



GOA INSTITUTE OF MANAGEMENT

"Next Marking" Management Education

GIM PLACEMENT REPORT (PGDM) 2020-21



The unique qualities that the students of the institute have to offer has attracted organizations across a multitude of sectors. Foreword Over 70 industry leaders and pioneers made a total of 200+ offers to an enthusiastic and talented pool of 247 students.

ABOUT GIM

For 27 years now, GIM has consistently been at the forefront of industry excellence, nourishing student communities to bear the torch of conscious leadership. GIM's strong focus on ethics and corporate governance is very relevant in today's times. The bar has raised time and again with 2020 seeing phenomenal growth in terms of expansion of our portfolio of recruiters.

This year has clearly not been one in favour of any human being, however, throughout this year the learning that we as a B-School and flag bearers of the institution have received has been impeccable. Moving to a completely virtual program has never been seen in the history of GIM's legacy, but, the year turned out to be as great as any other owing to the fact that we have the capability to face challenges thrown to us.

Over 70 industry leaders and pioneers made a total of 200+ offers to an

enthusiastic and talented pool of 247 students. The institute witnessed the likes of **A.O.Smith, AbInBev, Saint Gobain, Zasti.ai, Elastic Run, GEP, Ernst & Young, Asian Paints, JPMorgan Chase & Co., Citibank, ITC, Deloitte, Godrej & Boyce and Crompton Greaves** among many others lasting relationships with us thereby enabling our leaders of tomorrow to learn from the best.

We are immensely grateful to our family of recruiters who always had faith in the collective qualities and value additions that students from GIM bring with them. The year saw an increase in the number of companies, i.e., 125 in total for our finals, that e-visited GIM. Despite the lockdown and the huge dip in the economy, the relationship that GIM shares with its recruiters has absolutely boosted metrics this year along with the trust of our new recruiting partners which we hope to continue to maintain in the years to come.

MESSAGE FROM THE DIRECTOR



The world needs leaders with vision!

Business education is at an inflection point, and we at GIM strive to equip future leaders with competence and character to address emerging global business and social challenges. Our focus has been to integrate the elements of technology driven management, responsibility, social efficiency and happiness into organizational leadership and value-based management. We believe it is the need of the hour to create morally healthy, technologically competent, socially sensitive & sustainable organizations.

The flagship PGDM program has a legacy of close to 3 decades of excellence in management education and has been nurturing business leaders with personal integrity, social responsibility, and a global outlook. Continued downward trends in the economy since 2020 have not deterred organizations from hiring talent at GIM. I sincerely thank the recruiters who placed their trust in GIM's human capital and enabled us to once again post 100% placements in the Covid affected year.

Prof. Ajit Parulekar

Director

Goa Institute of Management

MESSAGE FROM THE PLACEMENT CHAIRPERSON



The consistent and positive trend over the last few years is indicative of the confidence of the industry on the talent quality at GIM. The recruiters have been offering diverse/upskilled profiles over the years, as they come back every season deepening their relationship with GIM. We express our gratitude to our regular recruiters who have continuously believed in the mettle of our students and have furthered their association with us for another year to facilitate this mutually beneficial relationship. We are also grateful to our new recruiters, who have acknowledged the potential of our students and provided them with a plethora of opportunities.

Dr. Naga Venkatesh Devaguptapu

Placement Chairperson

Goa Institute of Management

MISSION AND VISION

The Mission of Goa Institute of Management is to create knowledge & nurture leaders for sustainable business and an inclusive society for India and the world while maintaining strong & ongoing commitment to Goa.



THE VISION OF GOA INSTITUTE OF MANAGEMENT:

To achieve a preeminence among business institutions in India and be acknowledged among the ten best Institutions in the country.

To obtain international accreditation and be acknowledged among the fifty best schools in the world

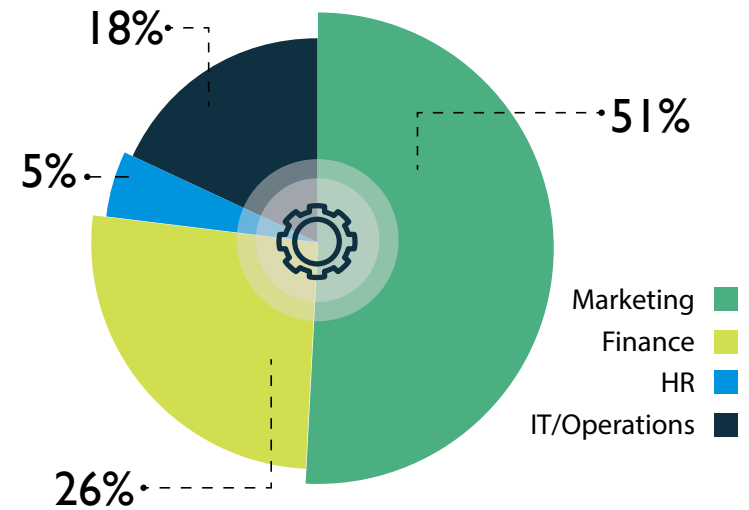
Our graduates should be acknowledged as sound business managers with an all-round capacity, with environmental sensitivity, and social consciousness of their lesser privileged associates

