



# **PGDM – BANKING, INSURANCE AND FINANCIAL SERVICES PLACEMENT REPORT 2023-25**





## MESSAGE FROM THE PGDM (BIFS) PROGRAM CHAIR



**Dr. Hanish Rajpal**

Ph.D., MBA, CA, FRM®  
Programme Chairperson

The PGDM (Banking, Insurance and Financial Services (BIFS)) programme is uniquely designed to address the evolving landscape of the BFSI sector, with a special emphasis on sector specific skills and evolving technology. Launched in 2020, It stands out as a unique management programme focused on new-age banking and financial services

The programme structure of the PGDM (BIFS) programme is the result of extensive research and consultation with prominent industry leaders and senior academicians. The curriculum is dynamic and industry-driven, meticulously crafted to bridge the gap between traditional sector-specific concepts and the technology essential for the new-age BFSI space. The programme provides students with an overall understanding of the financial sector, encompassing both domain knowledge and management principles. To meet the sector's advanced needs, core subjects include Python, Machine learning, Financial Modelling, Fintech, and Risk management alongside courses from other management areas such as marketing, operations and HR. This rigor and depth of knowledge are intended to map industry requirements and plug the knowledge gap.

A cornerstone of the programme is the strong emphasis on practical, application-oriented, and hands-on learning. This immersive experience, coupled with industry projects and case studies, allows students to apply theoretical knowledge to real-world scenarios, develop problem-solving skills, and gain a deep understanding of the industry's challenges and dynamics. The extensive eight to ten weeks of internship significantly contributes to making the students industry-ready. In addition, regular engagement with industry partners and experts through lectures and seminars provides students with valuable practical insights and real-world perspectives.

The PGDM-BIFS programme not only imparts technical and domain expertise but also fosters critical soft skills essential for leadership. Through courses such as Business Ethics and Corporate Governance, Business Communication, Sustainable Finance, and the Give Goa project, students develop resilience, innovation, ethical awareness, and effective communication and leadership abilities, preparing them to navigate complex and evolving business environments.

The PGDM-BIFS graduates are not just specialists with a fundamental understanding of the BFSI domain, products, services, and processes, but are also future ready leaders equipped with the skills to meet evolving industry demands and drive innovation.

## MESSAGE FROM THE PGDM (BIFS) PLACEMENT CHAIR



**Prof. Shawn Coutinho**

Associate Professor and Placement Chair  
Goa Institute of Management

It is a matter of great pride and satisfaction to present the Placement Report for the PGDM – Banking, Insurance and Financial Services (BIFS) program at the Goa Institute of Management for the Batch of 2025.

The BIFS program at GIM has been meticulously designed to meet the dynamic and evolving needs of the financial services industry. With a curriculum that blends core management principles with specialized domain knowledge in banking, insurance, fintech, investment management, and risk analytics, the program equips students to thrive in a sector that is both competitive and critical to the economy.

This year's placement season has underscored the growing relevance and recognition of our BIFS graduates among top recruiters across the financial spectrum. Our students have secured opportunities in reputed organizations across banking, financial services, insurance, fintech, and consulting, taking on roles that demand financial acumen, analytical rigor, regulatory insight, and strategic thinking.

I would like to express my sincere gratitude to all our recruiting partners for their continued trust in our students, to our faculty members for nurturing academic and professional excellence, and to the dedicated Placement and Corporate Relations team for their efforts in creating meaningful engagement with industry. Most importantly, we commend our students for their resilience, professionalism, and readiness to contribute to the financial sector.

As the financial landscape continues to innovate and transform, we remain committed to strengthening our industry linkages and preparing leaders who can adapt, innovate, and lead responsibly in this vital domain.



