Ref No: BJ/ED/SPJIMR/2022/CH1231

October 07, 2022

To,
The Chairperson
The Placement Office
SP Jain Institute of Management and Research
Munshi Nagar
Andheri (W)
Mumbai 400 058

Re: Audit of the Placement Report of the Post Graduate Programme in Management (PGPM) Programme, 2020-21

Dear Sir,

CRISIL have audited the Placement Report prepared by SP Jain Institute of Management and Research (SPJIMR), Mumbai, for the final placements of students in the PGPM batch of 2020-21. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:
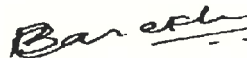
1. CRISIL have obtained all information and explanations as were necessary for conducting the audit. We believe the Placement Report complies with the requirement s of Indian Placement Reporting Standards (IPRS) Version 2.2.
2. The validation of information presented in the report is based on communication received by SPJIMR from the recruiting companies. CRISIL has not independently sourced any information or documentation.
3. CRISIL have verified the information with respect to remuneration, job function and location presented in the report with communication received from recruiters.
    a. The information has been categorized as best as possible under various salary heads according to IPRS Version 2.2; where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
    b. Proof of acceptance of the offers is indicated by student signing the offer letter. The acceptance of offer for 24 students out of 123 could not be verified.
4. The number of students opting out of the placement process and students on sabbatical has been established through written communication from the students/recruiting companies.

Thank You,

Best Regards,

Ms. Binaifer F. Jehani
Business Head- SME Solutions

Bhushan Parekh
Director - SME Solutions
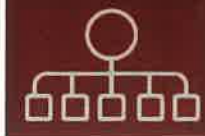
Bharatiya Vidya Bhavan's
SPJIMR

FINAL PLACEMENT
2021

Post Graduate Programme in
Management (PGPM)

Contents

Classification of the Entire Graduate Pool

The graduating class is categorized into three major groups:

- Graduates seeking placement through the institute
- Graduates not seeking placement through the institute
- Graduates who did not get placed

Table 1: Classification of the Entire Graduate Pool

Categories	Number
1. Sought placement through the institute	**123***
2. Did not seek placement through the institute	
2a. Sabbatical	2
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to / joining family business	-
2f. Sought placement outside the campus placement process	4
2g. Did not seek placements for other reasons	-
Total who did not seek employment through the institute	6
3. Number unplaced, if any	**1**
Total Graduates	130

* 123 offer letters were available for verification (122 offer letters and 1 email confirmation) of which 99 offers were signed and accepted.

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Key Highlights

PGPM Program (2021 batch)

Batch size (130 students)

Highest Salary (Rs 35.82 lakh)

Mean Salary (Rs 23.61 lakh)

Number of recruiters (31)

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Sectoral Highlights

Information Technology (71%)

Consulting (15%)

BFSI (5%)

E-commerce (3%), Healthcare (3%)
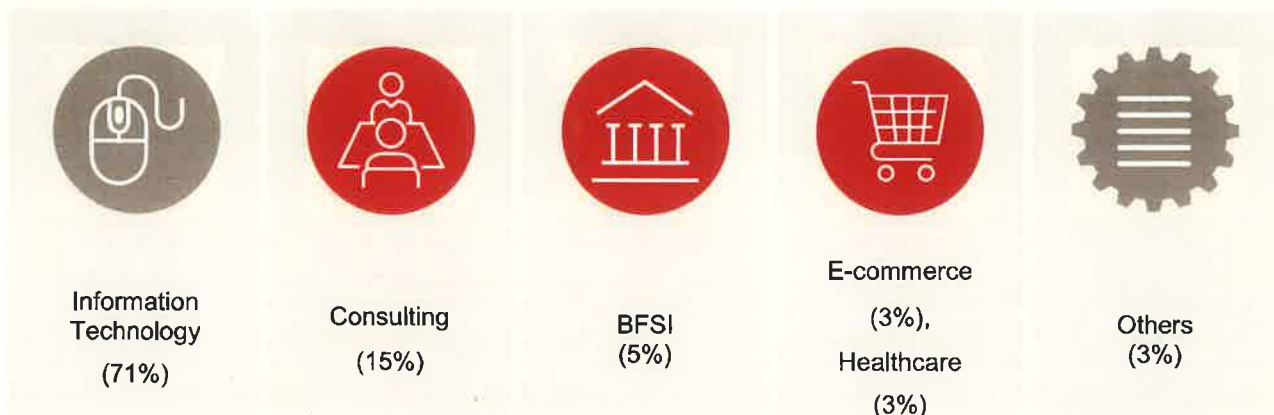
Others (3%)