BATCH DEMOGRAPHICS 2020-22

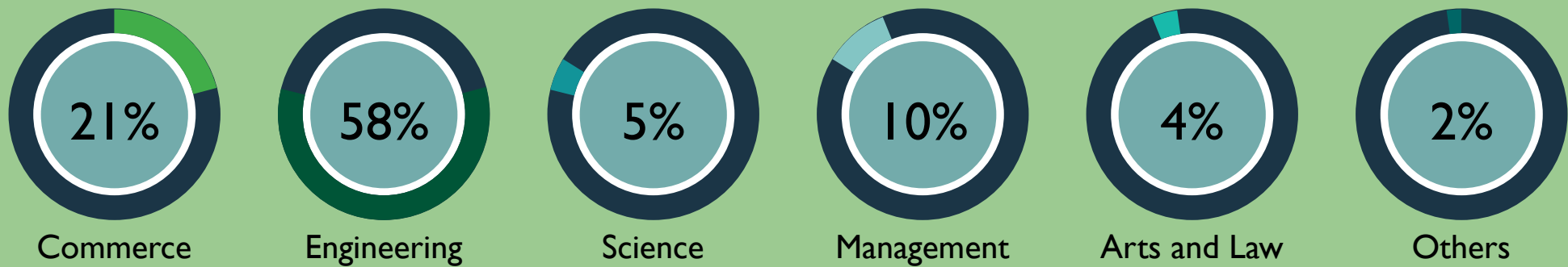
GENDER RATIO



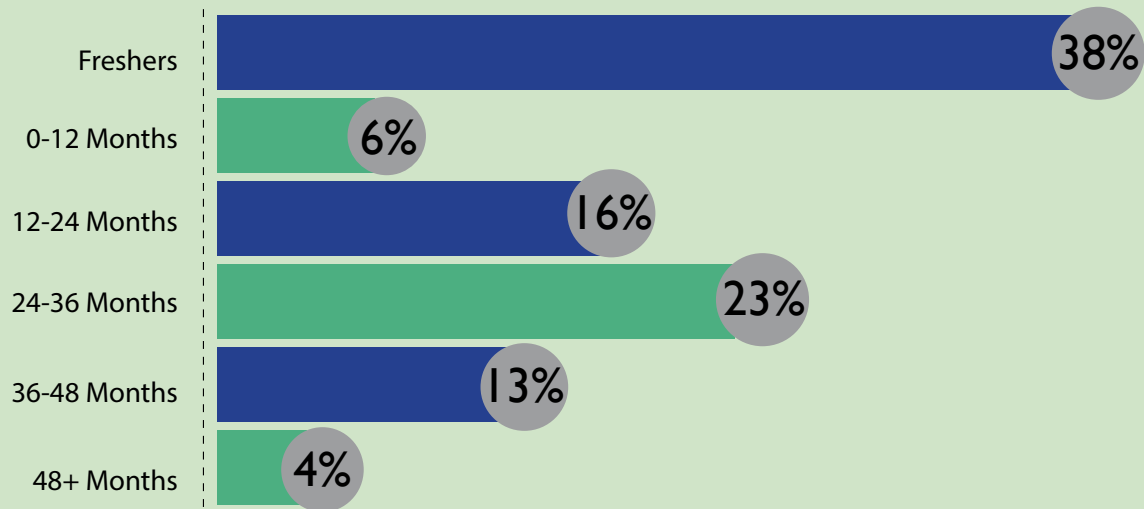
SPECIALIZATION



