



Goa Institute of Management

Placement Report

PGDM- Big Data Analytics

Academic Year 2024-2025

Ref: B2K/GIM/MUM/RB/004/2026-27

April 27, 2026

**The Chairperson
Placement Office (PGDM-BDA)
Goa Institute of Management,
Poriem, Sattori,
Goa - 403505**

Dear Sir,

Re: Audit of Placement Report for 2023-25 batch of Post Graduate Diploma in Management – Big Data Analytics (PGDM-BDA)

We have audited the data related to remuneration, function & location as presented in the Placement Report prepared by Goa Institute of Management for the final placement (based on the offers received and accepted on campus) of the 2023-25 batch of Post Graduate Diploma in Management-Big Data Analytics (PGDM-BDA) of Goa Institute of Management (GIM).

The preparation of the Placement Report is the responsibility of GIM. Our responsibility is to validate the information related to remuneration, function & location as 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 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 GIM from recruiting companies. B2K Analytics (formerly Brickworks Analytics) has not independently sourced any information or documentation directly from the recruiters.
3. We have verified the information with respect to remuneration, function & location as presented in the report with the communication received by GIM from the 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 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.

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- c. Long-Term benefits (to be paid after twelve months) like ESOPs, retention bonus and any other long-term benefit to be paid after the first year have not been considered for the calculation of MEP.
 - d. Stock Options (ESOPs) have been mentioned for some students with details on the amount to be vested in the first year. Hence, the corresponding fixed amount has been considered for the calculation of the 'Maximum Earning Potential' (MEP). In absence of information on the vesting schedule, 25% of the ESOP value has been assumed to be vested in the first year of employment.
 - e. We have considered the amount of gratuity in the calculation of MEP even though it is payable after 5 years of continuous service as this amount was not separately available for all the candidates.
 - f. Offer letters of two students provided by the Institute were not signed by the recruiter. A written undertaking to this effect has been obtained from the Placement Chair.
 - g. Other payments for four students could not be verified from the supporting documents. A written undertaking has been obtained from the Placement Chair of the Institute confirming the accuracy of such other payments.
 - h. Opt-out forms/email for four students could not be verified. However, the placement chair has confirmed that these four students have opted out and a written undertaking to this effect has been obtained.
 - i. 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 from the students.
 - a. Out of 142 students eligible for placements, 18 students opted out of placement process.
 5. Out of all placed students, offers for four were revoked by the recruiter. As a result, their placement data, including remuneration, function and location details, have not been considered in the statistics.
 6. 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.



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

Best Regards,



Ritaban Basu
CEO
B2K Analytics Private Limited

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Overview

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

The Goa Institute of Management is among the country's premier B-schools, with a rich legacy spanning 32 years. Nestled in the scenic surroundings of the Western Ghats, the campus offers a serene and picturesque setting, creating an ideal environment for learning and intellectual growth. Its state-of-the-art infrastructure and modern facilities ensure that students remain aligned with industry standards, while enabling faculty to impart knowledge in a supportive and nurturing environment. GIM is approved by AICTE and focuses on diversity, pedagogy and curriculum and holds AACSB accreditation and AMBA/BGA re-accreditation. GIM, with its legacy of excellence, prepares students to be responsive and responsible leaders who can make a meaningful difference in society. Supported by highly qualified and experienced faculty, including industry practitioners, and a strong alumni network, GIM consistently maintains an excellent placement record.

GIM's PGDM in Big Data Analytics course was launched in 2018 and has made a significant mark in the corporate world in just seven years. It has also been acclaimed as one of the pioneering courses for analytics in the country by reputed corporate bodies. With a strong vision of creating data-savvy management professionals, the course is a unique amalgamation of management and analytics subjects that ultimately manifests in students as new-age skill sets that differentiate them from the lot by equipping them with business acumen as well as data fluency. The course offers a distinctive 5-months internship program helping students gain hands-on industrial experience. It also includes social projects (Give Goa), enabling students to engage with the community and develop a strong sense of social responsibility.

