



# GOA INSTITUTE OF MANAGEMENT

*"Next Marking" Management Education*



## GIM'S FLAGSHIP PGDM PLACEMENT REPORT 2022



# ABOUT GIM

For 29 years now, GIM has consistently been at the forefront of industry excellence, nourishing student communities to bear the torch of conscious leadership. GIM's strong focus on ethics and corporate governance is very relevant in today's times. The bar has raised time and again with 2021 seeing phenomenal growth in terms of expansion of our portfolio of recruiters.

This year has clearly not been one in favour of any human being, however, throughout this year the learning that we as a B-School and flag bearers of the institution have received has been impeccable. Moving to a completely virtual program has never been seen in the history of GIM's legacy, but, the year turned out to be as great as any other owing to the fact that we have the capability to face challenges thrown to us.

Over 60+ industry leaders and pioneers made a total of 240+ offers to an enthusiastic and talented pool of 247 students. The institute witnessed the likes of AO Smith, Aditya Birla, Arcesium, GEP, JPMC, EY, Asian Paints among many others lasting relationships with us thereby enabling our leaders of tomorrow to learn from the best.

We are immensely grateful to our family of recruiters who always had faith in the collective qualities and value additions that students from GIM bring with them. This year 63 companies visited us for Finals. Despite uncertainties, the relationship that GIM shares with its recruiters has absolutely boosted metrics this year along with trust of our new recruiting partners. We hope these continue to flourish in the years to come.

**240+**

Offers

**60+**

Industry leaders  
and pioneers

**247**

Students





# MESSAGE FROM THE DIRECTOR



The world needs leaders with vision!

Business education is at an inflection point, and we at GIM strive to equip future leaders with competence and character to address emerging global business and social challenges. Our focus has been to integrate the elements of technology driven management, responsibility, social efficiency and happiness into organizational leadership and value-based management. We believe it is the need of the hour to create morally healthy, technologically competent, socially sensitive & sustainable organizations.

The flagship PGDM program has a legacy of close to 3 decades of excellence in management education and has been nurturing business leaders with personal integrity, social responsibility, and a global outlook. Continued downward trends in the economy since 2020 have not deterred organizations from hiring talent at GIM. I sincerely thank the recruiters who placed their trust in GIM's human capital and enabled us to once again post 100% placements

**Prof. Ajit Parulekar**

Director

Goa Institute of Management

# MESSAGE FROM THE PLACEMENT CHAIR



The consistent and positive trend over the last few years is indicative of the confidence of the industry on the talent quality at GIM. The recruiters have been offering diverse/upskilled profiles over the years, as they come back every season deepening their relationship with GIM. We express our gratitude to our regular recruiters who have continuously believed in the mettle of our students and have furthered their association with us for another year to facilitate this mutually beneficial relationship. We are also grateful to our new recruiters, who have acknowledged the potential of our students and provided them with a plethora of opportunities.

**Dr. Naga Venkatesh Devaguptapu**

Placement Chairperson

Goa Institute of Management



# VISION

## 1. Become one of the Top 10

To be a preeminent business school at the forefront of management education and research.

## 2. Competent Graduates

Our graduates should be acknowledged as transformative leaders focused on responsible, ethical, and sustainable business practices.



# MISSION

The Mission of Goa Institute of Management is to develop responsible and agile leaders at the forefront of cutting-edge business practices.



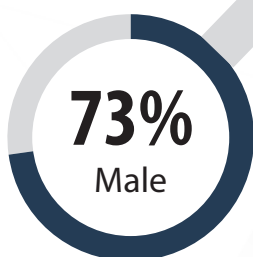
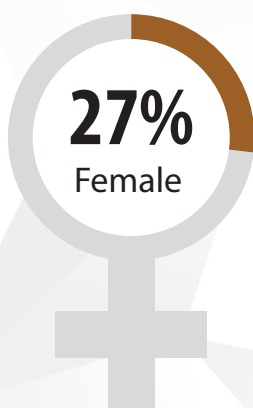