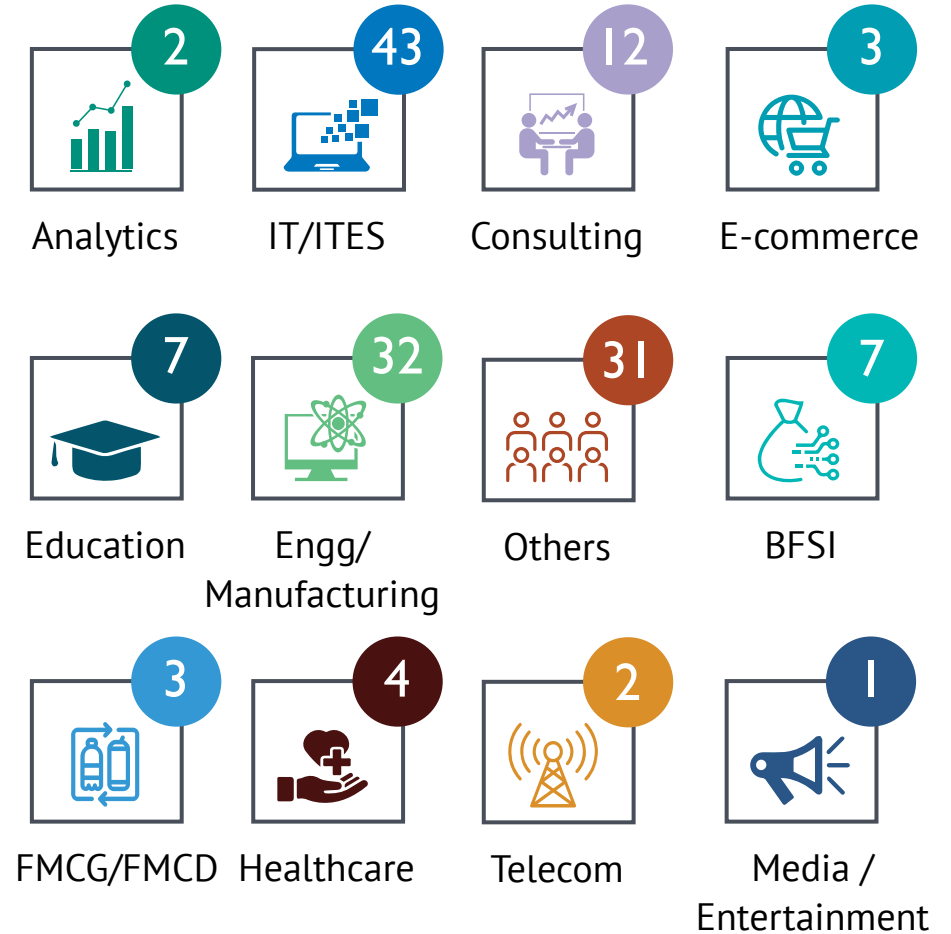
ACADEMIC BACKGROUND



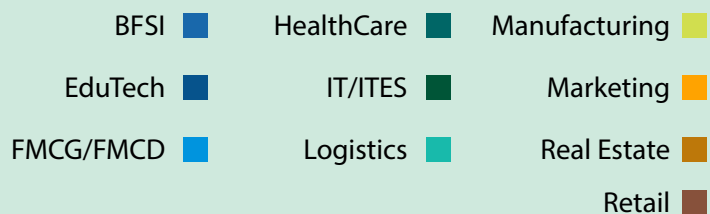
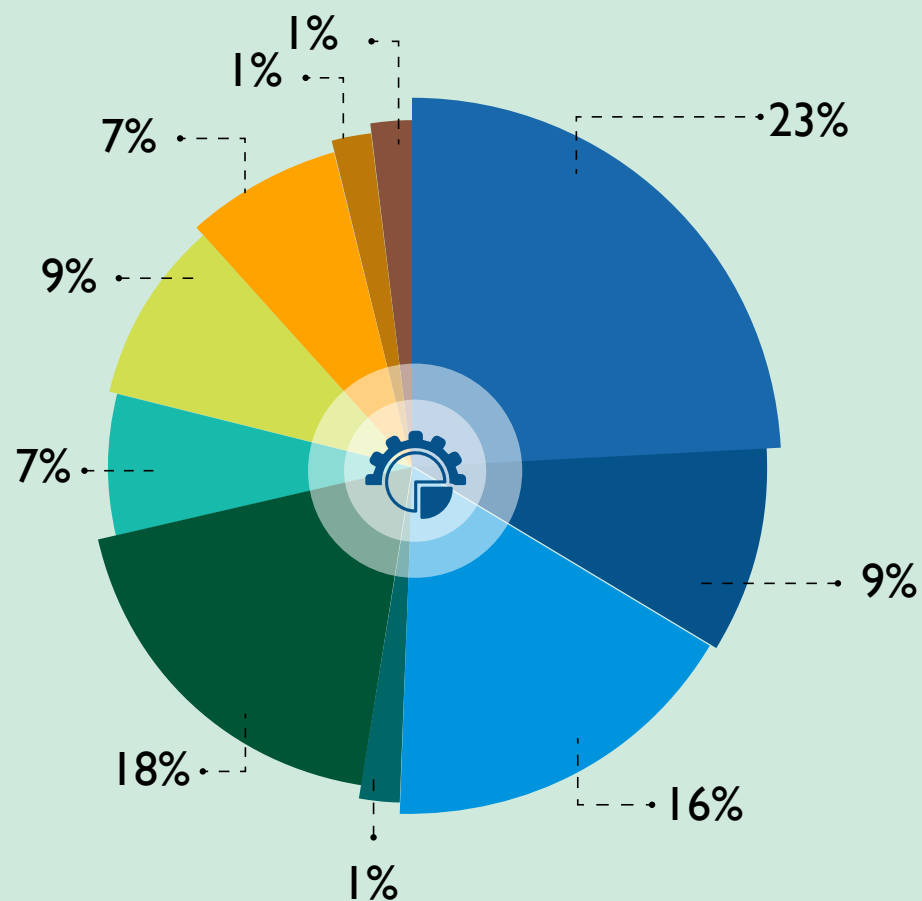
WORK EXPERIENCE