Recruiters participated in 2024-25:

The recruiters participated in the final placement process for the academic year 2024-25 (listed alphabetically) are: Accenture S&C, Adani, Aditya Birla Capital, Airtel Payments Bank, American Express, Aspect Ratio, Axis Bank, Bounteous*Accolite, Burjeel, C5i, Cognizant, Colgate, CRIF, Deloitte, DeltaX, Dexur, DP World, Empower, EY, Factspan Analytics, Fractal Analytics, GE Vernova, Harman, HashedIn, Havells, HDFC Life, HSBC Analytics, Infosys, IVP, JPMC, Lenovo, ListenLights, Logitech, Lowe's, McLaren, Natwest, Newgen, Nykaa, Optum, Prodapt, PWC, Saasworx, Tata Capital, Tiger Analytics, Tredence and VECV.

1. Classification of Students

1.1 Classification of the entire graduate pool

| Categories | Number |
|--|------------|
| 1. Sought placement through the institute | 120 |
| 2. Did not seek placement through the institute | |
| 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 | |
| 2g. Did not seek placements for other reasons | 18 |
| Total who did not seek employment through the institute | 18 |
| Total number of students with revoked offers | 4 |
| Total graduates | 142 |

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 |
|----------------------------|------------------------|
| Analytics | 10 |
| BFSI | 30 |
| Conglomerate | 1 |
| Consulting | 20 |
| Consumer Electronics | 2 |
| e-commerce | 2 |
| Engineering & Construction | 1 |
| FMCG | 5 |
| Healthtech | 4 |
| Hospital | 4 |
| IT | 15 |
| IT Consulting | 22 |
| Logistics | 1 |
| Manufacture | 2 |
| Renewable Energy | 1 |
| Grand Total | 120 |

Table 2.1: Classification of offers based on sector – Combined

| Sectors | No. of offers accepted |
|----------------------------|------------------------|
| Analytics | 10 |
| BFSI | 30 |
| Conglomerate | 1 |
| Consulting | 20 |
| Consumer Electronics | 2 |
| e-commerce | 2 |
| Engineering & Construction | 1 |
| FMCG | 5 |
| Healthtech | 4 |
| IT | 15 |
| IT Consulting | 22 |
| Manufacture | 2 |
| Renewable Energy | 1 |
| Grand Total | 115 |

Table 2.2: Classification of offers based on sector – Domestic



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



For B2K Analytics, Mumbai

| Sectors | No. of offers accepted |
|--------------------|------------------------|
| Hospital | 4 |
| Logistics | 1 |
| Grand Total | 5 |

Table 2.3: Classification of offers based on sector – International



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



 For B2K Analytics, Mumbai

3. Function-wise classification

| Functions | No. of offers accepted |
|--------------------|------------------------|
| Analytics | 18 |
| Banking Operations | 1 |
| Consulting | 37 |
| Data Analytics | 1 |
| Finance | 9 |
| General Management | 3 |
| HR | 2 |
| IT Consulting | 8 |
| Marketing/Sales | 11 |
| Operations | 7 |
| Product Management | 8 |
| Strategy | 2 |
| Systems/IT | 13 |
| Grand Total | 120 |

Table 3.1: Classification of offers based on function – Combined

| Functions | No. of offers accepted |
|--------------------|------------------------|
| Analytics | 18 |
| Banking Operations | 1 |
| Consulting | 37 |
| Data Analytics | 1 |
| Finance | 8 |
| General Management | 3 |
| HR | 1 |
| IT Consulting | 8 |
| Marketing/Sales | 11 |
| Operations | 4 |
| Product Management | 8 |
| Strategy | 2 |
| Systems/IT | 13 |
| Grand Total | 115 |

Table 3.2: Classification of offers based on function – Domestic



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



For B2K Analytics, Mumbai

| Functions | No. of offers accepted |
|--------------------|------------------------|
| Finance | 1 |
| HR | 1 |
| Operations | 3 |
| Grand Total | 5 |

Table 3.3: Classification of offers based on function - International



 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 | 115 |
| UAE | 5 |
| Grand Total | 120 |

Table 4.1: Classification of offers based on location - Combined

| Locations | No. of offers accepted |
|--------------------|------------------------|
| Ahmedabad | 2 |
| Bengaluru | 39 |
| Chennai | 8 |
| Goa | 2 |
| Gurugram | 9 |
| Hyderabad | 10 |
| Ludhiana | 1 |
| Mumbai | 29 |
| Noida | 4 |
| Pune | 11 |
| Grand Total | 115 |

