification of Maximum Earning Potential– Domestic

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5.10. Location wise Classification of Salary- International (USD)

5.10.1. Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Kuala Lumpur	52,031	89,095	89,095	81,682	5

Table 5.10.1.: Location wise Classification of Fixed Yearly Cash Component- International

5.10.2. One-time Cash Payment

Location	Min	Max	Median	Mean	Data
Kuala Lumpur	8,000	20,000	20,000	17,600	5

Table 5.10.2.: Location wise Classification of One Time Cash Payment- International

5.10.3. Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Kuala Lumpur	60,031	1,09,095	1,09,095	99,282	5

Table 5.10.3.: Location wise Classification of Total Guaranteed Cash Component – International

5.10.4. Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Kuala Lumpur	78,225	1,51,297	1,50,297	1,36,082	5

Table 5.10.4.: Location wise Classification of Maximum Earning Potential– International

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	N/A

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

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