# BATCH DEMOGRAPHICS 2021-2023

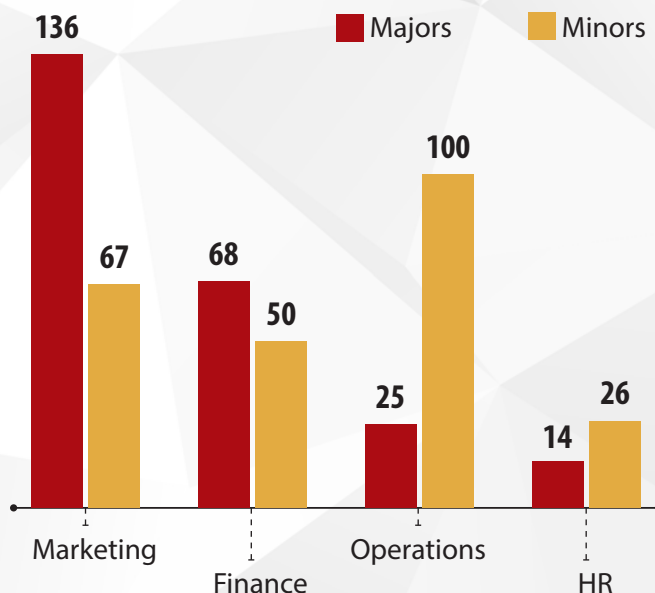
**243**

Total Number of Students

## GENDER RATIO



## SPECIALIZATION



## ACADEMIC BACKGROUND



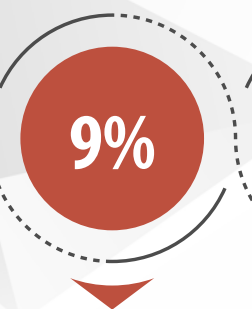
Engineering



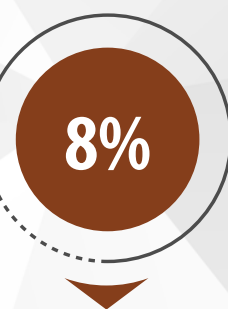
Commerce



Management



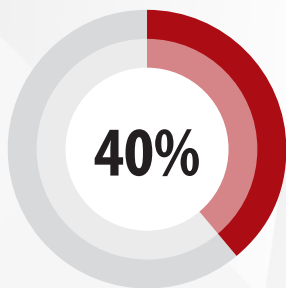
Art & Law



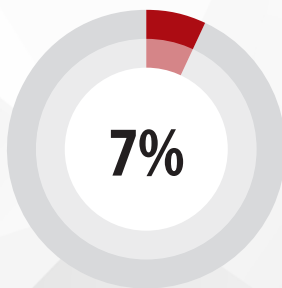
Science



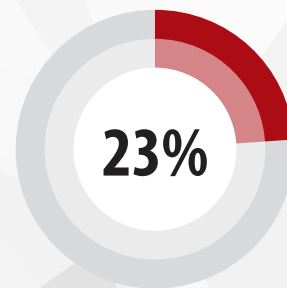
## WORK EXPERIENCE



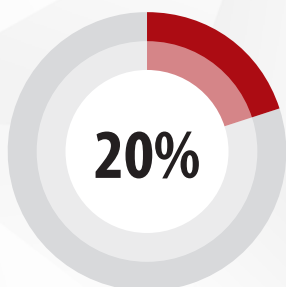
Freshers



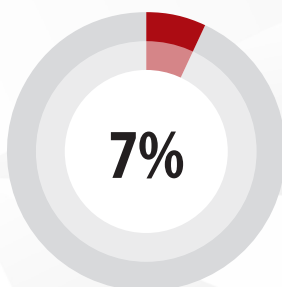
0 to 12 months



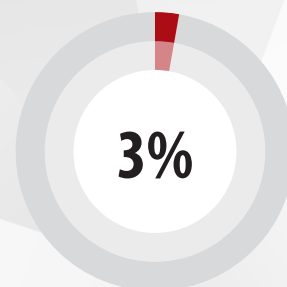
12 to 24 months



24 to 36 months



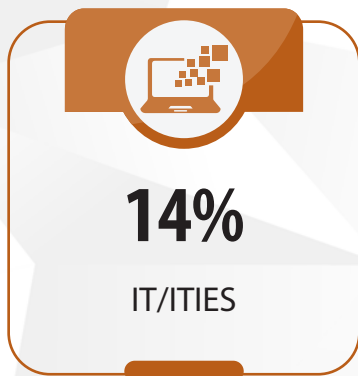
36 to 48 months



48+ months

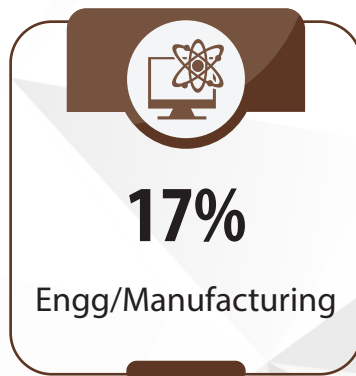
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## PROFESSIONAL BACKGROUND



