

# *Indian Institute of Management Ahmedabad*



## *PGPX Placement Report*

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*Finals 2017*

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The Chairperson  
Placement Office  
Indian Institute of Management  
Vastrapur, Ahmedabad – 380015  
Gujarat

Madam,

**Re: Audit of Placement Report for 2017 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 offers received and accepted on campus) of students in 2017 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 2.1.

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 2.1.
2. The validation of information presented in the report is based on communication received by IIM-A from recruiting companies. Brickwork Ratings (BWR) 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 2.1; where a break-up was not available, the salary has been considered only as 'Maximum Earning Potential'.
  - b. Stock Options have been mentioned for five students. Our observations in this regard are :
    - i. For four students, stock options have been mentioned with details on how much vests in the first year. Hence, the corresponding fixed amount has been considered for calculation of 'Maximum Earning Potential'.
    - ii. For one student, stock options have been mentioned without details on how much vests in the first year. As the recruiter is an unlisted entity, the amount relating to stock options has not been considered for calculation of 'Maximum Earning Potential'.
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,



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## Overview

The placement process for the graduating batch of the One Year Post-Graduate Diploma in Management for Executives (PGPX) at IIM Ahmedabad was successfully completed in June 2017. PGPX follows rolling placement process that started on November 14, 2016 and continued until 3 months after the convocation. Students of PGPX come from diverse backgrounds with a considerable experience ranging from 6 years to 15 years. For a diversified and accomplished student group such as this, recruiters visit campus over the recruitment period to select candidates for their middle to senior level management positions. In this year's placement process, continuing the tradition, students were offered positions such as COO, Operations Director, Associate Vice President, Business Development Executive, Leadership Programs, Principal Consultant, Associate General Manager, Senior Manager, Project Manager and Product Manager.

Firms that recruited include Accenture, Adani, Airtel, Amazon, Apptus, Capgemini, Dr. Reddy's Laboratories, Genpact, HCCB, IBM, ICICI Bank, KEC International, McKinsey Digital, Mu Sigma, Persistent Systems, SAP, Telangana Government and Virtusa Polaris. Accenture and Persistent Systems have made the largest number of offers. There were no international offers made this year.

## 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
<b>1. Number of students eligible for placements</b>	<b>91</b>
1a. Number of students graduating in 2017	90
1b. Number of students returning from Placement Holiday	1
<b>2. Number of students who did not seek placement through the institute</b>	<b>12</b>
2a. Company-sponsored or already employed	1
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	0
2e. Returning to / joining family business	0
2f. Seeking placement outside the campus placement process	11
<b>3. Total who sought Placements through the institute</b>	<b>79</b>
<b>4. Total offers accepted</b>	<b>67</b>
<b>5. Number unplaced, if any</b>	<b>12</b>

Table 1.1: Classification of the entire placement pool

## 2. Sector Wise Classification

Sector	Number of Offers		
	Domestic	International	Total
BFSI sector	2	-	2
Conglomerate	2	-	2
Consumer goods (FMCG)	3	-	3
E-Commerce	3	-	3
Energy	7	-	7
Government	7	-	7
Information Technology (IT)	38	-	38
Telecom	2	-	2
Others*	3	-	3
<b>Total</b>	<b>67</b>	<b>-</b>	<b>67</b>

Table 2.1: Classification of offers based on sector

\*Note: Others includes Automotive, Logistics, Pharma/Healthcare Sector

  
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### 3. Function wise Classification

Sector	Number of Offers		
	Domestic	International	Total
Consulting	3	-	3
Finance	2	-	2
General Management	16	-	16
Marketing / Sales	9	-	9
Operations / Supply Chain	11		11
System / IT	26	-	26
<b>Total</b>	<b>67</b>	<b>0</b>	<b>67</b>

Table 3.1: Classification of offers based on function

### 4. Location wise Classification

Location	No of offers accepted
Americas	-
Europe	-
India	67
<b>Total</b>	<b>67</b>

Table 4.1: Classification of offers based on location

Indian Locations	Number of offers accepted
Ahmedabad	6
Bengaluru	17
Hyderabad	13
Mumbai	9
NCR	8
Pune	11
Rest of India*	3
<b>Total</b>	<b>67</b>

Table 4.2: Classification of offers based on domestic locations

\* Rest of India includes Indore, Ranchi and Surat

  
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## 5. Salary Heads

### 5.1. Salary Heads-Domestic (INR)

Salary Head	Min	Max	Median	Mean	Data*
Fixed Yearly Cash Component	12,75,000	40,07,524	21,66,667	23,07,460	67
One-time Cash Payment	60,000	5,50,000	2,00,000	2,28,393	28
Total Guaranteed Cash Component	13,35,000	42,07,524	22,90,000	24,02,908	67
Maximum Earning Potential	15,60,000	43,03,177	28,00,000	28,48,538	67

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	-	-	-	-	-
One-time Cash Payment	-	-	-	-	-
Total Guaranteed Cash Component	-	-	-	-	-
Maximum Earning Potential	-	-	-	-	-

Table 5.2: Classification of salary heads-international (USD)

### Description of Salary Heads

- 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.
- 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.
- Total guaranteed Cash Component:** This is the sum of fixed yearly cash component and one-time cash payment.
- 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, gratuity and other perks as well.



