

Ref No: BJ/SMER/SPJIMR/2020/CH 1153

July 03, 2020

To,
The Chairperson
The Placement Office
SP Jain Institute of Management and Research
Munshi Nagar
Andheri (W)
Mumbai 400 058

Re: Audit of the Placement Report of the Post Graduate Diploma in Management (PGDM) Programme, 2017-19

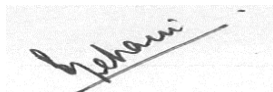
Dear Sir,

CRISIL have audited the Placement Report prepared by SP Jain Institute of Management and Research (SPJIMR), Mumbai, for the final placements of students in the PGDM batch of 2017-19. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:

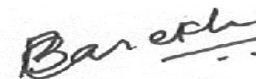
1. CRISIL have obtained all information and explanations as were necessary for conducting the audit. We believe the Placement Report complies with the requirements of Indian Placement Reporting Standards (IPRS) Version 2.2
2. The validation of information presented in the report is based on communication received by SPJIMR from the recruiting companies. CRISIL has not independently sourced any information or documentation.
3. CRISIL have verified the information with respect to remuneration, job function and location presented in the report with communication received from recruiters. Information regarding compensation received from individual students has not been used.
 - a. The information has been categorized as best as possible under various salary heads according to IPRS Version 2.2; where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
 - b. The acceptance of offer for 51 students out of 235 students placed could not be verified.
4. The number of students opting out of the placement process has been established through written communication from the students.

Thank You,

Best Regards,



Mrs. Benaifer F. Jehani
Business Head- Education Gradings



Mr. Bhushan Parekh
Director - Education Gradings



FINAL PLACEMENT - 2017-19
Post Graduate Diploma in Management
(PGDM)

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1. Classification of the Entire Graduate Pool

The graduating class is categorised into three major groups:

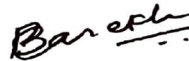
- Graduates seeking placement through the institute
- Graduates not seeking placement through the institute
- Graduates who did not get placed

Categories	Number
1. Sought placement through the institute	235
2. Did not seek placement through the institute	4
2a. Company-sponsored or already employed	4
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to/joining family business	-
2f. Seeking placement outside the campus placement process	-
2g. Not seeking placements for other reasons	-
Total who did not seek employment through the institute	4
3. Number unplaced, if any	-
Total Graduates	239

Table 1: Classification of the Entire Graduate Pool



For SPIJMR, Mumbai



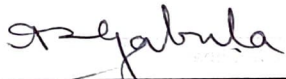
For CRISIL Limited, Mumbai

2. Sector-wise classification

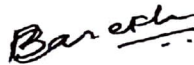
The table below shows sector-wise break-up of the accepted offers.

Sector	Number of Offers accepted
BFSI	30
Conglomerate	10
Consulting	68
E-commerce	35
FMCG/FMCD	45
IT/ITES	14
Others	14
Telecom	7
International:	
Consulting	12
Total	235

Table 2: Classification of Placements Based on Sector



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

3. Function-wise classification

The table below shows function-wise break-up of the accepted offers.

Function	Number of Offers accepted
Analytical	6
Consulting	64
Finance	7
Management Trainee	98
Marketing/Sales	18
Operations & Supply Chain	25
Research	1
Information Technology	4
International:	
Consulting	12
Total	235

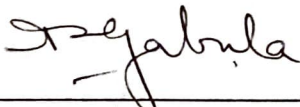
Table 3: Classification of Placements Based on Function

4. Location-wise classification

The table below shows location-wise break-up of the accepted offers.

Location	Number of Offers accepted
Bangalore	61
Data Not available	18
Delhi/NCR	29
Hyderabad	13
Mumbai	93
Pune	9
International:	
Malaysia	12
Total	235

Table 4: Classification of Placements Based on Location



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

5. Salary details

5.1 Salary Heads – Domestic (INR)

	Salary Head (INR)	Min	Max	Median	Mean	Data
A	Fixed Yearly Cash Component	990,000	2,300,000	1,649,000	1,611,647	223
B	One-time Cash Payment	30,000	800,000	300,000	299,450	127
C	Total Guaranteed Cash Payments	1,129,936	2,601,163	1,761,604	1,782,240	223
D	Performance Linked Compensation	80,172	690,000	200,000	241,089	154
E	One time cash payments	21,600	419,422	92,102	110,763	161
F	Maximum Earning Potential (including non-cash, long term and performance linked components)	1,193,016	3,190,000	1,950,000	2,028,699	223