Table 4.2: Classification of offers based on location – Domestic

| Locations | No. of offers accepted |
|--------------------|------------------------|
| Dubai | 5 |
| Grand Total | 5 |

Table 4.3: Classification of offers based on location – International



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



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) | 44,075 | 1,07,618 | 62,194 | 64,956 | 115 |
| Non-INR salary (Total guaranteed cash component) | 23,176 | 77,253 | 23,176 | 33,991 | 5 |
| Overall salaries (Total guaranteed cash component) | 23,176 | 1,07,618 | 62,002 | 63,666 | 120 |
| INR salary (MEP) | 48,972 | 1,14,602 | 68,756 | 72,491 | 115 |
| Non-INR salary (MEP) | 25,751 | 77,253 | 25,751 | 36,052 | 5 |
| Overall salaries (MEP) | 25,751 | 1,14,602 | 68,658 | 70,973 | 120 |

Table 5.1: Salary statistics at PPP adjusted exchange rates

* As per PPP conversion factors specified on the World Bank Group website. Reference: https://data.worldbank.org/indicator/PA.NUS.PPP?end=2024&name_desc=false&start=2024&view=bar



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

5.2 Salary Heads

5.2.1: Salary Heads – Combined (INR)

| Salary head | | Min | Max | Median | Mean | Data |
|-------------|---|-----------|-----------|-----------|-----------|------|
| A | Fixed yearly component | 8,25,000 | 42,72,552 | 12,00,000 | 12,57,536 | 120 |
| B | One time Cash Payments | 10,000 | 3,00,000 | 1,50,000 | 1,59,882 | 69 |
| C | Total guaranteed cash payments | 9,00,012 | 42,72,552 | 12,81,766 | 13,49,468 | 120 |
| D | Maximum Earning Potential (including non-cash, long term and performance linked components) | 10,00,008 | 42,72,552 | 14,07,000 | 15,01,671 | 120 |

Table 5.2.1: Classification of Combined Salary Statistics in INR



For GIM- Goa Institute of Management
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Prof. Shawnn Coutinho



For B2K Analytics, Mumbai

5.2.2: Salary Heads – Domestic (INR)

| Salary head | | Min | Max | Median | Mean | Data |
|-------------|---|-----------|-----------|-----------|-----------|------|
| A | Fixed yearly component | 8,25,000 | 20,00,000 | 11,70,000 | 12,30,476 | 115 |
| B | One time Cash Payments | 10,000 | 3,00,000 | 1,50,000 | 1,59,882 | 69 |
| C | Total guaranteed cash payments | 9,00,012 | 21,97,565 | 12,70,000 | 13,26,405 | 115 |
| D | Maximum Earning Potential (including non-cash, long term and performance linked components) | 10,00,008 | 23,40,173 | 14,04,000 | 14,80,271 | 115 |

Table 5.2.2: Classification of salary components - Domestic



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

5.2.3: Salary Heads – International (USD)

| Salary head* | | Min | Max | Median | Mean | Data |
|--------------|---|--------|--------|--------|--------|------|
| A | Fixed yearly component | 14,704 | 49,014 | 14,704 | 21,566 | 5 |
| B | One time Cash Payments | - | - | - | - | - |
| C | Total guaranteed cash payments | 14,704 | 49,014 | 14,704 | 21,566 | 5 |
| D | Maximum Earning Potential (including non-cash, long term and performance linked components) | 16,338 | 49,014 | 16,338 | 22,873 | 5 |

Table 5.2.3: Classification of salary components - International

*For international salaries, all conversions to USD are calculated using the average closing exchange rates for 2025. Data is sourced from the Exchange Rates official website. (<https://www.exchange-rates.org/exchange-rate-history/aed-usd-2025>)