14%

IT/ITIES



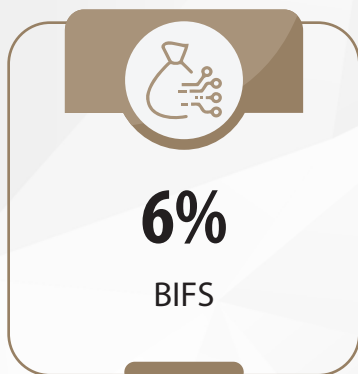
17%

Engg/Manufacturing



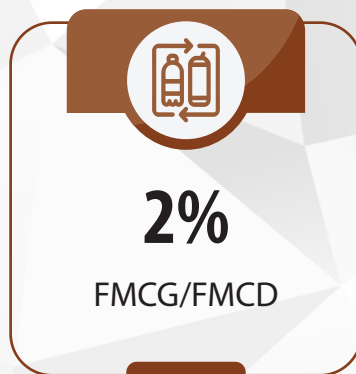
3%

Consulting



6%

BIFS



2%

FMCG/FMCD

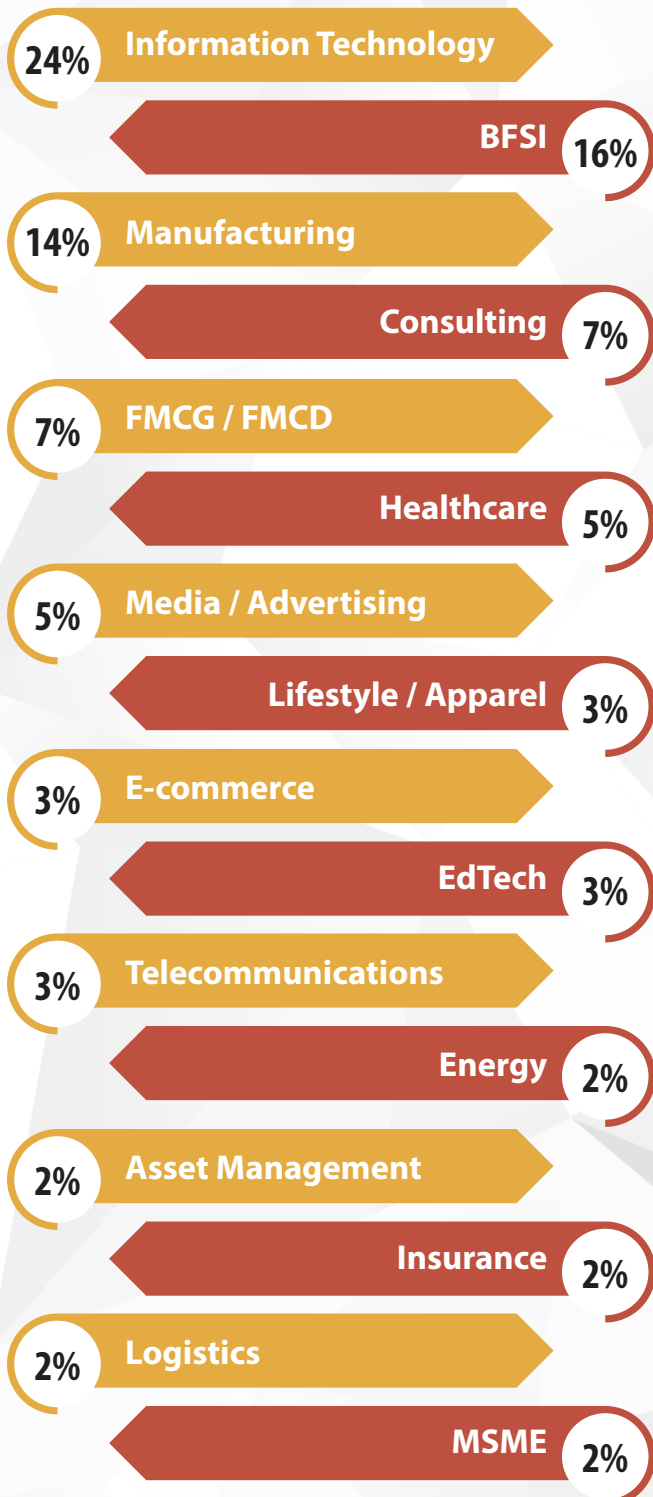


58%

Others

# SUMMER INTERNSHIP PLACEMENTS 2022

## SECTORS OF COMPANIES



Highest Stipend  
₹ 3,00,000

Median Stipend  
₹ 60,000

Average Stipend  
₹ 64,172

## TOP RECRUITERS





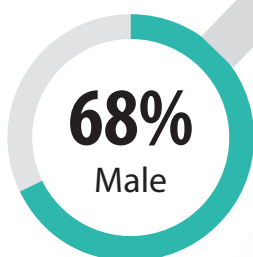