WORK EXPERIENCE (BY SECTORS)



SECTOR OF COMPANIES



66,000

Average Stipend

50,000

Median Stipend

1,70,000

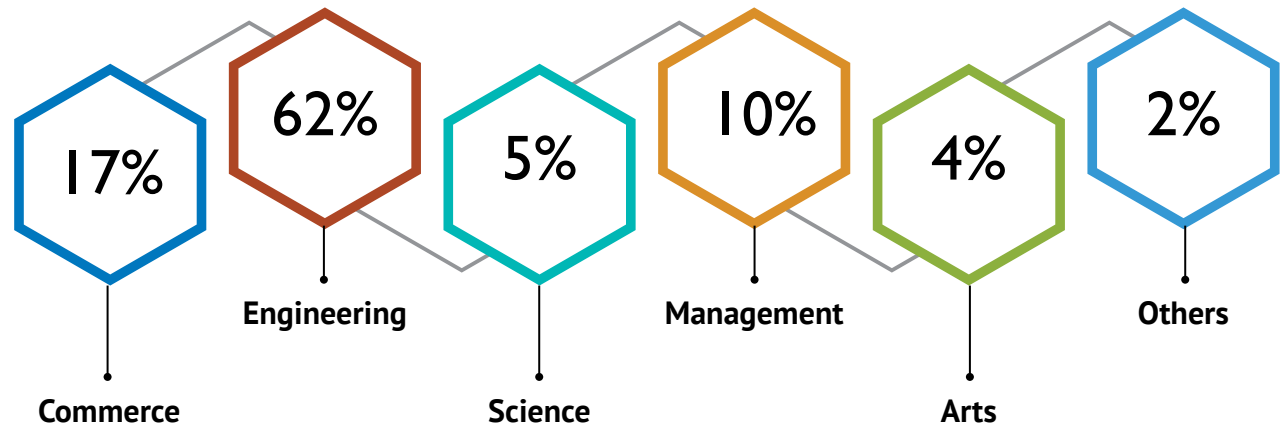
Highest Stipend

TOP RECRUITERS

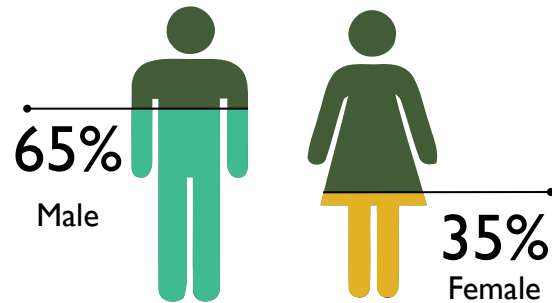


BATCH DEMOGRAPHICS 2019-21

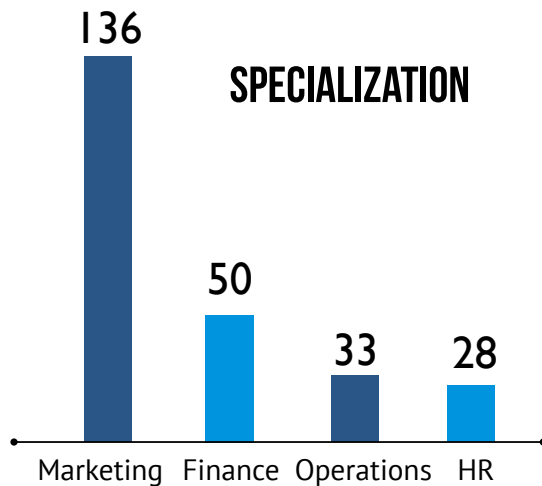
ACADEMIC BACKGROUND



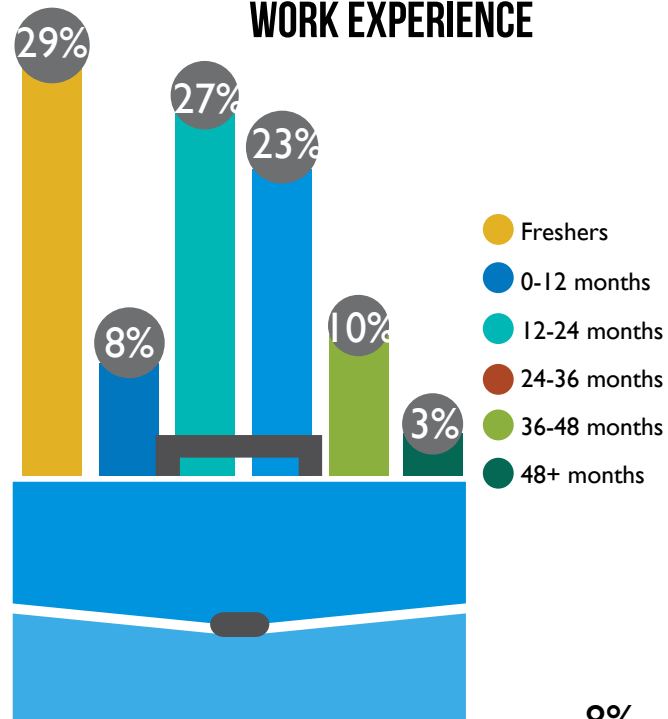
GENDER RATIO



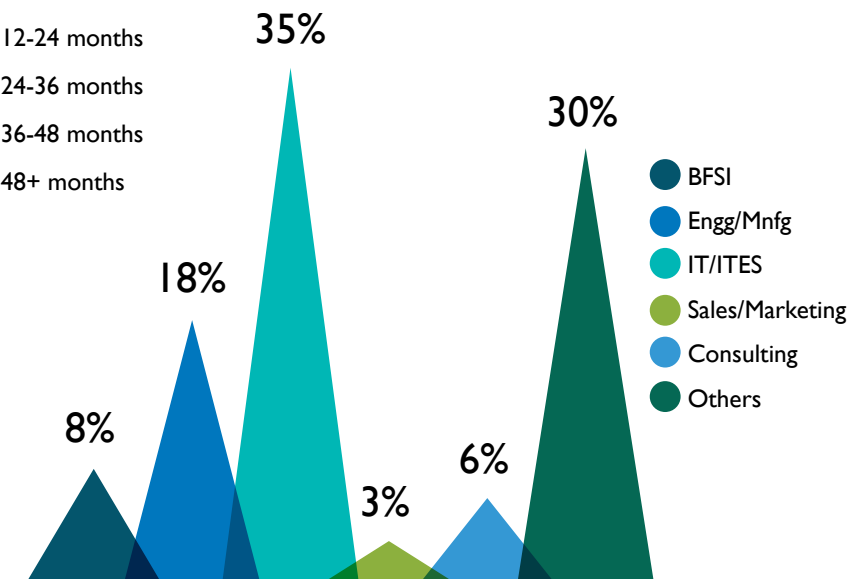
SPECIALIZATION



WORK EXPERIENCE



PROFESSIONAL BACKGROUND



MARKETING



The students majoring in Marketing enjoy a multi-pronged approach to internalizing desired core competencies for careers in Product Marketing, Consulting and Strategic Marketing Management in addition to services, customer relationship management and digital marketing skills which have primarily become the most explorable area in the field of marketing. The electives taught through a combination of guest lectures, industry leader interactions and case study analysis have strong relevance in the current market scenario. An interactive brainstorming approach to real-world problems/cases is taken to deliver experiential learning in classrooms.

21.34 LPA
Highest CTC

11.11 LPA
Average CTC

AC Smith.

ADITYA BIRLA
CAPITAL

asianpaints

Capgemini

citi

G

ITC
ITC Limited

Western
Digital.

