



# FINAL PLACEMENT REPORT

2023-2024



**PGDM-HEALTHCARE  
MANAGEMENT (HCM)**

## MESSAGE FROM THE HCM PLACEMENT CHAIR



**SHAWN COUTINHO**  
ASSOCIATE PROFESSOR, GIM

Goa Institute of Management has emerged as a leading B-School in India providing best in class management education, delivered using effective B-School pedagogy. At GIM, we believe in nurturing future leaders by providing them operative, practical and theoretical exposure about the industry. The Healthcare Management Program (PGDM-HCM) is a premier and unique domain specific course and prepares the students with the overall understanding of the healthcare industry, encompassing both domain and management. The course exposes the students to public-private healthcare systems, medical device, pharma sectors and the functional knowledge of business, marketing, sales and distribution, consulting among others.

The Healthcare Management Program, leveraged its existing relationships and strong alumni bonds to drive the placements for the batch of 2023-24. In an otherwise global down turn, the domestic average package grew by a modest 6% to close at 14.25 LPA. This was only possible due to the persistent effort put forth by placement team. The HCM program saw recruiters from Medical device, Pharmaceutical, Consulting, Health IT, etc amongst other sectors.

Majority of our past recruiters like Johnson & Johnson, Phillips, Zimmer, Bain, etc extended the long-standing relationships and the Placement team were also able to rekindle older relationships with Fresenius and Dr. Lal Path Labs amongst others. This year also saw the advent of niche healthcare consulting companies like LEK, Deloitte, Syneos Health and Sagility.

We also achieved a 100% in the Summer Internships, with leading organizations and start ups bagging good roles as Summer Interns in Business Development, Marketing Research, Sales Interns, Project Management amongst many other roles. The Healthcare sector seems robust in the years ahead.



# HCM PLACEMENT SEASON HIGHLIGHTS

BATCH OF 2024

**29**  
**LPA**  
HIGHEST CTC

**14.25**  
**LPA**  
AVERAGE CTC

**13**  
**LPA**  
MEDIAN CTC

**26.5**  
**LPA**  
TOP 10%  
STUDENTS

**21.5**  
**LPA**  
TOP 20%  
STUDENTS

**16.7**  
**LPA**  
TOP 50%  
STUDENTS

\*All values in INR



Total Number  
Of Students

**47**



Number of  
Companies that  
Visited Campus

**22**

## BATCH PROFILE

GENDER DIVERSITY



Female

**65%**



Male

**35%**

## WORK EXPERIENCE

**50%**

Freshers

**36.5%**

0-2 Years

**9.6%**

2-4 Years

**3.8%**

4+ Years

## MAJOR SECTORS



**MED-DEVICE**



**CONSULTING**



**HEALTH IT**



**INSURANCE**

## MAJOR ROLES



**MANAGEMENT  
TRAINEE**



**BUSINESS  
DEVELOPMENT**



**BUSINESS  
ANALYST**



**OPERATIONS**



**MARKETING**



**PRODUCT  
MANAGEMENT**

## MAJOR RECRUITERS

**PHILIPS**

**stryker**

*Johnson & Johnson*

 ZIMMER BIOMET

 *Dr Lal Path Labs*  
India's leading and most reputed diagnostic chain

 sagility

**biorad**medisys  
science for people

**LEK**<sup>TM</sup>

**Syneos**<sup>TM</sup>  
Health

**zydus**  
Dedicated To Life

**HCL**

**digit**  
LIFE INSURANCE

**Deloitte.**

 **FRESENIUS  
MEDICAL CARE**

# HCM SUMMER INTERNSHIP HIGHLIGHTS

BATCH OF 2025

HIGHEST  
**3,00,000**  
(For 2 months)

AVERAGE  
**81,397**  
(For 2 months)

\*All values in INR



**60**

Number of  
Students Placed



**17**

Number of Companies  
that Visited Campus

## MAJOR ROLES



**SALES  
INTERN**



**BUSINESS  
DEVELOPMENT**



**MARKET  
RESEARCH**



**PROJECT  
MANAGEMENT**



**PRODUCT  
MANAGEMENT**

## PROMINENT RECRUITERS

Johnson & Johnson

**PHILIPS**



**Medtronic**



**adani**  
Healthcare

