



**Goa Institute of Management**

**Placement Report**

**PGDM-Healthcare Management**

**2020-22**



Ref: BWA/GIM/MUM/RB/0002/2022-23

13-April-2023

The Chairperson  
Placement Office (HCM)  
Goa Institute of Management,  
Poriem, Sattori,  
Goa - 403505

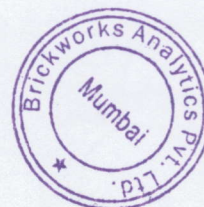
Dear Sir,

Re: **Audit of Placement Report for the batch 2020-22 of Post Graduate Diploma in Management – Healthcare Management (PGDM-HCM)**

We have audited the Placement Report prepared by you for the final placement (based on the offers received and accepted on campus) for the 2020-22 batch of Post Graduate Diploma in Management-Healthcare Management (PGDM-HCM) of Goa Institute of Management (GIM). The Placement Report is the responsibility of GIM. 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.



**Brickworks Analytics Private Limited (Brickworks Analytics)**

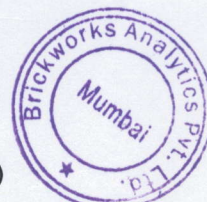
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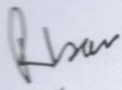
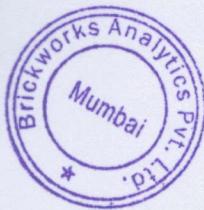
2. The validation of information presented in the report is based on communication received by GIM from recruiting companies. Brickworks Analytics (BWA) has not independently sourced any information or documentation.
3. BWA has verified the information with respect to job location, function and remuneration presented in the report based on the 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 Cost-To-Company (CTC) has been considered only as 'Maximum Earning Potential'.
  - b. The data points mentioned under different salary heads are representative of aggregate salary components offered to the candidates.
  - c. Gratuity (wherever available), Long-Term benefits like ESOPs (vested after the first year), retention bonus and any other long-term benefit to be paid after the first year have not been considered for the calculation of 'Maximum Earning Potential'.
  - d. Where certain salary components could not be verified individually for each student, reasonable assumptions have been made based on offer letters/other supporting documents of the students recruited by the same company in similar roles.
  - e. These assumptions are made as per the undertaking given by the Institute's concerned Placement Chair.
4. The acceptance of offers and the number of students opting out of the placement process has been established through written communication.





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,

A handwritten signature in black ink, appearing to read "Ritaban".

Ritaban Basu

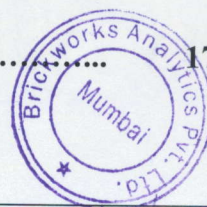
Head – Risk & Analytics

Brickworks Analytics



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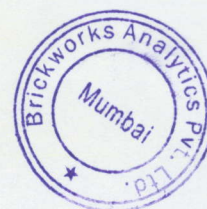


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## Overview

### **About GIM (Goa Institute of Management) and HCM Program:**

The Goa Institute of Management has a distinguished history spanning more than 28 years and is one of the top business schools in the nation. The campus is picturesque and tranquil, nestled among the Western Ghats, providing students and faculty with the perfect setting for learning and sharing. Modern infrastructure and facilities make sure that students are up to date with industry standards and allow the faculty to educate students in a supportive setting.

The PGDM-Healthcare Management, offered by GIM, is a carefully curated program for aspirants aiming for managerial positions in the healthcare sector. The healthcare management program was launched in 2013 and is AICTE-approved and NBA accredited. In addition, GIM holds global accreditation from SAQs and is a member of the AACSB. Every course is designed after extensive consultation with industry experts that constitute the Board of Studies. The students get trained by the best of the faculty, including senior professionals from the healthcare industry. Thus, our students undoubtedly become the finest budding healthcare managers ready for the industry.

### **Recruiters participated in 2021-22:**

The recruiters participated in final placement process for the academic year 2021-22 (listed alphabetically) are:

314e Corp, CitiusTech, Cognizant, Genpact, Indegene, Infosys, Johnson & Johnson, Legato Health, Lupin, Medtronic, Optum, Stryker Corporation, Syneos, Virtusa and ZS.