Infosys

adani
wilmar
For a healthy growing India

FINANCE

25.60 LPA
Highest CTC

10.35 LPA
Average CTC

The specialisation at GIM is a springboard to careers in financial services, BFSI sectors, corporate finance and international banking. The general management curriculum combined with the case method hands out an immersive learning experience to the students. The students come in touch with the real world through finance events and fests held at college that helps them understand how markets work. The coursework examines the role of finance in supporting the functional areas of a firm and fosters an understanding of how financial decisions themselves can create value.



Arcesium

AXIS BANK

EY

HDFC BANK

ICICI Bank

JPMORGAN CHASE & CO.

kotak
Kotak Mahindra Bank

TATA CAPITAL
We only do what's right for you

YES BANK

Grant Thornton

HUMAN RESOURCE

The OB & HR function at GIM is composed of a faculty team with expertise in Human Resources Management, Industrial Welfare & Labour relations, Organizational Design, Interpersonal & Group process and Psychology. The specialization offers elective courses which cover diverse topics such as HR analytics, Diversity Management and Retention Management. Faculty members with doctoral degrees from the best management schools in the country. They actively contribute to the area's knowledge pool through publications, researches, consultancy, MDPs and case studies.

13.00 LPA
Highest CTC

9.07 LPA
Average CTC

Cognizant

Deloitte

Godrej & Boyce

Prodapt

SAINT-GOBAIN

DXC technology

HEXAGON

Piramal Glass

V GUARD

IBM

ITES/OPERATIONS

Information Technology and Operations Management are two tightly integrated functional areas in all manufacturing and service firms. This cross-functional specialisation is designed to satisfy the need in the industry for MBA certified candidates with indepth training in both functions. This course enables students to develop the skills and concepts needed to ensure the ongoing contribution of a firm's operations to its competitive position. It helps them to understand the complex processes underlying the development and manufacture of products as well as the creation and delivery of services.