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



For B2K Analytics, Mumbai

5.3 Sector-wise classification of salary

5.3.1 Sector-wise classification of fixed yearly component

| Sectors | Min | Max | Median | Mean | Data |
|----------------------------|-----------|-----------|-----------|-----------|------|
| Analytics | 10,90,909 | 15,50,000 | 12,93,750 | 12,69,773 | 10 |
| BFSI | 9,50,000 | 18,97,565 | 12,29,617 | 12,29,856 | 30 |
| Conglomerate | 13,05,000 | 13,05,000 | 13,05,000 | 13,05,000 | 1 |
| Consulting | 9,88,288 | 13,36,175 | 10,90,192 | 11,00,940 | 20 |
| Consumer Electronics | 20,00,000 | 20,00,000 | 20,00,000 | 20,00,000 | 2 |
| e-commerce | 17,40,878 | 17,40,878 | 17,40,878 | 17,40,878 | 2 |
| Engineering & Construction | 10,00,000 | 10,00,000 | 10,00,000 | 10,00,000 | 1 |
| FMCG | 11,50,000 | 12,00,000 | 12,00,000 | 11,90,000 | 5 |
| Healthtech | 10,00,008 | 15,72,000 | 10,00,008 | 11,43,006 | 4 |
| IT | 10,87,390 | 16,03,354 | 11,70,000 | 12,56,936 | 15 |
| IT Consulting | 9,00,012 | 15,40,700 | 11,80,000 | 12,26,710 | 22 |
| Manufacture | 8,25,000 | 16,17,086 | 12,21,043 | 12,21,043 | 2 |
| Renewable Energy | 13,00,000 | 13,00,000 | 13,00,000 | 13,00,000 | 1 |

Table 5.3.1-1: Sector-wise classification of fixed yearly component – Domestic

| Sectors | Min | Max | Median | Mean | Data |
|-----------|--------|--------|--------|--------|------|
| Hospital | 14,704 | 14,704 | 14,704 | 14,704 | 4 |
| Logistics | 49,014 | 49,014 | 49,014 | 49,014 | 1 |

Table 5.3.1-2: Sector-wise classification of fixed yearly component – International



For GIM- Goa Institute of Management
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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 |
|---------------|----------|----------|----------|----------|------|
| Analytics | 25,000 | 1,50,000 | 1,00,000 | 86,111 | 9 |
| BFSI | 2,00,000 | 3,00,000 | 2,25,000 | 2,53,846 | 13 |
| Consulting | 79,167 | 1,50,000 | 1,50,000 | 1,21,991 | 18 |
| e-commerce | 2,00,000 | 2,00,000 | 2,00,000 | 2,00,000 | 2 |
| FMCG | 1,44,000 | 2,00,000 | 1,44,000 | 1,55,200 | 5 |
| Healthtech | 3,00,000 | 3,00,000 | 3,00,000 | 3,00,000 | 1 |
| IT | 25,000 | 3,00,000 | 1,25,000 | 1,37,500 | 6 |
| IT Consulting | 10,000 | 2,50,000 | 2,00,000 | 1,73,846 | 13 |
| Manufacture | 1,00,000 | 1,00,000 | 1,00,000 | 1,00,000 | 2 |

Table 5.3.2-1: Sector-wise classification of one-time cash payments – Domestic

| Sectors | Min | Max | Median | Mean | Data |
|-----------|-----|-----|--------|------|------|
| Hospital | - | - | - | - | - |
| Logistics | - | - | - | - | - |

Table 5.3.2-2: Sector-wise classification of one-time cash payments - International



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

5.3.3 Sector-wise classification of total guaranteed cash payments

| Sectors | Min | Max | Median | Mean | Data |
|----------------------------|-----------|-----------|-----------|-----------|------|
| Analytics | 11,15,909 | 15,50,000 | 14,18,750 | 13,47,273 | 10 |
| BFSI | 9,50,000 | 21,97,565 | 12,83,040 | 13,39,856 | 30 |
| Conglomerate | 13,05,000 | 13,05,000 | 13,05,000 | 13,05,000 | 1 |
| Consulting | 9,88,288 | 14,86,175 | 11,77,692 | 12,10,732 | 20 |
| Consumer Electronics | 20,00,000 | 20,00,000 | 20,00,000 | 20,00,000 | 2 |
| e-commerce | 19,40,878 | 19,40,878 | 19,40,878 | 19,40,878 | 2 |
| Engineering & Construction | 10,00,000 | 10,00,000 | 10,00,000 | 10,00,000 | 1 |
| FMCG | 13,44,000 | 13,50,000 | 13,44,000 | 13,45,200 | 5 |
| Healthtech | 10,00,008 | 18,72,000 | 10,00,008 | 12,18,006 | 4 |
| IT | 11,00,000 | 16,03,354 | 11,87,390 | 13,11,936 | 15 |
| IT Consulting | 9,00,012 | 17,90,700 | 12,28,695 | 13,29,437 | 22 |
| Manufacture | 9,25,000 | 17,17,086 | 13,21,043 | 13,21,043 | 2 |
| Renewable Energy | 13,00,000 | 13,00,000 | 13,00,000 | 13,00,000 | 1 |