Table 5: Classification of Salary Components in INR

5.2 Salary Heads – International (USD)

	Salary Head (USD)	Min	Max	Mean	Median	Data
A	Fixed Yearly Cash Component	2,160	2,400	2,280	2,310	12
B	One-time Cash Payment	-	-	-	-	-
A+B=C	Total Guaranteed Cash Component	2,160	2,400	2,280	2,310	12
D	Performance Linked Compensation	-	-	-	-	-
E	Maximum Earning Potential (including non-cash, long term and performance linked components)	2,160	2,400	2,280	2,310	12

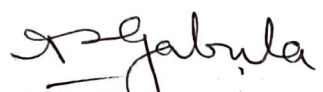
Table 6: Classification of Salary Components in USD

5.3 Salary Statistics at PPP (USD)

Salary Head (USD)	Min	Max	Mean	Median	Data
INR salary (Total guaranteed cash component)	60,071	138,286	93,653	94,600	223
Non-INR salary (Total guaranteed cash component)	478	532	505	512	12
Combined INR and non-INR salary (Total guaranteed cash component)	478	122,275	85,061	81,249	235
INR salary (Maximum Earning Potential)	63,425	169,591	103,668	107,654	223
Non-INR salary (Maximum Earning Potential)	478	532	505	512	12
Combined INR and non-INR salary (Maximum Earning Potential)	478	169,591	103,137	102,206	235

Table 7: Classification of Salary Components in USD

PPP data as per <https://www.imf.org/external/datamapper/PPPEX@WEO/OEMDC/ADVEC/WEOWORLD/ARE>



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

5.2 Sector-wise classification of salary

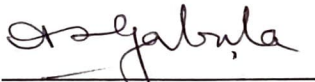
Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	990,000	1,904,000	1,438,200	1,403,995	30
Conglomerate	1,384,727	1,950,000	1,830,528	1,737,345	10
Consulting	1,129,936	2,300,000	1,755,802	1,707,423	68
E-commerce	1,250,000	1,850,000	1,700,000	1,653,388	35
FMCG/FMCD	1,239,198	2,016,163	1,650,000	1,675,021	45
IT/ITES	1,122,612	1,600,000	1,328,120	1,370,899	14
Others	1,379,500	1,778,400	1,555,438	1,548,103	14
Telecom	1,306,240	1,415,692	1,327,655	1,349,749	7


Table 8: Sector-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	200,000	400,000	225,000	287,500	12
Conglomerate	100,000	200,000	200,000	157,143	7
Consulting	50,000	300,000	300,000	215,625	32
E-commerce	100,000	450,000	300,000	296,154	26
FMCG/FMCD	100,000	800,000	500,000	423,229	35
IT/ITES	30,000	500,000	400,000	310,000	8
Others	100,000	350,000	200,000	226,735	7

Table 9: Sector-wise Classification of Overtime Cash Payments in INR



 For SPJIMR, Mumbai



 For CRISIL Limited, Mumbai

Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	1,151,580	1,904,000	1,499,207	1,515,285	30
Conglomerate	1,384,727	2,050,000	2,030,528	1,847,345	10
Consulting	1,129,936	2,500,000	1761,604	1,808,894	68
E-commerce	1,328,400	2,300,000	1,950,000	1,873,388	35
FMCG/FMCD	1,389,198	2,601,163	1,950,000	2,004,199	45
IT/ITES	1,152,612	2,049,122	1,388,460	1,548,042	14
Others	1,384,727	1,878,400	1,674,852	1,661,471	14
Telecom	1,306,240	1,415,692	1,327,655	1,349,749	7

Table 10: Sector-wise Classification of Total Guaranteed Cash Payments in INR

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	80,172	500,000	150,000	238,937	18
Conglomerate	145,455	345,766	202,500	248,852	10
Consulting	100,000	690,000	199,344	266,041	48
E-commerce	82,500	250,000	162,500	170,000	12
FMCG/FMCD	106,750	549,000	214,500	262,215	37
IT/ITES	100,000	300,000	202,500	181,913	11
Others	145,455	404,400	200,000	229,138	11
Telecom	170,000	240,000	181,194	186,397	7