14.92 LPA
Highest CTC

10.89 LPA
Average CTC

elasticrun

GEP
Insight Drives Innovation

vedanta
transforming elements
VEDANTA LIMITED

ZASTI
Let's Predict

accenture

TATA
TATA ADVANCED SYSTEMS

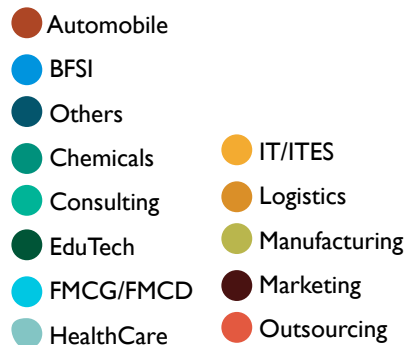
Hashedin

ARETEANS

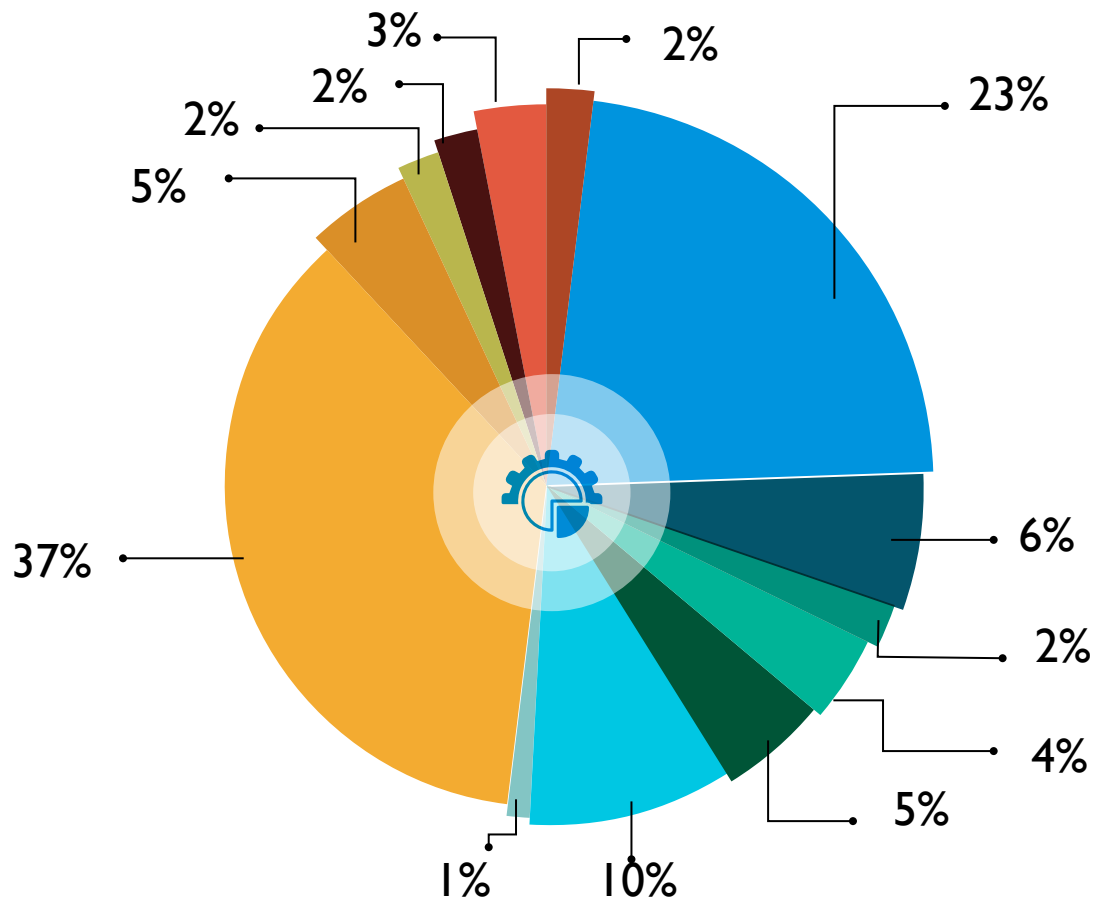
CoffeeBeans Consulting

indegene

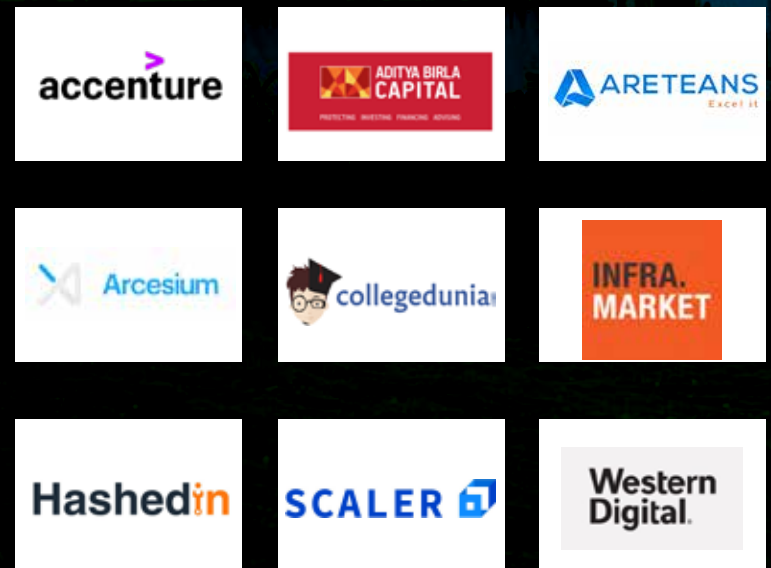
PLACEMENT HIGHLIGHTS



SECTOR OF COMPANIES



TOP RECRUITERS



125

Total Companies

67

New Partners

58

Promises Kept

10.71
LPA

Average
CTC

Highest
CTC

25.60
LPA

Offers
above
10LPA

54%

PPO
Offered

31

16.65
LPA

Average
top 20

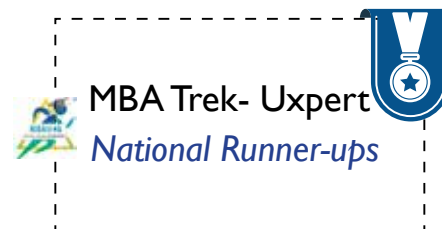
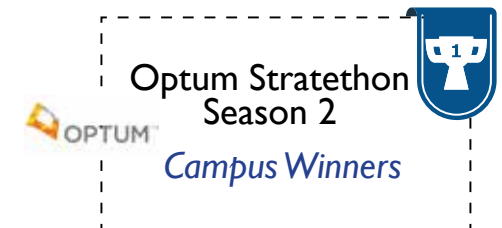
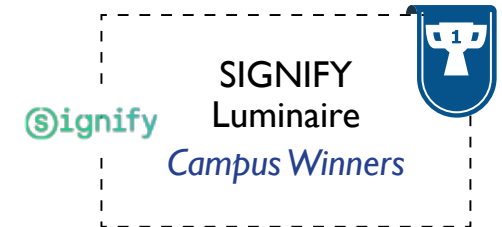
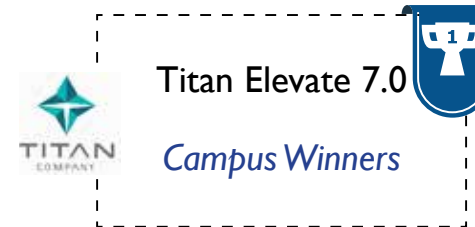
Average
top 50

14.43
LPA

12.67
LPA

Average
top 100

CORPORATE COMPETITIONS



LEADERS' INTERACTION SUMMIT



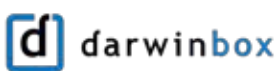
Leaders' Interaction Summit 2020 : In every academic year, high-level leaders from various companies come together for Leaders' Interaction Summit at GIM. It is a great platform to hear from a range of speakers including managing directors and CXOs of various organizations about their career highlights and offer insights into their respective businesses. Through Leaders' Interaction Summit, GIMites have an opportunity for engagement with the industries. This summit is also a unique opportunity for GIMites to collaborate on various business challenges and discuss the impact of new trends and development with the leaders. Leaders' Interaction Summit also creates a space for hands-on work, small-group discussions, and one-on-one meetings with some of the top corporate leaders. At Leaders' Interaction Summit 2020, we hosted a number of distinguished speakers. To name a few:

- **Mr. G Srinivvasan**
CEO, Sporjo
- **Nikita Raut**
Assistant General Manager,
Learning Head, Bank Of
Baroda
- **Anil Santhapuri**
Director, CGI
- **Shruti Mishra**
Lead, Talent Acquisition,
PUMA Group
- **Mr. Yashwant Chauhan**
Senior Manager, Corporate
HR, GAIL
- **Mr. Dhairya Pujara**
CEO, Ycenter
- **Mr. Parthiban Srinivasan**
Technical Architect, VMware
- **Mr. Sneh Jain**
Cofounder, The Baker's
Dozen
- **Mr. Gowarthanan
Anandan**
Business Head, Business
Head - Sadhev at Cholayil
Private Limited
- **Mr. Brajesh Tiwari**
Vice President, BNP Paribas
- **Mr. Ashutosh Sinha**
Group HR, Landmark Group
- **Mr. Anuj Tiwari**
Head of Talent Acquisition,
Landmark Group
- **Mr. GS Raghu**
Vice President, Health, Safety
& Wellness, Hindustan Coca-
Cola Beverages Pvt. Ltd.
- **Dr. Anil Kumar Misra**
CHRO, Magicbricks
- **Mr. Kumaar Priyaranjan**
President, Human Capital
Hikal
- **Mr. Sundaram R M**
University Recruitment Head,
Yes Bank
- **Mr. Tom Mathew**
Business Development Senior
Specialist Advisor [Director],
NTT DATA Services
- **Ms. Ranjita Ghosh**
Head of Marketing for
APMEA Wipro Limited
- **Mr. Abhishek Bansal**
Founder Chairman &
Managing Director, Abans
Group
- **Mr. Rohan Prasher**
Group Brand Manager,
Asian Paints
- **Mr. Darshan
Khombhadia**
India Talent Acquisition Lead,
Akzonobel
- **Mr. Atulaya Goswami**
Head HR, India, UPL
- **Mr. Karthikeyan S.**
Founding Member, SAP
Practice
Thoucenter
- **Mr. Pradeep Augustus**
Manager HR, Valtech India
- **Mr. Shiv Rawat**
AVP & National HR Head
DTDC Express
- **Mr Abhinav Pathak**
CEO, Perpule

PROMISES KEPT



NEW RELATIONSHIPS



PLACEMENT COMMITTEE MEMBERS

Placement Chairperson - **Prof. D. N. Venkatesh**

Placement Secretary - **Suraksha Hadfadkar**

(Top Left to Right)

Bhavesh Vachhani, Nandhu Venugopal,
Bir Vikram Dev, Ashu Bhardwaj, Srinath Raju

(Bottom Left to Right)

Shubhangi Joshi, Sanika Chabbra,
Shibika Bose

Ashu Bhardwaj 8607253373

Bhavesh Vachhani 7665953984

Bir Vikram Dev 9980812482

Nandu Venugopal 7907566073

Sanika Chabbra 8448701719

Shibika Bose 9591353916

Shubhangi Joshi 8435120730

Srinath Raju 8142576699



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