Goa Institute of Management

Placement Report

PGDM-Banking Insurance & Financial Services

Academic Year 2023-2024

Ref: BWA/GIM/MUM/RB/0002/2025-26　　　　　　　　　　**May 9, 2025**

The Placement Chair (PGDM-BIFS)

Goa Institute of Management,

Sanquelim Campus,

Poriem, Sattari

Goa – 403505

Dear Sir,

Re: Audit of Placement Report for the batch 2023-24 of Post Graduate Diploma in Management (Banking, Insurance and Financial Services)

We have audited the data related to remuneration, function & location as presented in the Placement Report prepared by you for the final placement (based on the offers received and accepted on campus) for the batch of Post Graduate Diploma in Management (Banking, Insurance and Financial Services) of Goa Institute of Management for 2023-24.

The preparation of the Placement Report is the responsibility of Goa Institute of Management (GIM). Our responsibility is to validate the information related to remuneration, function & location provided in the report with the relevant documentation and comment on the conformance of those 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 data related to remuneration, function & location as presented in 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 Goa Institute of Management from recruiting companies. B2K Analytics (formerly known as Brickworks Analytics) has not independently sourced any information or documentation directly from the recruiters.

3. We have verified the information with respect to job location, function and remuneration presented in the report with communication received from recruiters by Goa Institute of Management.

    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. The data points mentioned under different salary heads are representative of aggregate salary components offered to the candidates.

    c. 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. We have considered the amount of Gratuity in the calculation of MEP even though it is payable after 5 years of service as this amount is not separately available for all the candidates.

    e. Wherever information about added benefits for some students could not be established from the documents, the same has been confirmed by the institute. An official declaration regarding the job location details and function has been obtained from the Placement Chair (BIFS).

    f. Wherever information was missing reasonable assumptions have been made.

4. The acceptance of offers and the number of students opting out of the placement process has been established through written communication by Goa Institute of Management.

    a. Out of 59 students eligible for placements, 8 students opted out of placement process.

5. While auditing the data it was observed that not all the students have been offered one-time cash payments like joining bonus, retention bonus etc. Therefore, the average of one-time cash payments, represents the average of one-time cash payments actually received by the students and not the average of all the students.

6. We have only audited the data related to remuneration, function & location in the Placement report and not the overview section or any additional information presented in the report.

Best Regards,

Ritaban Basu

CEO

B2K Analytics Private Limited

B2K Analytics Private Limited

(Formerly Brickworks Analytics Pvt. Ltd.)

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Overview

About GIM (Goa Institute of Management) and BIFS Program:

GIM prepares students to be responsive and responsible leaders, making a difference in society. We offer four two-year full-time PGDM programs, including PGDM Core, PGDM-Healthcare Management, PGDM-Big Data Analytics, and PGDM-Banking, Insurance, and Financial Services. We also offer the FPM (Fellow Program in Management) and a Hybrid Program for working executives. We have a 50-acre scenic campus with opportunities for outdoor learning, creativity through theatre, sports, and simulation games. GIM is approved by AICTE and focuses on diversity, pedagogy, and curriculum. Our students learn from peer interaction and informal communication with faculty, as well as managing activities in the Institute. We have a strong alumni network and consistently maintain 100% placement.

PGDM-BIFS is for individuals who like to learn about various industries, domains and are interested in providing financial solutions that'll prove beneficial for the business. The Banking Insurance and Financial Services Program was launched in 2020 and is AICTE approved. Our faculty is highly qualified and experienced, many from the industries. Students get opportunities to enrich their learning through participation in a diverse range of athletic and cultural activities.

Recruiters participated in 2023-24:

The recruiters participated in the final placement process for the academic year 2023-24 (listed alphabetically) are: Airtel Payments Bank, Axis Bank, Bank of America, Barclays, BNY Mellon, Care Edge Ratings, Cognizant, CRIF, CRISIL, Darashaw, Digit Insurance, eClerx, EY India, Fintellix, ICICI Bank, Infosys, JP Morgan Chase & Co, Kaytes Consulting, Oxane Partners, PwC, Tata Capital, Wells Fargo and Yubi.

1. Classification of Students

1.1 Classification of the entire graduate pool

Categories	Number
1. Sought placement through the institute	51
2. Did not seek placement through the institute	8
2a. Company-sponsored or already employed	
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	8
2g. Did not seek placements for other reasons	
Total who did not seek employment through the institute	**8**
Total graduates	**59**

Table 1.1: Classification of the entire graduate pool

For GIM- Goa Institute of Management
Placement Chair
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai

2. Sector-wise classification

Sectors	No. of Offers Accepted
(BFSI)Banking	24
(BFSI)Credit Bureau	1
(BFSI)Credit Rating	4
(BFSI)Financial Services	10
(BFSI)FinTech	3
(BFSI)Insurance	1
Consulting	3
IT Consulting	5
Total	**51**

Table 2.1: Classification of offers based on sector

For GIM- Goa Institute of Management
Placement Chair
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai

3. Function-wise classification

Functions	No. of Offers Accepted
Banking Operations	6
Consulting	9
Finance	27
General Management	3
HR	1
Sales	5
Total	**51**

Table 3.1: Classification of offers based on function

For GIM- Goa Institute of Management
Placement Chair
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai

4. Location-wise classification

Locations	No. of Offers Accepted
India	51
Total	**51**

Table 4.1: Classification of offers based on location - Global

Locations	No. of Offers Accepted
Ahmedabad	1
Bengaluru	12
Chennai	2
Delhi NCR	7
Fatehabad	1
Kolkata	1
Mumbai	24
Pune	3
Total	**51**

Table 4.2: Classification of offers based on location – within India

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For GIM- Goa Institute of Management
Placement Chair
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For B2K Analytics, Mumbai

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)	35,839	80,201	59,003	58,256	51
Non-INR salary (Total guaranteed cash component)	-	-	-	-	-
Overall salaries (Total guaranteed cash component)	35,839	80,201	59,003	58,256	51
INR salary MEP)	43,706	86,189	63,374	64,759	1
Non-INR salary (MEP)	-	-	-	-	-
Overall salaries (MEP)	43,706	86,189	63,374	64,759	1

Table 5.1: Salary statistics at PPP adjusted exchange rates

As per PPP conversion factors specified on the International Monetary Fund website. Reference: https://www.imf.org/external/datamapper/PPPEX@WEO/IND .

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5.2 Salary Heads - Domestic

	Salary head	Min	Max	Median	Mean	Data
A	Basic salary	7,20,000	17,34,250	11,00,004	11,67,352	51
B	One time Cash Payments	87,500	4,00,000	2,50,000	2,55,833	33
C	Total guaranteed cash payments	8,20,000	18,35,000	13,50,000	13,32,891	51
D	Maximum Earning Potential (including non-cash, long term and performance linked components)	10,00,000	19,72,000	14,50,000	14,81,685	51

Table 5.2.1: 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

Sectors	Min	Max	Median	Mean	Data
BFSI (Banking)	10,14,996	17,34,250	11,00,000	11,92,129	24
BFSI (Credit Bureau)	14,00,000	14,00,000	14,00,000	14,00,000	1
BFSI (Credit Rating)	9,00,000	13,50,000	13,50,000	12,37,500	4
BFSI (Financial Services)	9,50,000	13,50,000	12,25,000	11,60,000	10
BFSI (FinTech)	10,70,842	12,72,000	12,72,000	12,04,947	3
BFSI (Insurance)	9,90,000	9,90,000	9,90,000	9,90,000	1
Consulting	7,20,000	10,90,192	10,00,000	9,36,731	3
IT Consulting	9,45,012	11,71,264	11,71,264	11,11,762	5

Table 5.3.1: Sector-wise classification of base salary

For GIM- Goa Institute of Management
Placement Chair
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For B2K Analytics, Mumbai

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

Sectors	Min	Max	Median	Mean	Data
BFSI (Banking)	250000	400000	275000	316944	18
BFSI (Credit Bureau)	300000	300000	300000	300000	1
BFSI (Credit Rating)	200000	200000	200000	200000	1
BFSI (Financial Services)	200000	225000	225000	214286	7
BFSI (FinTech)	100000	100000	100000	100000	2
Consulting	87500	150000	100000	112500	3
IT Consulting	200000	200000	200000	200000	1

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

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For GIM- Goa Institute of Management
Placement Chair
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai

5.3.3 Sector-wise classification of total guaranteed cash payments

Sectors	Min	Max	Median	Mean	Data
(BFSI)Banking	1147500	1835000	1350000	1429837	24
(BFSI)Credit Bureau	1700000	1700000	1700000	1700000	1
(BFSI)Credit Rating	1100000	1350000	1350000	1287500	4
(BFSI)Financial Services	1175000	1500000	1225000	1310000	10
(BFSI)FinTech	1070842	1372000	1372000	1271614	3
(BFSI)Insurance	990000	990000	990000	990000	1
Consulting	820000	1177692	1150000	1049231	3
IT Consulting	945012	1300004	1171264	1151762	5

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

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For GIM- Goa Institute of Management
Placement Chair
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai

5.3.4 Sector-wise classification of maximum earning potential

Sectors	Min	Max	Median	Mean	Data
(BFSI)Banking	1275000	1835000	1450393	1537650	24
(BFSI)Credit Bureau	1840000	1840000	1840000	1840000	1
(BFSI)Credit Rating	1278000	1500000	1500000	1444500	4
(BFSI)Financial Services	1347500	1656000	1375000	1456300	10
(BFSI)FinTech	1200000	1972000	1972000	1714667	3
(BFSI)Insurance	1100000	1100000	1100000	1100000	1
Consulting	1000000	1366692	1197565	1188086	3
IT Consulting	1050012	1423004	1400020	1334615	5

Table 5.3.4: Sector-wise classification of maximum earning potential

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For GIM- Goa Institute of Management
Placement Chair
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For B2K Analytics, Mumbai

5.4 Function-wise classification of salary

5.4.1: Function-wise classification of base salary

Functions	Min	Max	Median	Mean	Data
Banking Operations	1014996	1310393	1050990	1084227	6
Consulting	720000	1350000	1090192	1080672	9
Finance	900000	1734250	1100000	1174179	27
General Management	1300000	1450000	1300000	1350000	3
HR	1147500	1147500	1147500	1147500	1
Sales	1238401	1310393	1272000	1280637	5

Table 5.4.1: Function-wise classification of base salary

For GIM- Goa Institute of Management
Placement Chair
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai

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

Functions	Min	Max	Median	Mean	Data
Banking Operations	400000	400000	400000	400000	5
Consulting	87500	200000	125000	134375	4
Finance	200000	300000	250000	239474	19
General Management	385000	385000	385000	385000	3
Sales	100000	100000	100000	100000	2

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

For GIM- Goa Institute of Management
Placement Chair
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai

5.4.3: Function-wise classification of total guaranteed cash payments

Functions	Min	Max	Median	Mean	Data
Banking Operations	1310393	1450996	1438993	1417560	6
Consulting	820000	1350000	1177692	1140394	9
Finance	990000	1734250	1350000	1342698	27
General Management	1685000	1835000	1685000	1735000	3
HR	1147500	1147500	1147500	1147500	1
Sales	1238401	1372000	1310393	1320637	5

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

For GIM- Goa Institute of Management
Placement Chair
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai

5.4.4: Function-wise classification of Maximum Earning Potential

Functions	Min	Max	Median	Mean	Data
Banking Operations	1450393	1650996	1638993	1607560	6
Consulting	1000000	1423004	1347500	1259141	9
Finance	1100000	1840000	1450000	1477226	27
General Management	1685000	1835000	1685000	1735000	3
HR	1275000	1275000	1275000	1275000	1
Sales	1378401	1972000	1450393	1644637	5

Table 5.4.4: Function-wise classification of maximum earning potential

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For GIM- Goa Institute of Management
Placement Chair
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai

5.5 Location-wise classification of salary

5.5.1 Location-wise classification of base salary

Locations	Min	Max	Median	Mean	Data
Ahmedabad	1014996	1014996	1014996	1014996	1
Bengaluru	990000	1100000	1100000	1065016	12
Chennai	1100000	1100000	1100000	1100000	2
Delhi NCR	1026996	1450000	1225000	1239214	7
Fatehabad	720000	720000	720000	720000	1
Kolkata	1238401	1238401	1238401	1238401	1
Mumbai	900000	1734250	1272000	1214460	24
Pune	945012	1414800	1400000	1253271	3

Table 5.5.1: Location-wise classification of base salary

For GIM- Goa Institute of Management
Placement Chair
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai

5.5.2 Location-wise classification of one-time cash payments

Locations	Min	Max	Median	Mean	Data
Ahmedabad	400000	400000	400000	400000	1
Bengaluru	87500	250000	250000	221591	11
Chennai	250000	250000	250000	250000	2
Delhi NCR	385000	400000	385000	388750	4
Fatehabad	100000	100000	100000	100000	1
Mumbai	100000	400000	200000	237500	12
Pune	300000	300000	300000	300000	2

Table 5.5.2: Location-wise classification of one-time cash payment

For GIM- Goa Institute of Management
Placement Chair
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai

5.5.3 Location-wise classification of total guaranteed cash payments

Locations	Min	Max	Median	Mean	Data
Ahmedabad	1414996	1414996	1414996	1414996	1
Bengaluru	990000	1350000	1350000	1268141	12
Chennai	1350000	1350000	1350000	1350000	2
Delhi NCR	1147500	1835000	1426996	1461357	7
Fatehabad	820000	820000	820000	820000	1
Kolkata	1238401	1238401	1238401	1238401	1
Mumbai	1070842	1734250	1350000	1333210	24
Pune	945012	1714800	1700000	1453271	3

Table 5.5.3: Location-wise classification of total guaranteed cash payments

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For GIM- Goa Institute of Management
Placement Chair
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5.5.4 Location-wise classification of maximum earning potential

Locations	Min	Max	Median	Mean	Data
Ahmedabad	1614996	1614996	1614996	1614996	1
Bengaluru	1100000	1450000	1450000	1380355	12
Chennai	1450000	1450000	1450000	1450000	2
Delhi NCR	1275000	1835000	1626996	1543142	7
Fatehabad	1000000	1000000	1000000	1000000	1
Kolkata	1378401	1378401	1378401	1378401	1
Mumbai	1200000	1972000	1475197	1529228	24
Pune	1050012	1840000	1714800	1534937	3

Table 5.5.4: Location-wise classification of maximum earning potential

For GIM- Goa Institute of Management
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For B2K Analytics, Mumbai

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
Prof. Shawnn Coutinho

For B2K Analytics, Mumbai