- Highest offers were made in Information Technology (71%)
- Others include offers from Consumer goods (FMCG) (1%) and Logistics sector (2%)

Sector-wise classification

The table below shows sector-wise break-up of the accepted offers.

Table 2: Classification of Placements Based on Sector

Sector	Number of Offers accepted
BFSI	06
Consulting	19
Consumer goods (FMCG)	01
Ecommerce	03
Healthcare	04
Information Technology (IT)	87
Others	03
Grand Total	**123**

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Functional Highlights

| Consulting (33%) | General Management (29%) | Systems/IT (22%) | Others (16%) |

- Highest offers received for Consulting (33%)
- Others include offers for Marketing/Sales (6%) Analytical (5%), Finance (3%), Operations/Supply Chain (2%).

Function-wise classification

The table below shows function-wise break-up of the accepted offers.

Table 3: Classification of Placements Based on Function

Function	Number of Offers accepted
Analytical	05
Consulting	41
Finance	04
General Management	36
Marketing/Sales	08
Operations/Supply Chain	02
Systems / IT	27
Grand Total	**123**

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Location Highlights

| Bangalore (43%) | Mumbai (11%) | Gurgaon (10%) | Pune (9%) | Others (9%) |

- Highest offers received for Bangalore (43%) location
- Others include offers for Noida (3%) New Delhi (2%), Chennai (2%), Hyderabad (1%), Kolkata (1%)
- 18% of letters with location details not available

Location-wise classification

The table below shows location-wise break-up of the accepted offers.

Table 4: Classification of Placements Based on Location

Location	Number of Offers accepted
Bangalore	53
Chennai	02
Data not available	22
Delhi	03
Gurgaon	12
Hyderabad	02
Kolkata	01
Mumbai	13
Noida	04
Pune	11
Grand Total	**123**

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Salary details

Salary Heads – Domestic (INR)

Table 5: Classification of Salary Components in INR

Salary Head (INR)	Min	Max	Median	Mean	Data
Total Fixed Salary	1042380	2600000	1750000	1802444	123
One time Cash Payments	18024	350000	150000	193843	79
Total Guaranteed Cash Payments	1163772	2750000	1880700	1930068	123
Performance linked compensation (max)	16800	832000	432000	370944	113
Other payments	17500	713763	93700	123291	85
Maximum Earning Potential (including non-cash, long term, and performance linked components)	1400000	3582000	2225700	2360988	123

Sector-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments.

Table 6: Sector-wise Classification of Fixed Yearly Cash Component in INR

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	1928000	2410000	2176744	2143915	06
Consulting	1042380	2003039	1586976	1504412	19
Consumer goods (FMCG)	1323552	1323552	-	-	01
Ecommerce	1978400	1978400	1978400	1978400	03
Healthcare	1351445	2478396	1408923	1661922	04
Information Technology (IT)	1168363	2600000	1750000	1848637	87
Other	1515974	2021000	1978416	1838463	03

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Table 7: Sector-wise Classification of Onetime Cash Payments in INR

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	75000	150000	112500	112500	02
Consulting	18024	152004	121392	107438	09
Ecommerce	100000	100000	100000	100000	03
Healthcare	100000	200000	100000	133333	03
Information Technology (IT)	50000	350000	200000	216478	62

Table 8: Sector-wise Classification of Total Guaranteed Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	1928000	2410000	2214244	2181415	06
Consulting	1163772	2003039	1598000	1555304	19
Consumer goods (FMCG)	1323552	1323552	-	-	01
Ecommerce	2078400	2078400	2078400	2078400	03
Healthcare	1451445	2478396	1558923	1761922	04
Information Technology (IT)	1218363	2750000	1900000	2007325	87
Other	1515974	2021000	1978416	1838463	03