**PGDM (BIFS) PLACEMENT SEASON HIGHLIGHTS  
BATCH OF 2025**

**27.3**  
LPA

**HIGHEST CTC**

**14.51**  
LPA

**AVERAGE CTC**

**15.40**  
LPA

**MEDIAN CTC**

**20.44**  
LPA

**TOP 10% STUDENTS**

**18.65**  
LPA

**TOP 20% STUDENTS**

**17.04**  
LPA

**TOP 50% STUDENTS**



**58**

Batch Strength



**25**

Number of Companies  
that Visited Campus

**BATCH PROFILE**  
GENDER DIVERSITY



Female

**31%**



Male

**69%**

## WORK EXPERIENCE

50%

FRESHERS

3%

1-12 MONTHS

23%

13-24 MONTHS

17%

25-36 MONTHS

7%

37-48 MONTHS

## ACADEMIC BACKGROUND

8%

ARTS & LAW

51%

COMMERCE

13%

MANAGEMENT

25%

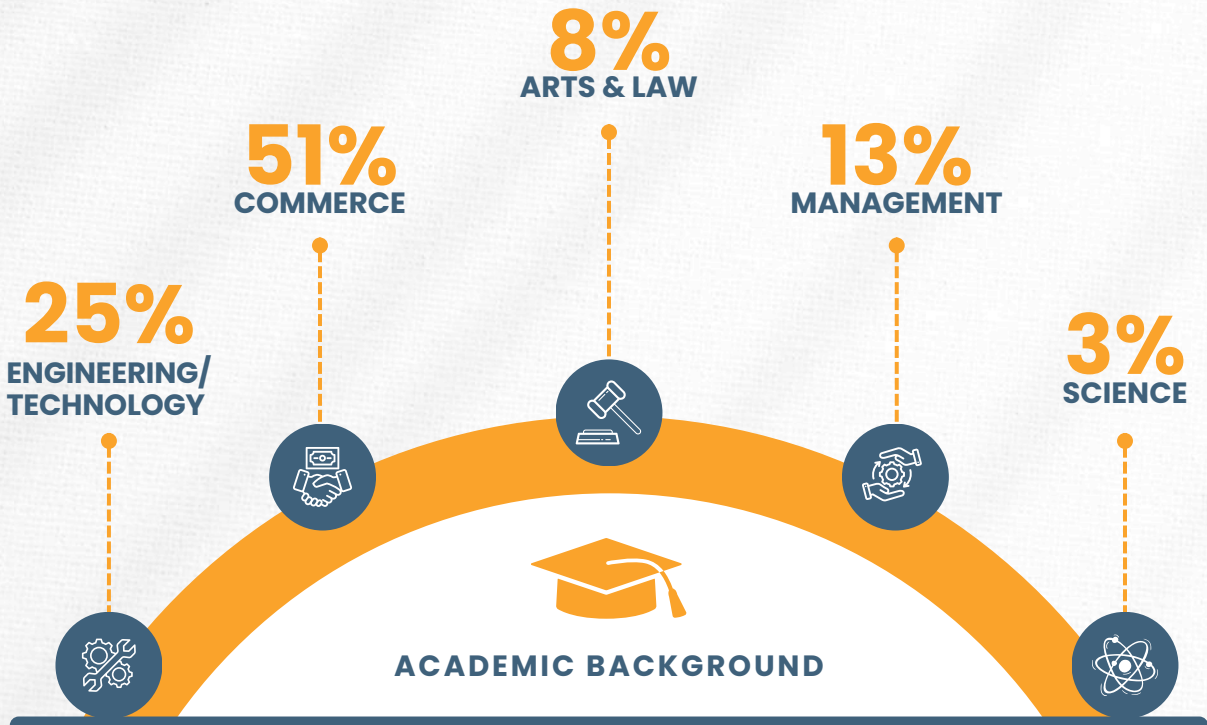
ENGINEERING/  
TECHNOLOGY

3%

SCIENCE



ACADEMIC BACKGROUND



## PROFESSIONAL BACKGROUND

24%

IT/ITES



6%

HR



27%

BFSI



43%

OTHERS





## MAJOR RECRUITING SECTORS

36.6%

FINANCIAL  
SERVICES

1.9%

FINTECH

30.8%

BANKING AND ANCILLARY  
FINANCIAL SERVICES

1.9%

INSURANCE

26.9%

CONSULTING

1.9%

OTHERS

## MAJOR RECRUITERS

JPMorganChase

WELLS  
FARGO



DARASHAW  
1926  
ALL ABOUT TRUST



BNY MELLON



CareEdge  
GLOBAL RATINGS  
A subsidiary of CARE Ratings Limited

Infosys

Gartner®

eClerx

DE Shaw & Co



BANK OF AMERICA



pwc



MOSSADAMS

BARCLAYS



## SUMMER INTERNSHIP HIGHLIGHTS BATCH 2024-2026

**1,30,000**

HIGHEST STIPEND

**41,000**

AVERAGE STIPEND

**37,500**

MEDIAN STIPEND

**88,570**

TOP 10 STUDENTS

**76,530**

TOP 20 STUDENTS

**58,660**

TOP 50 STUDENTS



**63**

Total Number  
of Students



**11**

Number of Companies that Visit  
for Campus for Summer Internship

**BATCH PROFILE**  
GENDER DIVERSITY



Female

**32%**



Male

**68%**

## WORK EXPERIENCE

39%

FRESHERS

5%

1-12 MONTHS

23%

13-24 MONTHS

26%

25-36 MONTHS

7%

37-48 MONTHS

## ACADEMIC BACKGROUND

28.57%  
ENGINEERING/  
TECHNOLOGY

12.7%  
MANAGEMENT

50.79%  
COMMERCE

3.18%  
ARTS & LAW

4.76%  
SCIENCE

ACADEMIC BACKGROUND



## PROFESSIONAL BACKGROUND

10%

IT/ITES



53%

BIFS



37%

OTHERS



## MAJOR RECRUITING SECTORS

17.31%

FINANCIAL  
SERVICES

7.69%

FINTECH

38.46%

CONSULTING

3.85%

INSURANCE

30.77%

BANKING

1.92%

OTHERS



## MAJOR RECRUITERS

JPMorganChase

WELLS  
FARGO

 **ICICI Bank**

  
**EY**

  
**DE Shaw & Co**

 **Arcesium**

 **TTC** | THINKTHROUGH  
CONSULTING  
connecting ideas  
for impact

 **ibisa**

 **BARCLAYS**

  
**KAYTES**  
BUSINESS & TAX CONSULTANTS

 **OXANE**  
— PARTNERS —