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### 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)	76,724	241,812	131,609	138,098	67
Non-INR salary (Total guaranteed cash component)	-	-	-	-	-
Combined INR and non-INR salary (Total guaranteed cash component)	76,724	241,812	131,609	138,098	67
INR salary (Maximum Earning Potential)	89,655	247,309	160,920	163,709	67
Non-INR salary (Maximum Earning Potential)	-	-	-	-	-
Combined INR and non-INR salary (Maximum Earning Potential)	89,655	247,309	160,920	163,709	67

Table 5.3: Salary Statistics at PPP adjusted exchange rates

\*As per the PPP conversion rate for 2016 for all the available currencies from the World Development Indicators (WDI) database of the World Bank. Data is sourced from <http://wdi.worldbank.org/table/4.16>

### 5.4. Sector wise Classification of Salary- Domestic (INR)

#### 5.4.1. Fixed Yearly Cash Component

Sectors	Min	Max	Median	Mean	Data
BFSI sector	15,39,578	22,01,897	18,70,738	18,70,738	2
Conglomerate	21,00,000	22,00,000	21,50,000	21,50,000	2
Consumer goods (FMCG)	24,57,410	33,35,056	24,57,410	27,49,959	3
E-Commerce	20,00,000	24,50,000	24,50,000	23,00,000	3
Energy	18,18,182	21,66,667	20,70,000	20,60,693	7
Government	18,00,000	24,00,000	20,00,000	20,28,571	7
Information Technology (IT)	12,75,000	40,07,524	22,75,000	24,00,441	38
Telecom	20,24,000	21,56,880	20,90,440	20,90,440	2
Others	17,72,412	28,13,578	28,00,000	24,61,997	3

Table 5.4.1.: Sector wise Classification of Fixed Yearly Cash Component- Domestic

  
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#### 5.4.2. One-time Cash Payment

Sectors	Min	Max	Median	Mean	Data
BFSI Sector	-	-	-	-	-
Conglomerate	-	-	-	-	-
Consumer goods (FMCG)	-	-	-	-	-
E-Commerce	5,50,000	5,50,000	5,50,000	5,50,000	2
Energy	-	-	-	-	-
Government	-	-	-	-	-
Information Technology (IT)	60,000	3,00,000	2,00,000	1,99,783	23
Telecom	2,00,000	2,00,000	2,00,000	2,00,000	2
Others	3,00,000	3,00,000	3,00,000	3,00,000	1

Table 5.4.2.: Sector wise Classification of One Time Cash Payment- Domestic

#### 5.4.3. Total Guaranteed Cash Component

Sectors	Min	Max	Median	Mean	Data
BFSI sector	15,39,578	22,01,897	18,70,738	18,70,738	2
Conglomerate	21,00,000	22,00,000	21,50,000	21,50,000	2
Consumer goods (FMCG)	24,57,410	33,35,056	24,57,410	27,49,959	3
E-Commerce	20,00,000	30,00,000	30,00,000	26,66,667	3
Energy	18,18,182	21,66,667	20,70,000	20,60,693	7
Government	18,00,000	24,00,000	20,00,000	20,28,571	7
Information Technology (IT)	13,35,000	42,07,524	24,04,752	25,21,362	38
Telecom	22,24,000	23,56,880	22,90,440	22,90,440	2
Others	17,72,412	31,13,578	28,00,000	25,61,997	3

Table 5.4.3.: Sector wise Classification of Total Guaranteed Cash Component – Domestic

#### 5.4.4. Maximum Earning Potential

Sectors	Min	Max	Median	Mean	Data
BFSI sector	18,00,278	27,61,887	22,81,083	22,81,083	2
Conglomerate	21,00,000	22,00,000	21,50,000	21,50,000	2
Consumer goods (FMCG)	28,00,000	38,00,000	28,00,000	31,33,333	3
E-Commerce	30,00,000	31,20,000	31,20,000	30,80,000	3
Energy	20,00,000	26,00,000	23,00,000	23,14,286	7
Government	20,00,000	36,00,000	30,00,000	29,00,000	7
Information Technology (IT)	15,60,000	43,03,177	28,83,000	29,86,126	38
Telecom	25,00,000	26,51,000	25,75,500	25,75,500	2
Others	19,00,005	35,26,078	28,00,000	27,42,028	3