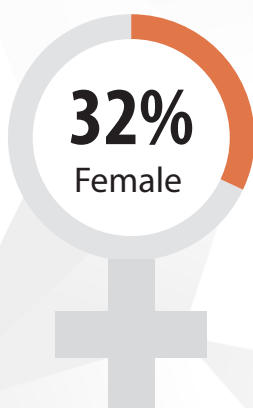


# BATCH DEMOGRAPHICS 2020-2022

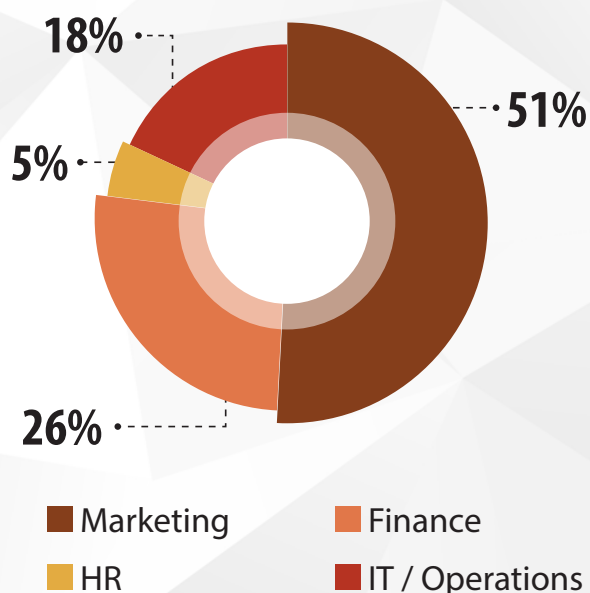
**247**

Total Number of Students

## GENDER RATIO



## SPECIALIZATION



## ACADEMIC BACKGROUND



Engineering



Commerce



Management



Science

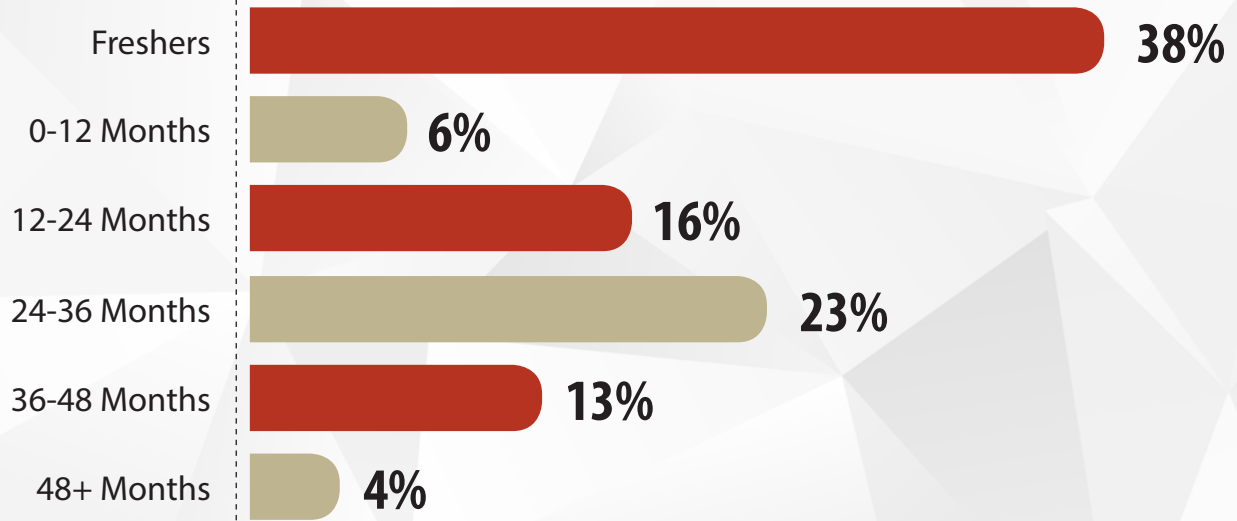


Arts and Law



Others

## WORK EXPERIENCE



## WORK EXPERIENCE (BY SECTORS)



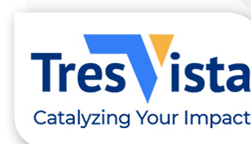
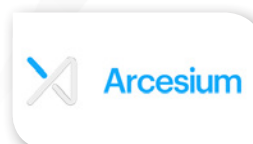