Table 9: Sector-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	306000	306000	306000	306000	02
Consulting	80000	480800	270638	300929	17
Consumer goods (FMCG)	56640	56640	-	-	01
Ecommerce	300000	300000	300000	300000	03
Healthcare	16800	220800	220800	152800	03
Information Technology (IT)	84999	832000	432000	401950	84
Other	180000	630000	200000	336667	03

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Table 10: Sector-wise Classification of Other Payments in INR

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	17500	107712	77400	73669	06
Consulting	64800	305340	114114	137215	18
Consumer goods (FMCG)	313092	313092	-	-	01
Ecommerce	713763	713763	713763	713763	03
Healthcare	21600	127755	122278	98478	04
Information Technology (IT)	21600	231692	89496	89298	50
Other	21600	129000	104026	84875	03

Table 11: Sector-wise Classification of Maximum Earning Potential Cash Component in INR

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	2000000	2717500	2400000	2357083	06
Consulting	1497160	2391140	2100000	1986490	19
Consumer goods (FMCG)	1693284	1693284	-	-	01
Ecommerce	3092163	3092163	3092163	3092163	03
Healthcare	1800000	2499996	1800000	1974999	04
Information Technology (IT)	1400000	3582000	2225700	2446735	87
Other	1800000	2780000	2200016	2260005	03

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Function-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments.

Table 12: Function-wise Classification of Fixed Yearly Cash Component in INR

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	1600000	1800000	1800000	1760000	05
Consulting	1042380	2300000	1600000	1712078	41
Finance	1928000	2410000	2072600	2120800	04
General Management	1168363	2600000	1649987	1734432	36
Marketing/Sales	1418400	2021000	1502400	1609929	08
Operations/Supply Chain	1515974	1600000	1557987	1557987	02
Systems / IT	1570800	2478396	2300000	2066193	27

Table 13: Function-wise Classification of Onetime Cash Payments in INR

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	100000	200000	100000	120000	05
Consulting	18024	300000	160000	186963	29
General Management	50000	300000	100000	138426	18
Marketing/Sales	100000	200000	150000	150000	02
Operations/Supply Chain	200000	200000	200000	200000	01
Systems / IT	100000	350000	350000	262500	24

Table 14: Function-wise Classification of Total Guaranteed Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	1700000	2000000	1900000	1880000	05
Consulting	1163772	2600000	1713600	1846759	41
Finance	1928000	2410000	2072600	2120800	04
General Management	1218363	2750000	1750000	1811538	36
Marketing/Sales	1438196	2021000	1559414	1647429	08

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Operations/Supply Chain	1515974	1800000	1657987	1657987	02
Systems / IT	1570800	2650000	2650000	2299527	27

Table 15: Function-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	432000	486000	486000	475200	05
Consulting	80000	621000	389338	366032	36
General Management	56640	832000	260400	276269	36
Marketing/Sales	16800	630000	235000	265225	08
Operations/Supply Chain	180000	432000	306000	306000	02
Systems / IT	100000	621000	621000	526308	26

Table 16: Function-wise Classification of Other Payments in INR

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	93803	93803	-	-	01
Consulting	21600	305340	107400	121538	31
Finance	72000	90000	77400	79200	04
General Management	17500	713763	69300	143104	35
Marketing/Sales	21600	231692	91800	103913	08
Operations/Supply Chain	104026	104026	-	-	01
Systems / IT	21600	93700	93700	71495	05

Table 17: Function-wise Classification of Maximum Earning Potential Cash Component in INR

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	2225803	2486000	2386000	2373961	05
Consulting	1497160	3221000	2204865	2274849	41

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Finance	2000000	2500000	2150000	2200000	04
General Management	1400000	3582000	2100000	2226936	36
Marketing/Sales	1799996	2780000	1827546	2016567	08
Operations/Supply Chain	1800000	2232000	2016000	2016000	02
Systems / IT	1735800	3271000	3271000	2819581	27

Location-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments.