Table 5.4.4.: Sector wise Classification of Maximum Earning Potential– Domestic

  
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## 5.5. Sector wise Classification of Salary-International (in USD)

### 5.5.1.Fixed Yearly Cash Component-International

	Min	Max	Median	Mean	Data
	-	-	-	-	-

Table 5.5.1: Sector wise classification of fixed yearly cash component

### 5.5.2 One-time Cash Component-International

	Min	Max	Median	Mean	Data
	-	-	-	-	-

Table 5.5.2: Sector wise classification of one-time cash component

### 5.5.3 Total guaranteed Cash Component-International

	Min	Max	Median	Mean	Data
	-	-	-	-	-

Table 5.5.3: Sector wise classification of total guaranteed cash component

### 5.5.4 Maximum Earning Potential-International

	Min	Max	Median	Mean	Data
	-	-	-	-	-

Table 5.5.4: Sector wise classification of Maximum Earning Potential

## 5.6. Function wise Classification of Salary- Domestic (INR)

### 5.6.1 Fixed Yearly Cash Component - Domestic

Functions	Min	Max	Median	Mean	Data
Consulting	24,00,000	36,00,000	30,00,000	30,00,000	3
Finance	21,56,880	24,57,410	23,07,145	23,07,145	2
General Management	15,39,578	24,00,000	20,00,000	20,36,551	16
Marketing / Sales	21,00,000	33,35,056	26,60,000	25,30,159	9
Operations / Supply Chain	17,72,412	28,00,000	21,60,000	22,29,075	11
System / IT	12,75,000	40,07,524	21,99,752	23,50,365	26

Table 5.6.1.: Function wise Classification of Fixed Yearly Cash Component- Domestic

  
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### 5.6.2. One-time Cash Payment- Domestic

Functions	Min	Max	Median	Mean	Data
Consulting	2,40,000	3,00,000	3,00,000	2,80,000	3
Finance	2,00,000	2,00,000	2,00,000	2,00,000	1
General Management	2,00,000	2,00,000	2,00,000	2,00,000	1
Marketing / Sales	2,95,000	3,00,000	2,97,500	2,97,500	2
Operations / Supply Chain	2,00,000	5,50,000	5,50,000	4,33,333	3
System / IT	60,000	3,00,000	2,00,000	1,81,111	18

Table 5.6.2.: Function wise Classification of One Time Cash Payment- Domestic

### 5.6.3. Total Guaranteed Cash Component - Domestic

Functions	Min	Max	Median	Mean	Data
Consulting	26,40,000	39,00,000	33,00,000	32,80,000	3
Finance	23,56,880	24,57,410	24,07,145	24,07,145	2
General Management	15,39,578	24,00,000	20,00,000	20,49,051	16
Marketing / Sales	21,00,000	33,35,056	26,60,000	25,96,270	9
Operations / Supply Chain	17,72,412	30,00,000	21,60,000	23,47,257	11
System / IT	13,35,000	42,07,524	23,75,000	24,75,749	26

Table 5.6.3.: Function wise Classification of Total Guaranteed Cash Component – Domestic

### 5.6.4. Maximum Earning Potential - Domestic

Functions	Min	Max	Median	Mean	Data
Consulting	29,08,784	43,03,177	36,60,000	36,23,987	3
Finance	26,51,000	28,00,000	27,25,500	27,25,500	2
General Management	18,00,278	36,00,000	27,30,944	26,28,885	16
Marketing / Sales	24,87,797	38,00,000	35,26,078	33,12,653	9
Operations / Supply Chain	19,00,005	31,20,000	24,00,000	25,67,273	11
System / IT	15,60,000	42,07,524	28,28,000	28,62,040	26

Table 5.6.4.: Function wise Classification of Maximum Earning Potential– Domestic

  
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## 5.7. Function wise Classification of Salary-International (in USD)