# MARKETING

₹ 27,83,000  
Highest CTC

₹ 12,07,000  
Average CTC

The students majoring in Marketing enjoy a multi-pronged approach to internalizing core competencies for careers in Product Marketing, Consulting and Strategic Marketing Management. They also get exposure to services and customer relationship management along with Digital Marketing which has become the most explorable area in this industry. The electives taught through a combination of guest lectures, industry leader interactions and case study analysis have strong relevance in the current market scenario. An interactive brainstorming approach to real-world problems/cases is taken to deliver experiential learning in classrooms.



The specialisation at GIM is a springboard to careers in financial services, BFSI sectors, corporate finance and international banking. The general management curriculum combined with the case method hands out an immersive learning experience to the students. The students come in touch with the real world through finance events and fests held at college that helps them understand how markets work. The coursework examines the role of finance in supporting the functional areas of a firm and fosters an understanding of how financial decisions themselves can create value.

# FINANCE

₹ 27,83,000  
Highest CTC

₹ 11,47,000  
Average CTC





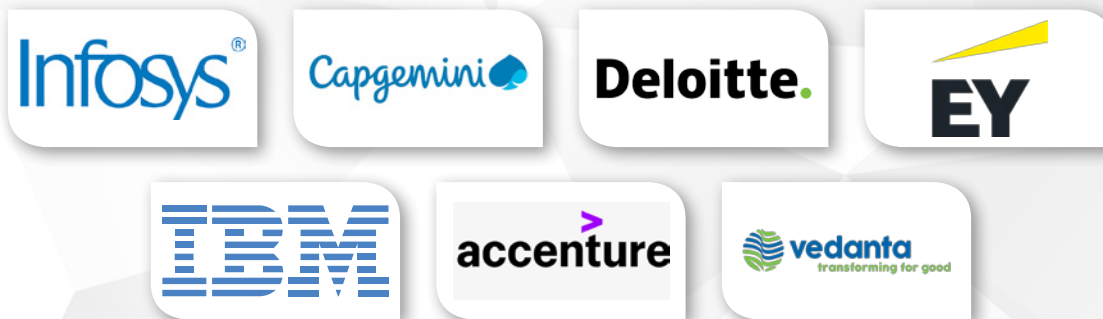


## HUMAN RESOURCE

 **₹ 20,50,000**  
Highest CTC

 **₹ 11,92,000**  
Average CTC

The OB & HR function at GIM is composed of a faculty team with expertise in Human Resources Management, Industrial Welfare & Labour relations, Organizational Design, Interpersonal & Group process and Psychology. The specialization offers elective courses which cover diverse topics such as HR analytics, Diversity Management and Retention Management. We take pride in having Faculty members with doctoral degrees from the best management schools in the country. They actively contribute to the area's knowledge pool through publications, researches, consultancy, MDPs and case studies.



Information Technology and Operations Management are two tightly integrated functional areas in all manufacturing and service firms. This cross-functional specialisation is designed to satisfy the need in the industry for MBA certified candidates with indepth training in both functions. This course enables students to develop the skills and concepts needed to ensure the ongoing contribution of a firm's operations to its competitive position. It helps them to understand the complex processes underlying the development and manufacturing of products as well as the creation and delivery of services.