Table 11: Sector-wise Classification of Performance Linked Compensation in INR

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	41,436	134,480	91,800	88,237	20
Conglomerate	92,102	139,093	128,811	119,111	8
Consulting	21,600	153,396	93,000	99,565	55
E-commerce	21,600	105,903	64,890	71,007	12
FMCG/FMCD	72,609	419,422	138,683	161,419	39
IT/ITES	53,760	100,860	90,720	86,300	12
Others	21,600	243,740	86,042	109,089	10
Telecom	53,760	66,150	66,150	63,672	5

Table 12: Sector-wise Classification of Other Payments in INR



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	1,193,016	2,538,480	1,600,995	1,713,796	30
Conglomerate	1,644,532	2,505,105	2,245,000	2,191,486	10
Consulting	1,300,000	3,190,000	1,960,490	2,077,218	68
E-commerce	1,500,000	2,300,000	1,950,000	1,956,020	35
FMCG/FMCD	1,534,198	3,033,474	2,303,183	2,359,695	45
IT/ITES	1,222,788	2,300,001	1,643,220	1,764,945	14
Others	1,644,532	2,133,900	1,949,996	1,919,428	14
Telecom	1,574,999	1,600,000	1,574,999	1,581,626	7

Table 13: Sector-wise Classification of Maximum Earning Potential Cash Component in INR



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

5.3 Function-wise classification of salary


Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	1,438,200	1,499,207	1,438,200	1,448,368	6
Consulting	1,100,000	2,300,000	1,726,100	1,662,812	64
Finance	1,327,655	1,650,000	1,649,000	1,544,492	7
Information Technology	1,327,655	1,549,122	1,438,388	1,438,388	4
Management Trainee	990,000	2,016,163	1,670,000	1,606,162	98
Marketing/Sales	1,239,198	1,732,258	1,525,899	1,492,799	18
Operations & Supply Chain	1,327,655	1,915,000	1,732,258	1,681,275	25
Research	1,428,000	1,428,000	1,428,000	1,428,000	1

Table 14: Function-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	200,000	200,000	200,000	200,000	5
Consulting	30,000	300,000	250,000	210,857	35
Finance	300,000	600,000	300,000	400,000	3
Information Technology	500,000	535,000	517,500	517,500	2
Management Trainee	50,000	585,000	400,000	345,647	51
Marketing/Sales	100,000	800,000	300,000	289,143	15
Operations & Supply Chain	100,000	800,000	250,000	340,625	16

Table 15: Function-wise Classification of Onetime Cash Payments in INR


For SPJIMR, Mumbai

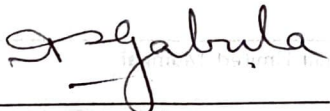

For CRISIL Limited, Mumbai

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	1,499,207	1,638,200	1,638,200	1,615,035	6
Consulting	1,129,936	2,500,000	1,761,604	1,778,125	64
Finance	1,327,655	2,249,000	1,650,000	1,715,921	7
Information Technology	1,327,655	2,084,121	1,688,388	1,697,138	4
Management Trainee	1,151,580	2,601,163	1,779,226	1,786,040	98
Marketing/Sales	1,350,000	2,532,258	1,765,274	1,733,751	18
Operations & Supply Chain	1,327,655	2,532,258	1,850,000	1,899,275	25
Research	1,428,000	1,428,000	1,428,000	1,428,000	1

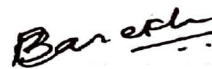
Table 16: Function-wise Classification of Total Guaranteed Cash Payments in INR

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	370,000	370,000	370,000	370,000	5
Consulting	100,000	690,000	200,000	273,796	43
Finance	170,000	247,350	178,097	193,386	4
Information Technology	161,402	181,194	171,289	171,298	4
Management Trainee	80,172	549,000	199,344	227,124	72
Marketing/Sales	145,000	404,400	214,500	230,427	15
Operations & Supply Chain	106,750	247,350	200,000	193,634	10
Research	300,000	300,000	300,000	300,000	1

Table 17: Function-wise Classification of Performance Linked Compensation in INR



For SPJIMR, Mumbai




For CRISIL Limited, Mumbai

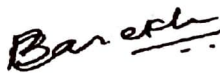
Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	91,800	100,793	180,000	93,299	6
Consulting	21,600	153,396	80,796	95,433	50
Finance	66,150	141,149	107,386	105,518	4
Information Technology	66,150	89,477	77,814	77,814	4
Management Trainee	21,600	419,422	93,669	116,620	71
Marketing/Sales	80,677	275,591	138,683	150,549	13
Operations & Supply Chain	45,600	275,591	88,434	121,569	12
Research	72,000	72,000	72,000	72,000	1