### 5.7.1 Fixed Yearly Cash Component-International

	Min	Max	Median	Mean	Data
	-	-	-	-	-

Table 5.7.1: Sector wise classification of fixed yearly cash component

### 5.7.2 One-time Cash Component-International

	Min	Max	Median	Mean	Data
	-	-	-	-	-

Table 5.7.2: Sector wise classification of one-time cash component

### 5.7.3 Total guaranteed Cash Component-International

	Min	Max	Median	Mean	Data
	-	-	-	-	-

Table 5.7.3: Sector wise classification of total guaranteed cash component

### 5.7.4 Maximum Earning Potential-International

	Min	Max	Median	Mean	Data
	-	-	-	-	-

Table 5.7.4: Sector wise classification of Maximum Earning Potential

## 5.8. Location wise Classification of Salary- Domestic (INR)

### 5.8.1. Fixed Yearly Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	20,00,000	32,05,522	22,04,752	24,53,439	6
Bengaluru	12,75,000	40,07,524	24,00,000	24,41,821	17
Hyderabad	15,70,000	28,13,578	20,00,000	21,05,264	13
Mumbai	15,39,578	36,00,000	21,60,000	23,70,503	9
NCR	19,00,000	28,50,000	21,10,000	22,09,250	8
Pune	17,72,412	28,00,000	21,90,000	23,12,219	11
Rest of India*	20,00,000	24,00,000	21,56,880	21,85,627	3

Table 5.8.1.: Location wise Classification of Fixed Yearly Cash Component- Domestic

\* Rest of India includes Indore, Ranchi and Surat

  
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### 5.8.2. One-time Cash Payment

One time	Min	Max	Median	Mean	Data
Ahmedabad	1,00,000	2,00,000	1,00,000	1,33,333	3
Bengaluru	60,000	3,00,000	2,00,000	1,95,909	11
Hyderabad	3,00,000	5,50,000	5,50,000	4,66,667	3
Mumbai	2,00,000	3,00,000	3,00,000	2,66,667	3
NCR	2,00,000	3,00,000	2,00,000	2,23,333	6
Pune	1,00,000	1,00,000	1,00,000	1,00,000	1
Rest of India*	2,00,000	2,00,000	2,00,000	2,00,000	1

Table 5.8.2.: Location wise Classification of One Time Cash Payment- Domestic

### 5.8.3. Total Guaranteed Cash Component

Location	Min	Max	Median	Mean	Data
Ahmedabad	20,00,000	33,05,522	23,04,752	25,20,105	6
Bengaluru	13,35,000	42,07,524	24,57,410	25,68,586	17
Hyderabad	15,70,000	31,13,578	20,00,000	22,12,956	13
Mumbai	15,39,578	39,00,000	21,60,000	24,59,391	9
NCR	19,80,000	31,50,000	22,87,000	23,76,750	8
Pune	17,72,412	28,00,000	22,50,000	23,21,310	11
Rest of India*	20,00,000	24,00,000	23,56,880	22,52,293	3

Table 5.8.3.: Location wise Classification of Total Guaranteed Cash Component – Domestic

### 5.8.4. Maximum Earning Potential

Location	Min	Max	Median	Mean	Data
Ahmedabad	21,00,000	33,05,522	27,04,752	26,86,772	6
Bengaluru	15,60,000	42,07,524	28,00,000	29,21,097	17
Hyderabad	18,62,000	36,00,000	30,00,000	28,40,621	13
Mumbai	18,00,278	43,03,177	25,56,000	27,59,654	9
NCR	22,00,000	39,48,000	27,75,000	28,18,848	8
Pune	19,00,005	38,00,000	28,28,000	30,31,455	11
Rest of India*	20,00,000	27,60,000	26,51,000	24,70,333	3

Table 5.8.4.: Location wise Classification of Maximum Earning Potential– Domestic

\* Rest of India includes Indore, Ranchi and Surat

  
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## 5.9. Location wise Classification of Salary-International (in USD)

### 5.9.1 Fixed Yearly Cash Component-International

	Min	Max	Median	Mean	Data
-	-	-	-	-	-

Table 5.9.1: Sector wise classification of fixed yearly cash component

### 5.9.2 One-time Cash Component-International

	Min	Max	Median	Mean	Data
-	-	-	-	-	-

Table 5.9.2: Sector wise classification of one-time cash component

### 5.9.3 Total guaranteed Cash Component-International

	Min	Max	Median	Mean	Data
-	-	-	-	-	-

Table 5.9.3: Sector wise classification of total guaranteed cash component

### 5.9.4 Maximum Earning Potential-International

	Min	Max	Median	Mean	Data
-	-	-	-	-	-

Table 5.9.4: Sector wise classification of Maximum Earning Potential

## 6. Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Revision 2.1\*.

The instances where the report deviates from the standards and the reasons for them are mentioned below:

Deviation from the standards	Reason
-	-

Table 6.1: List of deviations from standards with reasons

\* <http://www.iimahd.ernet.in/iprs/gallery/IPRSRevision2.1.pdf>

  
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