**₹ 20,00,000**  
Highest CTC



**₹ 12,77,000**  
Average CTC



## ITES / OPERATIONS



# PLACEMENT HIGHLIGHTS

₹  
**27,83,000**  
Highest CTC

₹  
**12,14,534**  
Average CTC

₹  
**11,00,000**  
Median CTC

₹  
**19,19,873**  
Average top 20

₹  
**16,79,324**  
Average Top 50

₹  
**14,52,342**  
Average Top 100

₹  
**12,65,508**  
Average Top 200

Total Recruiters

**61**

**13**

New Relations

**48**

Promises Kept

## TOP RECRUITERS

accenturestrategy

Arcesium

TresVista  
Catalyzing Your Impact

Incture

vedanta  
transforming for good

accenture

GEP  
Insight Drives Innovation

OPTUM

Hashedin

# CORPORATE COMPETITIONS



HP Solve (Marketing Track)  
*Top 20 Marketing Teams*



VOIS Vantage  
*Campus Winners*



GEP Gameplan  
*Campus Winners*



Titan Elevate 8.0  
*Campus Winner*



Asian Paints  
Cognoscenti  
*Campus Winner*



Aspire 21  
*Campus Winners*



International  
Competition of Strategy  
and Management  
*Campus Qualifier*



Global Management  
Challenge  
*Qualified Round 1*



Learnous Case Study  
Challenge  
*Won 1st Position*



Flipkart Wired  
*Campus Qualifiers*





# LEADERS' INTERACTION SUMMIT

**Mr. Karan Sapra**

Business Head  
Aditya Birla Housing

**Mr. Sanjiv Bajaj**

Joint Chairman and MD  
Bajaj Capital

**Mr. John Mathew Sebastian**

Head of Talent Acquisition  
V guard

**Mr. Nandagopal B**

Assistant Manager  
Asian Paints

**Mr. Venkatesh Neelam**

Principal Talent Advisor  
Atlassian  
Ex- Recruitment Manager  
Volvo Group

**Mrs. Anjana Varma**

Recruitment and Delivery  
Accenture  
Ex- Recruitment and  
Enablement  
Capgemini

**Ms. Supria Dhanda**

Social Entrepreneur  
Business Leader  
EX-Country Manager  
India and Vice President,  
Western Digital

**Mr. Chetan Agarwal**

Senior Finance Consultant  
Tesco

**Mr. Anjani B Kuumar**

Global Human Resources Leader  
MX Player

**Mr. Sanjay Panigrahi**

Fomer Chief Customer officer  
Pidilite Industries

**Mr. Aditya Bhatt**

Head of Jio Creative Labs

**Mr. Subhobroto Chakroborty**

Founder and Chief Digital Consultant  
[thedigitalfellow.com](http://thedigitalfellow.com)



# PROMISES KEPT

ARETEANS

Arcesium®

ADITYA BIRLA  
CAPITAL  
PROTECTING INVESTING FINANCING ADVISING

accenture

ABInBev

Aakash  
BYJU'S

ACSmith.

elasticrun  
NETWORK OF POSSIBILITIES

TATA  
TATA ADVANCED SYSTEMS

Incture®

indegene™

HashedIn

ICICI Bank

citi

TATA CAPITAL  
Count on us

Michael  
Page

Gartner®

Optum

ITC  
ITC Limited

sify'

Deloitte.

Infosys®  
BPM

vedanta  
transforming for good

V-GUARD

Unilever

TresVista  
Catalyzing Your Impact

Tech  
Mahindra

vivriti  
CAPITAL

WNS

DARASHAW  
...1926...

CRIF  
Together to the next level

GEP®

asianpaints

AR  
ASPECT RATIO

AXIS BANK

Crompton Greaves

PLANET  
SPARK

Capgemini

Premier InfoAssists Pvt. Ltd.

cognizant

Prodapt. Chase  
Extraordinary

VIACOM 18

IBM

Infosys®

EY

magicbricks.com

# NEW RELATIONSHIPS

LAKMÉ



**CRISIL**  
An S&P Global Company

accenture<sup>></sup>strategy

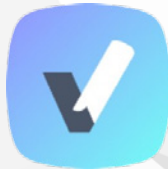


**digit**

**B Health**

**amazon**

 **rapido**



**HCL**

**1Razorpay**



**PLACEMENT CHAIRPERSON**

**Prof. D. N. Venkatesh**

**PLACEMENT SECRETARY**

**Ms. Suraksha Hadfadkar**

## **PLACEMENT COMMITTEE MEMBERS**



design@innomedia.in

*(Top Left to Right)*

Preetesh Baid	89618 32085
Akshay Krishna P	96339 90136
Sahil Vadhwa	91137 32400
Deekshith PHK	90354 82431
Sachin TV	88845 00085

*(Bottom Left to Right)*

Ajinkya Wangikar	90968 27516
Tushti Babuta	94140 54464
Hridyanshi Dave	70435 33729
Prakrati Sharma	88604 29394
Ashutosh Patkar	88983 41729



**CORPORATE RELATIONS AND PLACEMENT CELL**

**GOA INSTITUTE OF MANAGEMENT**

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