Table 5.3.3-1: Sector-wise classification of total guaranteed cash payment – Domestic

| Sector | Min | Max | Median | Mean | Data |
|-----------|--------|--------|--------|--------|------|
| Hospital | 14,704 | 14,704 | 14,704 | 14,704 | 4 |
| Logistics | 49,014 | 49,014 | 49,014 | 49,014 | 1 |

Table 5.3.3-2: Sector-wise classification of total guaranteed cash payment – International



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 |
|----------------------------|-----------|-----------|-----------|-----------|------|
| Analytics | 12,35,000 | 16,17,500 | 16,00,000 | 14,89,000 | 10 |
| BFSI | 12,00,000 | 23,40,173 | 14,50,785 | 15,36,149 | 30 |
| Conglomerate | 14,50,000 | 14,50,000 | 14,50,000 | 14,50,000 | 1 |
| Consulting | 11,78,288 | 17,11,800 | 13,66,692 | 13,71,056 | 20 |
| Consumer Electronics | 20,00,000 | 20,00,000 | 20,00,000 | 20,00,000 | 2 |
| e-commerce | 20,59,878 | 20,59,878 | 20,59,878 | 20,59,878 | 2 |
| Engineering & Construction | 11,00,000 | 11,00,000 | 11,00,000 | 11,00,000 | 1 |
| FMCG | 14,04,000 | 14,65,000 | 14,04,000 | 14,16,200 | 5 |
| Healthtech | 10,00,008 | 20,97,000 | 10,00,008 | 12,74,256 | 4 |
| IT | 11,00,000 | 18,36,177 | 13,00,000 | 14,06,381 | 15 |
| IT Consulting | 10,00,008 | 21,40,200 | 13,30,000 | 15,25,758 | 22 |
| Manufacture | 10,48,750 | 18,46,681 | 14,47,716 | 14,47,716 | 2 |
| Renewable Energy | 14,30,000 | 14,30,000 | 14,30,000 | 14,30,000 | 1 |

Table 5.3.4-1: Sector-wise classification of maximum earning potential – Domestic

| Sectors | Min | Max | Median | Mean | Data |
|-----------|--------|--------|--------|--------|------|
| Hospital | 16,338 | 16,338 | 16,338 | 16,338 | 4 |
| Logistics | 49,014 | 49,014 | 49,014 | 49,014 | 1 |

Table 5.3.4-2: Sector-wise classification of maximum earning potential – International



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 fixed yearly component

| Functions | Min | Max | Median | Mean | Data |
|--------------------|-----------|-----------|-----------|-----------|------|
| Analytics | 10,00,008 | 16,03,354 | 13,50,000 | 13,46,021 | 18 |
| Banking Operations | 12,29,617 | 12,29,617 | 12,29,617 | 12,29,617 | 1 |
| Consulting | 9,45,012 | 16,17,086 | 10,90,192 | 11,31,043 | 37 |
| Data Analytics | 15,00,000 | 15,00,000 | 15,00,000 | 15,00,000 | 1 |
| Finance | 10,00,000 | 16,00,000 | 11,64,809 | 11,95,106 | 8 |
| General Management | 9,50,000 | 9,50,000 | 9,50,000 | 9,50,000 | 3 |
| HR | 11,47,500 | 11,47,500 | 11,47,500 | 11,47,500 | 1 |
| IT Consulting | 15,40,700 | 15,40,700 | 15,40,700 | 15,40,700 | 8 |
| Marketing/Sales | 9,50,000 | 12,73,004 | 12,00,000 | 11,92,505 | 11 |
| Operations | 9,50,000 | 18,97,565 | 10,75,000 | 12,49,391 | 4 |
| Product Management | 11,70,000 | 14,50,463 | 11,70,000 | 12,56,366 | 8 |
| Strategy | 8,25,000 | 15,50,000 | 11,87,500 | 11,87,500 | 2 |
| Systems/IT | 9,00,012 | 20,00,000 | 9,94,500 | 12,51,782 | 13 |