## 1. Classification of Students

### 1.1 Classification of the entire graduate pool

Categories	Number
1. Sought placement through the institute	56
2. Did not seek placement through the institute	0
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	0
2e. Returning to / joining family business	0
2f. Sought placement outside the campus placement process	0
2g. Did not seek placements for other reasons	0
<b>Total who did not seek employment through the institute</b>	<b>0</b>
<b>Total graduates</b>	<b>56</b>

Table 1.1: Classification of the entire graduate pool



For GIM- Goa Institute of Management  
Placement Chair (PGDM-HCM)  
Prof. Shawnn Coutinho





For Brickwork Analytics, Mumbai





## 2. Sector-wise classification

Sector	No. of Offers accepted
Healthcare Consulting	24
Medical Device	3
Pharmaceutical	3
Healthcare IT services	26
<b>Total</b>	<b>56</b>

Table 2.1: Classification of offers based on sector

  
  
For GIM- Goa Institute of Management  
Placement Chair (PGDM-HCM)  
Prof. Shawnn Coutinho

  
  
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### 3. Function-wise classification

Function	No. of Offers accepted
Consulting	50
Sales & Marketing	5
Product/Category Management	1
<b>Total</b>	<b>56</b>

Table 3.1: Classification of offers based on function



For GIM- Goa Institute of Management  
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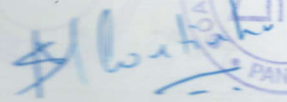
#### 4. Location-wise classification

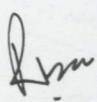
Location	No. of Offers accepted
India	56

Table 4.1: Classification of offers based on location (global)

Indian Location	No. of Offers accepted
Bengaluru (Bangalore)	23
Chennai	9
Gurgaon	8
Hyderabad	2
Mumbai	3
New Delhi	8
Noida	1
Pune	2
<b>Total</b>	<b>56</b>

Table 4.2 Classification of offers based on location (within India)

  
For GIM- Goa Institute of Management  
Placement Chair (PGDM-HCM)  
Prof. Shawn Coutinho

  
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## 5. Salary details

### 5.1 Salary statistics at PPP\*

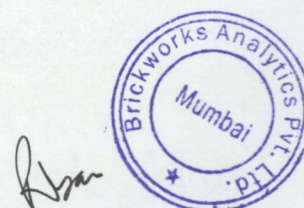
Salary in USD at PPP	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	31,308	1,13,228	37,871	41,357	56
Non-INR salary (Total guaranteed cash component)	0	0	0	0	0
Overall salaries (Total guaranteed cash component)	31,308	1,13,228	37,871	41,357	56
INR salary (MEP)	34,073	1,23,934	40,610	45,742	56
Non-INR salary (MEP)	0	0	0	0	0
Overall salaries (MEP)	34,073	1,23,934	40,610	45,742	56

**Table 5.1: Salary statistics at PPP adjusted exchange rates**

\* As per PPP conversion factors specified on the World Bank data website. Reference: <http://wdi.worldbank.org/table/4.16>



For GIM- Goa Institute of Management  
Placement Chair (PGDM-HCM)  
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## 5.2 Salary Heads

	Salary head	Min	Max	Median	Mean	Data
A	Basic salary	7,00,000	20,20,095	8,21,600	8,72,615	56
B	Additional guaranteed cash components	0	0	0	0	0
C	One time Cash Payments	50,000	6,00,000	1,57,529	1,00,000	30
D	Total guaranteed cash payments	7,24,456	26,20,095	8,76,342	9,57,006	56
E	Maximum Earning Potential (including non-cash, long term and performance linked components)	7,88,456	28,67,842	9,39,724	10,58,468	56

**Table 5.2: Classification of salary components**




For GIM- Goa Institute of Management  
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### 5.3 Sector-wise classification of salary

#### 5.3.1 Sector-wise classification of base salary

Base Salary					
Sectors	Min	Max	Median	Mean	Data
Healthcare Consulting	7,00,000	8,29,557	8,20,515	7,76,769	24
Healthcare IT Services	7,24,456	19,90,811	8,75,004	9,12,142	26
Medical Device	8,98,188	11,13,691	8,98,188	9,70,023	3
Pharmaceutical	7,67,485	20,20,095	8,10,685	11,99,422	3

Table 5.3.1: Sector-wise classification of base salary



For GIM- Goa Institute of Management  
Placement Chair (PGDM-HCM)  
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### 5.3.2 Sector-wise classification of one-time cash payments

One-time cash payments					
Sectors	Min	Max	Median	Mean	Data
Healthcare Consulting	53,126	3,25,000	1,00,000	1,75,494	19
Healthcare IT Services	50,000	86,500	66,500	65,722	9
Medical Device	2,00,000	2,00,000	2,00,000	2,00,000	1
Pharmaceuticals	6,00,000	6,00,000	6,00,000	6,00,000	1

Table 5.3.2: Sector-wise classification of one-time cash payments


For GIM- Goa Institute of Management  
Placement Chair (PGDM-HCM)  
Prof. Shawn Coutinho


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### 5.3.3 Sector-wise classification of total guaranteed cash payments

Total Guaranteed Cash Payments					
Sectors	Min	Max	Median	Mean	Data
Healthcare Consulting	8,00,000	11,46,600	8,20,515	9,15,701	24
Healthcare IT Services	7,24,456	19,90,811	8,95,570	9,34,892	26
Medical Device	8,98,188	13,13,691	8,98,188	10,36,689	3
Pharmaceutical	7,67,485	26,20,095	8,10,685	13,99,422	3

Table 5.3.3: Sector-wise classification of total Guaranteed cash payment



For GIM- Goa Institute of Management  
Placement Chair (PGDM-HCM)  
Prof. Shawnn Coutinho



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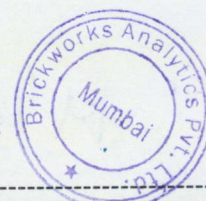
### 5.3.4 Sector-wise classification of maximum earning potential

Maximum Earning Potential					
Sectors	Min	Max	Median	Mean	Data
Healthcare Consulting	8,70,000	13,10,600	8,98,808	10,24,845	24
Healthcare IT Services	7,88,456	22,66,811	9,60,000	10,08,680	26
Medical Device	11,85,488	14,30,720	11,85,488	12,67,232	3
Pharmaceutical	8,82,685	28,67,842	9,00,001	15,50,176	3

Table 5.3.4: Sector-wise classification of maximum earning potential



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## 5.4 Function-wise classification of salary

### 5.4.1: Function-wise classification of base salary

Base Salary					
Functions	Min	Max	Median	Mean	Data
Consulting	7,00,000	19,90,811	8,21,058	8,47,163	50
Product/Category Management	7,67,485	7,67,485	7,67,485	7,67,485	1
Sales & Marketing	8,10,685	20,20,095	8,21,600	11,48,170	5

Table 5.4.1: Function-wise classification of base salary

### 5.4.2: Function-wise classification of one-time cash payments

One-time cash payments					
Functions	Min	Max	Median	Mean	Data
Consulting	50,000	3,25,000	1,00,000	1,40,210	28
Product/Category Management	0	0	0	0	0
Sales & Marketing	2,00,000	6,00,000	4,00,000	4,00,000	2

Table 5.4.2: Function-wise classification of one-time cash payments



For GIM- Goa Institute of Management  
Placement Chair (PGDM-HCM)  
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#### 5.4.3: Function-wise classification of total guaranteed cash payments

Total Guaranteed Cash Payments					
Functions	Min	Max	Median	Mean	Data
Consulting	7,24,456	19,90,811	8,70,000	9,25,680	50
Product/Category Management	7,67,485	7,67,485	7,67,485	7,67,485	1
Sales & Marketing	8,10,685	26,20,095	8,98,188	13,08,170	5

Table 5.4.3: Function-wise classification of total guaranteed cash payment

#### 5.4.4: Function-wise classification of Maximum Earning Potential

Maximum Earning Potential					
Functions	Min	Max	Median	Mean	Data
Consulting	7,88,456	22,66,811	9,14,128	10,16,439	50
Product/Category Management	9,00,001	9,00,001	9,00,001	9,00,001	1
Sales & Marketing	8,82,685	28,67,842	11,85,488	15,10,445	5

Table 5.4.4: Function-wise classification of maximum earning potential




For GIM- Goa Institute of Management  
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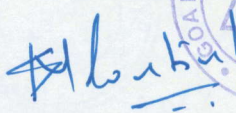


## 5.5 Location-wise classification of salary

### 5.5.1 Location-wise classification of base salary

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	7,00,000	12,00,000	7,90,500	8,01,937	23
Chennai	7,24,456	19,90,811	8,95,570	9,80,418	9
Gurgaon	8,20,515	11,13,691	8,20,515	8,70,784	8
Hyderabad	7,46,616	7,46,616	7,46,616	7,46,616	2
Mumbai	7,67,485	20,20,095	8,10,685	11,99,422	3
New Delhi	8,21,600	8,98,188	8,21,600	8,31,174	8
Noida	13,10,000	13,10,000	13,10,000	13,10,000	1
Pune	7,90,500	7,90,500	7,90,500	7,90,500	2

**Table 5.5.1: Location-wise classification of base salary (within India)**



For GIM- Goa Institute of Management  
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For Brickwork Analytics, Mumbai




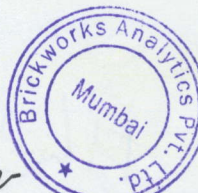
### 5.5.2 Location-wise classification of one-time cash payments

One-time cash payments					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	50,000	1,00,000	1,00,000	81,875	17
Gurgaon	50,000	2,00,000	50,000	1,00,000	3
Mumbai	6,00,000	6,00,000	6,00,000	6,00,000	1
New Delhi	3,25,000	3,25,000	3,25,000	3,25,000	7
Pune	79,500	79,500	79,500	79,500	2

Table 5.5.2: Location-wise classification of one-time cash payments (within India)


For GIM- Goa Institute of Management  
 Placement Chair (PGDM-HCM)  
 Prof. Shawn Coutinho

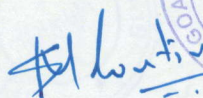

For Brickwork Analytics, Mumbai





### 5.5.3 Location-wise classification of total guaranteed cash payments

Total Guaranteed Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	7,46,616	12,00,000	8,10,685	8,62,453	23
Chennai	7,24,456	19,90,811	8,95,570	9,80,418	9
Gurgaon	8,20,515	13,13,691	8,20,515	9,08,284	8
Hyderabad	7,46,616	7,46,616	7,46,616	7,46,616	2
Mumbai	7,67,485	26,20,095	8,10,685	13,99,422	3
New Delhi	8,98,188	11,46,600	11,46,600	11,15,549	8
Noida	13,10,000	13,10,000	13,10,000	13,10,000	1
Pune	8,70,000	8,70,000	8,70,000	8,70,000	2

**Table 5.5.3: Location-wise classification of total guaranteed cash payments (within India)**

  
  
 For GIM- Goa Institute of Management  
 Placement Chair (PGDM-HCM)  
 Prof. Shawnn Coutinho

  
  
 For Brickwork Analytics, Mumbai



#### 5.5.4 Location-wise classification of maximum earning potential

Maximum Earning Potential					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	8,31,612	12,00,000	8,70,000	9,32,279	23
Chennai	7,88,456	22,66,811	9,85,570	11,06,340	9
Gurgaon	8,98,808	14,30,720	8,98,808	9,95,471	8
Hyderabad	8,31,612	8,31,612	8,31,612	8,31,612	2
Mumbai	8,82,685	28,67,842	9,00,001	15,50,176	3
New Delhi	11,85,488	13,10,600	13,10,600	12,94,961	8
Noida	14,97,500	14,97,500	14,97,500	14,97,500	1
Pune	8,70,000	8,70,000	8,70,000	8,70,000	2


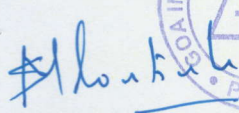
Table 5.5.4: Location-wise classification of maximum earning potential (within India)

#### 6. Compliance statement



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

In case there are any deviations from the standard, either due to lack of data or any other reason, each deviation has to be mentioned in this section along with the cause for the same.

Sl. No.	Deviation from the standards	Reason
-	-	-



For GIM- Goa Institute of Management  
Placement Chair (PGDM-HCM)  
Prof. Shawnn Coutinho



For Brickwork Analytics, Mumbai