Table 18: Location-wise Classification of Fixed Yearly Cash Component in INR

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1248372	2300000	1978400	1918133	53
Chennai	1168363	1341454	1254909	1254909	02
Data not available	1293300	2244000	1600000	1595980	22
Delhi	1438196	2478396	1438196	1810855	03
Gurgaon	1042380	2300000	1600000	1642838	12
Hyderabad	1600000	1978400	1789200	1789200	02
Kolkata	1978400	1978400	-	-	01
Mumbai	1555456	2300000	1750000	1869248	13
Noida	1699974	1841639	1775000	1772903	04
Pune	1185504	2600000	1928000	1847536	11

Table 18: Location-wise Classification of Onetime Cash Payments in INR

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	18024	350000	200000	224441	41
Chennai	50000	75000	62500	62500	02
Data not available	100000	300000	300000	243750	08

For SPJIMR, Mumbai
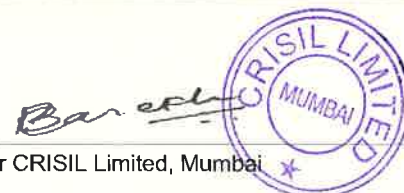
For CRISIL Limited, Mumbai

Gurgaon	75000	300000	121392	141011	11
Hyderabad	100000	100000	100000	100000	02
Kolkata	100000	100000	-	-	01
Mumbai	100000	300000	230000	210000	06
Noida	100000	160000	100000	115000	04
Pune	18024	152004	147684	116349	04

Table 19: Location-wise Classification of Total Guaranteed Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1323552	2650000	2021000	2093495	53
Chennai	1218363	1416454	1317409	1317409	02
Data not available	1438196	2394000	1600000	1698253	22
Delhi	1438196	2478396	1438196	1810855	03
Gurgaon	1163772	2600000	1799987	1772098	12
Hyderabad	1700000	2078400	1889200	1889200	02
Kolkata	2078400	2078400	-	-	01
Mumbai	1555456	2600000	1910000	1966171	13
Noida	1799974	1933721	1905000	1885924	04
Pune	1337508	2750000	1928000	1889844	11

Table 20: Location-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	56640	630000	483400	422054	52
Chennai	122728	140910	131819	131819	02
Data not available	16800	472500	369000	310264	22
Delhi	180000	270000	225000	225000	02
Gurgaon	84999	621000	393000	353257	12
Hyderabad	300000	432000	366000	366000	02

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Kolkata	300000	300000	-	-	01
Mumbai	155545	621000	318273	366002	10
Noida	84999	486000	92082	221027	03
Pune	165000	832000	400675	405172	07

Table 21: Location-wise Classification of Other Payments in INR

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	21600	713763	118977	149118	27
Chennai	58909	67636	63273	63273	02
Data not available	17500	116800	68000	68688	22
Delhi	21600	104026	104026	72475	03
Gurgaon	93700	121860	107400	106764	07
Hyderabad	93700	713763	403732	403732	02
Kolkata	713763	713763	-	-	01
Mumbai	21600	125107	86400	84016	09
Noida	100027	125107	108362	111165	03
Pune	72000	305340	90000	137799	09

Table 22: Location-wise Classification of Maximum Earning Potential in INR

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1693284	3271000	2391140	2583551	53
chennai	1400000	1625000	1512500	1512500	02
Data not available	1799996	2717500	2100000	2077204	22
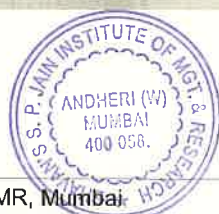
For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Delhi	1799996	2499996	1799996	2033331	03
Gurgaon	1497160	3221000	2226850	2187634	12
Hyderabad	2225700	3092163	2658932	2658932	02
Kolkata	3092163	3092163	-	-	01
Mumbai	1789433	3221000	2204865	2352557	13
Noida	1985000	2386000	2084636	2135068	04
Pune	1735800	3582000	2270067	2260425	11

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Other details

Table 23: Details regarding Pre- Season Placement Offers

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	-
2	Total Pre-Season Placement offers accepted	-

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Version 2.2.

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

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