Table 5.4.1-1: Function-wise classification of fixed yearly component – Domestic

| Functions | Min | Max | Median | Mean | Data |
|------------|--------|--------|--------|--------|------|
| Finance | 49,014 | 49,014 | 49,014 | 49,014 | 1 |
| HR | 14,704 | 14,704 | 14,704 | 14,704 | 1 |
| Operations | 14,704 | 14,704 | 14,704 | 14,704 | 3 |

Table 5.4.1-2: Function-wise classification of fixed yearly component – International



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 |
|--------------------|----------|----------|----------|----------|------|
| Analytics | 1,00,000 | 2,00,000 | 1,50,000 | 1,50,000 | 9 |
| Consulting | 10,000 | 3,00,000 | 1,00,000 | 1,38,132 | 29 |
| Finance | 1,50,000 | 2,25,000 | 1,87,500 | 1,87,500 | 2 |
| General Management | 2,25,000 | 2,25,000 | 2,25,000 | 2,25,000 | 3 |
| IT Consulting | 2,00,000 | 2,50,000 | 2,50,000 | 2,31,250 | 8 |
| Marketing/Sales | 1,00,000 | 2,00,000 | 1,44,000 | 1,47,000 | 8 |
| Operations | 1,00,000 | 3,00,000 | 2,00,000 | 2,00,000 | 2 |
| Product Management | 1,50,000 | 1,50,000 | 1,50,000 | 1,50,000 | 2 |
| Strategy | 1,00,000 | 1,00,000 | 1,00,000 | 1,00,000 | 1 |
| Systems/IT | 50,000 | 3,00,000 | 2,00,000 | 1,60,000 | 5 |

Table 5.4.2-1: Function-wise classification of one-time cash payments – Domestic

| Functions | Min | Max | Median | Mean | Data |
|------------|-----|-----|--------|------|------|
| Finance | - | - | - | - | - |
| HR | - | - | - | - | - |
| Operations | - | - | - | - | - |

Table 5.4.2-2: Function-wise classification of one-time cash payments – International



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 |
|----------------------------|-----------|-----------|-----------|-----------|------|
| Analytics | 10,00,008 | 18,00,000 | 14,50,000 | 14,21,021 | 18 |
| Banking Operations | 12,29,617 | 12,29,617 | 12,29,617 | 12,29,617 | 1 |
| Consulting | 9,45,012 | 18,72,000 | 11,87,390 | 12,39,309 | 37 |
| Data Analytics | 15,00,000 | 15,00,000 | 15,00,000 | 15,00,000 | 1 |
| Finance | 11,00,000 | 16,00,000 | 12,27,309 | 12,41,981 | 8 |
| General Management | 11,75,000 | 11,75,000 | 11,75,000 | 11,75,000 | 3 |
| HR | 11,47,500 | 11,47,500 | 11,47,500 | 11,47,500 | 1 |
| IT Consulting | 17,40,700 | 17,90,700 | 17,90,700 | 17,71,950 | 8 |
| Marketing/Sales Operations | 9,50,000 | 14,73,004 | 13,44,000 | 12,99,414 | 11 |
| Product Management | 9,50,000 | 21,97,565 | 11,25,000 | 13,49,391 | 4 |
| Strategy | 11,70,000 | 16,00,463 | 11,70,000 | 12,93,866 | 8 |
| Systems/IT | 9,25,000 | 15,50,000 | 12,37,500 | 12,37,500 | 2 |
| | 9,00,012 | 20,00,000 | 10,00,000 | 13,13,321 | 13 |

Table 5.4.3-1: Function-wise classification of total guaranteed cash payment – Domestic

| Functions | Min | Max | Median | Mean | Data |
|------------|--------|--------|--------|--------|------|
| Finance | 49,014 | 49,014 | 49,014 | 49,014 | 1 |
| HR | 14,704 | 14,704 | 14,704 | 14,704 | 1 |
| Operations | 14,704 | 14,704 | 14,704 | 14,704 | 3 |

Table 5.4.3-2: Function-wise classification of total guaranteed cash payment – International



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 |
|----------------------------|-----------|-----------|-----------|-----------|------|
| Analytics | 10,00,008 | 20,00,000 | 16,00,000 | 15,73,243 | 18 |
| Banking Operations | 14,50,785 | 14,50,785 | 14,50,785 | 14,50,785 | 1 |
| Consulting | 10,50,012 | 20,97,000 | 13,66,692 | 13,60,704 | 37 |
| Data Analytics | 15,00,000 | 15,00,000 | 15,00,000 | 15,00,000 | 1 |
| Finance | 12,10,000 | 18,00,000 | 14,50,785 | 14,57,394 | 8 |
| General Management | 13,75,000 | 13,75,000 | 13,75,000 | 13,75,000 | 3 |
| HR | 12,75,000 | 12,75,000 | 12,75,000 | 12,75,000 | 1 |
| IT Consulting | 20,90,200 | 21,40,200 | 21,40,200 | 21,21,450 | 8 |
| Marketing/Sales Operations | 12,00,000 | 16,17,500 | 14,04,000 | 14,44,560 | 11 |
| Operations | 12,00,000 | 23,40,173 | 13,10,000 | 15,40,043 | 4 |
| Product Management | 13,00,000 | 18,36,177 | 13,00,000 | 14,50,294 | 8 |
| Strategy | 10,48,750 | 15,50,000 | 12,99,375 | 12,99,375 | 2 |
| Systems/IT | 10,00,008 | 20,59,878 | 11,19,500 | 14,10,292 | 13 |

Table 5.4.4-1: Function-wise classification of maximum earning potential – Domestic

| Functions | Min | Max | Median | Mean | Data |
|------------|--------|--------|--------|--------|------|
| Finance | 49,014 | 49,014 | 49,014 | 49,014 | 1 |
| HR | 16,338 | 16,338 | 16,338 | 16,338 | 1 |
| Operations | 16,338 | 16,338 | 16,338 | 16,338 | 3 |

Table 5.4.4-2: Function-wise classification of maximum earning potential – International



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 fixed yearly component

| Locations | Min | Max | Median | Mean | Data |
|-----------|-----------|-----------|-----------|-----------|------|
| Ahmedabad | 12,00,000 | 13,05,000 | 12,52,500 | 12,52,500 | 2 |
| Bengaluru | 8,25,000 | 20,00,000 | 12,37,500 | 12,61,780 | 39 |
| Chennai | 9,45,012 | 15,50,000 | 11,75,000 | 11,62,040 | 8 |
| Goa | 11,00,000 | 11,00,000 | 11,00,000 | 11,00,000 | 2 |
| Gurugram | 9,88,288 | 18,97,565 | 14,50,000 | 14,14,746 | 9 |
| Hyderabad | 9,50,000 | 15,72,000 | 10,50,006 | 11,35,035 | 10 |
| Ludhiana | 12,00,000 | 12,00,000 | 12,00,000 | 12,00,000 | 1 |
| Mumbai | 9,50,000 | 16,00,000 | 12,00,000 | 12,60,895 | 29 |
| Noida | 9,45,012 | 16,17,086 | 14,26,677 | 13,53,863 | 4 |
| Pune | 9,00,012 | 11,70,000 | 10,00,000 | 10,02,685 | 11 |

Table 5.5.1-1: Location-wise classification of fixed yearly component – Domestic

| Locations | Min | Max | Median | Mean | Data |
|-----------|--------|--------|--------|--------|------|
| Dubai | 14,704 | 49,014 | 14,704 | 21,566 | 5 |

Table 5.5.1-2: Location-wise classification of fixed yearly component – International



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 | 1,44,000 | 1,44,000 | 1,44,000 | 1,44,000 | 1 |
| Bengaluru | 10,000 | 3,00,000 | 1,00,000 | 1,32,529 | 29 |
| Chennai | 25,000 | 2,00,000 | 1,00,000 | 1,09,633 | 5 |
| Gurugram | 25,000 | 3,00,000 | 2,00,000 | 1,79,167 | 6 |
| Hyderabad | 95,833 | 3,00,000 | 1,50,000 | 1,78,472 | 6 |
| Ludhiana | 1,44,000 | 1,44,000 | 1,44,000 | 1,44,000 | 1 |
| Mumbai | 50,000 | 2,50,000 | 2,00,000 | 1,88,042 | 12 |
| Noida | 1,00,000 | 1,00,000 | 1,00,000 | 1,00,000 | 1 |
| Pune | 50,000 | 3,00,000 | 3,00,000 | 2,31,250 | 8 |

Table 5.5.2-1: Location-wise classification of one-time cash payment – Domestic

| Locations | Min | Max | Median | Mean | Data |
|-----------|-----|-----|--------|------|------|
| Dubai | - | - | - | - | - |

Table 5.5.2-2: Location-wise classification of one-time cash payment – International



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 | 13,05,000 | 13,44,000 | 13,24,500 | 13,24,500 | 2 |
| Bengaluru | 9,25,000 | 20,00,000 | 12,70,000 | 13,60,327 | 39 |
| Chennai | 9,45,012 | 15,50,000 | 12,37,500 | 12,30,560 | 8 |
| Goa | 11,00,000 | 11,00,000 | 11,00,000 | 11,00,000 | 2 |
| Gurugram | 9,88,288 | 21,97,565 | 14,86,175 | 15,34,191 | 9 |
| Hyderabad | 10,00,008 | 18,72,000 | 12,12,502 | 12,42,118 | 10 |
| Ludhiana | 13,44,000 | 13,44,000 | 13,44,000 | 13,44,000 | 1 |
| Mumbai | 9,50,000 | 18,00,000 | 12,29,617 | 13,38,706 | 29 |
| Noida | 9,45,012 | 17,17,086 | 14,26,677 | 13,78,863 | 4 |
| Pune | 9,00,012 | 13,20,000 | 13,00,000 | 11,70,867 | 11 |

Table 5.5.3-1: Location-wise classification of total guaranteed cash payments – Domestic

| Locations | Min | Max | Median | Mean | Data |
|-----------|--------|--------|--------|--------|------|
| Dubai | 14,704 | 49,014 | 14,704 | 21,566 | 5 |

Table 5.5.3-2: Location-wise classification of total guaranteed cash payments – International



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



For B2K Analytics, Mumbai

5.5.4 Location-wise classification of maximum earning potential

| Locations | Min | Max | Median | Mean | Data |
|-----------|-----------|-----------|-----------|-----------|------|
| Ahmedabad | 14,04,000 | 14,50,000 | 14,27,000 | 14,27,000 | 2 |
| Bengaluru | 10,48,750 | 21,40,200 | 15,08,080 | 15,37,547 | 39 |
| Chennai | 10,50,012 | 15,73,004 | 13,30,728 | 13,16,186 | 8 |
| Goa | 12,10,000 | 12,10,000 | 12,10,000 | 12,10,000 | 2 |
| Gurugram | 11,78,288 | 23,40,173 | 17,50,000 | 17,37,213 | 9 |
| Hyderabad | 10,00,008 | 20,97,000 | 13,67,502 | 13,46,075 | 10 |
| Ludhiana | 14,04,000 | 14,04,000 | 14,04,000 | 14,04,000 | 1 |
| Mumbai | 11,00,000 | 21,40,200 | 14,50,785 | 15,27,384 | 29 |
| Noida | 10,50,012 | 18,46,681 | 14,26,677 | 14,37,512 | 4 |
| Pune | 10,00,008 | 14,00,000 | 14,00,000 | 12,65,411 | 11 |

Table 5.5.4-1: Location-wise classification of maximum earning potential – Domestic

| Locations | Min | Max | Median | Mean | Data |
|-----------|--------|--------|--------|--------|------|
| Dubai | 16,338 | 49,014 | 16,338 | 22,873 | 5 |

Table 5.5.4-2: Location-wise classification of maximum earning potential – International



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



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 |
|---------|------------------------------|--------|
| - | - | - |



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