Table 18: Function-wise Classification of Other Payments in INR

Maximum Earning Potential Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytical	1,600,000	2,100,000	2,100,000	2,016,667	6
Consulting	1,222,788	3,190,000	1,927,500	2,036,638	64
Finance	1,574,999	2,637,499	1,758,868	1,886,723	7
Information Technology	1,574,999	2,335,000	1,937,500	1,946,250	4
Management Trainee	1,193,016	3,033,474	2,043,090	2,037,397	98
Marketing/Sales	1,534,198	2,807,849	2,044,787	2,034,503	18
Operations & Supply Chain	1,574,999	2,807,849	1,924,000	2,035,081	25
Research	1,800,000	1,800,000	1,800,000	1,800,000	1

Table 19: Function-wise Classification of Maximum Earning Potential Cash Component in INR


 For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

5.4 Location-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1,250,000	1,915,000	1,376,488	1,604,327	61
Data Not available	1,428,000	2,300,000	1,850,000	1,918,933	18
Delhi/NCR	1,198,422	2,259,858	1,469,097	1,526,188	29
Hyderabad	1,293,264	1,876,164	1,676,496	1,679,844	13
Mumbai	990,000	2,259,858	1,650,000	1,595,911	93
Pune	1,129,936	1,499,207	1,477,609	1,387,485	9

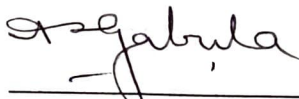
Table 20: Location-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	50,000	535,000	300,000	293,857	35
Data Not available	50,000	300,000	200,000	187,500	12
Delhi/NCR	100,000	600,000	350,000	367,857	14
Hyderabad	100,000	300,000	300,000	275,000	8
Mumbai	30,000	800,000	268,572	312,196	57
Pune	350,000	350,000	350,000	350,000	1

Table 21: Location-wise Classification of Onetime Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1,286,640	2,300,000	1,761,604	1,772,934	61
Data Not available	1,428,000	2,500,000	1,978,200	2,043,933	18
Delhi/NCR	1,198,422	2,409,858	1,620,204	1,703,774	29
Hyderabad	1,593,264	2,168,064	1,876,164	1,849,075	13
Mumbai	1,151,580	2,601,163	1,706,500	1,787,257	93
Pune	1,129,936	1,729,500	1,499,207	1,426,374	9

Table 22: Location-wise Classification of Total Guaranteed Cash Payments in INR



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	82,500	370,000	200,000	218,306	33
Data Not available	300,000	690,000	690,000	562,500	9
Delhi/NCR	145,455	486,200	187,500	206,306	20
Hyderabad	135,000	300,000	197,172	185,560	12
Mumbai	80,172	549,000	202,125	234,551	75
Pune	112,500	404,400	127,273	183,380	5


Table 23: Location-wise Classification of Performance Linked Compensation in INR


Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	21,600	153,396	91,800	105,132	43
Data Not available	53,241	127,150	64,890	71,010	8
Delhi/NCR	21,600	141,149	93,000	96,309	21
Hyderabad	56,736	117,288	81,307	89,098	10
Mumbai	21,600	419,422	95,135	128,886	71
Pune	51,882	100,860	100,793	84,954	8

Table 24: Location-wise Classification of Other Payments in INR

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1,330,000	2,445,000	1,924,000	1,965,143	61
Data Not available	1,800,000	3,190,000	2,043,090	2,356,743	18
Delhi/NCR	1,284,120	3,010,000	1,800,000	1,915,795	29
Hyderabad	1,750,000	2,445,000	2,135,320	2,088,898	13
Mumbai	1,193,016	3,033,474	1,990,490	2,074,808	93
Pune	1,300,000	2,133,900	1,600,000	1,603,767	9

Table 25: Location-wise Classification of Maximum Earning Potential in INR



 For SPJIMR, Mumbai


 For CRISIL Limited, Mumbai

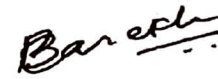
6. Other details

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	75
2	Total Pre-Season Placement offers accepted	75

Table 26: Details regarding Pre- Season Placement Offers



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai