

Ref No: BJ/ED/K.J.SOMAIYA/2024/CH1283
December 26, 2024

To,
The Director,
The Placement Office
K.J. Somaiya Institute of Management
Somaiya Vidyavihar University,
Vidya Vihar East, Mumbai-400077

Re: Placement Audit Report for the Master of Business Administration (MBA RM) Program, 2021-23

Dear Sir,

CRISIL has audited the Placement Report prepared for K.J. Somaiya Institute of Management, Mumbai: final placements of students in the MBA RM batch of 2021-23. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:

1. CRISIL has 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 K.J. Somaiya Institute of Management from the recruiting companies. CRISIL has not independently sourced any information or documentation.
3. CRISIL has verified the information with respect to remuneration, job function and location presented in the report with communication received from recruiters.
 - a. The information has been categorized as best as possible under various salary heads according to IPRS Version 2.2; where break-up was not available, the salary has been considered only as 'Maximum earning potential'.
 - b. Proof of acceptance of the offers is indicated by students signing the offer letter. The acceptance of offer for 37 students out of 64 could not be verified.
4. The number of students opting out of the placement process and students on sabbatical has been established through written communication from the students/recruiting companies.

Thank You,

Best Regards,



Ms. Binaifer F. Jehani
Business Head- CRISIL MI&A - Assessments



SOMAIYA
VIDYAVIHAR UNIVERSITY

K J Somaiya Institute of Management

FINAL PLACEMENT

2021-23

MASTER OF BUSINESS
ADMINISTRATION IN RETAIL
MANAGEMENT (MBA-RM)

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Classification of the Entire Graduate Pool

The graduating class is categorized into three major groups:

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

Table 1: Classification of the Entire Graduate Pool

Categories	Number
1. Sought placement through the institute	64*
2. Did not seek placement through the institute	
2a. Sabbatical	-
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	-
Total who did not seek employment through the institute	-
3. Number unplaced, if any	-
Total Graduates	64

*64 offer letters were available for verification out of the total final placement offers. Among the total final placement offer, 09 were pre-placement offers.



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Key Highlights

MBA-RM Program (2021-23 batch)



**Batch size
(64 students)**



**Highest Salary
(Rs 19.48 lakh)**



**Mean Salary
(Rs 12.01 lakh)**



**Number of
recruiters (31)**



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Sectoral Highlights



- Highest offers were made in Banking, Financial Service and Insurance (BFSI) sector (41%)
- Others include offers from Telecom (07%), Others (05%), Manufacturing (02%), Health (02%), Energy (01%)

Sector-wise classification

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

Table 2: Classification of Placements Based on Sector

Sector	Number of Offers accepted
Banking, Financial Services and Insurance (BFSI)	26
Consulting	09
Consumer goods	07
Energy	01
Health	01
Information Technology (IT)	11
Manufacturing	01
Others	03
Telecom	05
Grand Total	64



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Functional Highlights



- Highest offers received for General Management (33%)

Function-wise classification

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

Table 3: Classification of Placements Based on Function

Function	Number of Offers accepted
Consulting	05
Finance	20
General Management	21
Marketing/Sales	15
Systems/IT	03
Grand Total	64



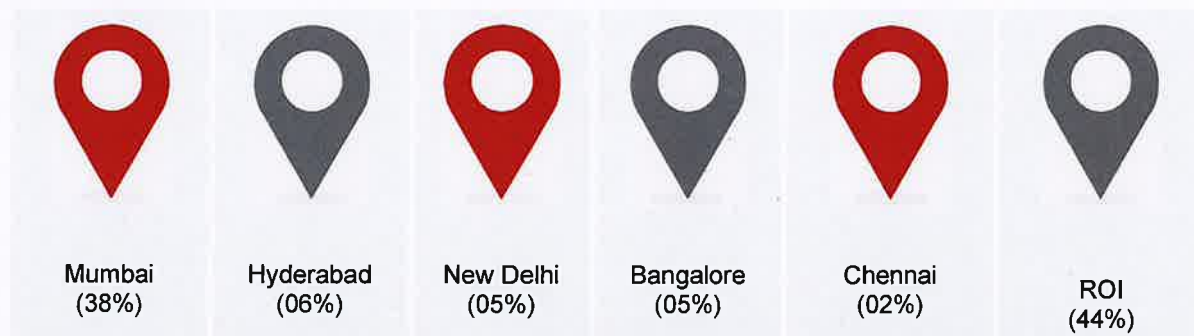
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Location Highlights



- Highest offers received for Mumbai (38%) location.
- Rest of India (44%) includes offers for Chandigarh (02%), Gurugram (06%), Indore (02%), Kochi (02%), Noida (5%), Rajasthan (02%), Surat (02%) and detailed location were not given (23%).
- 25% of letters with location details were not available and have been considered in Rest of India

Location-wise classification

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

Table 4: Classification of Placements Based on Location

Location	Number of Offers accepted
Bangalore	03
Chennai	01
Hyderabad	04
Mumbai	24
New Delhi	04
ROI	28
Grand Total	64



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Salary details

Salary Heads – Domestic (INR)

Table 5: Classification of Salary Components in INR

Salary Head (INR)	Min	Max	Median	Mean	Data
Total Fixed Salary	655104	1412000	914862	916014	64
One time Cash Payments	25000	200000	175000	153949	39
Total Guaranteed Cash Payments	724934	1530000	933319	1009826	64
Performance linked compensation (max)	38908	378000	105000	140639	49
Other payments	21600	347400	69948	83646	64
Maximum Earning Potential (including non-cash, long term, and performance linked components)	842040	1947900	1128395	1201149	64

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.

Table 6: Sector-wise Classification of Fixed Yearly Cash Component in INR

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	655104	1334088	725842	881462	26
Consulting	835800	1123200	925360	979709	9
Consumer goods (FMCG)	753259	1406020	753259	895780	7
Energy	920818	920818	-	-	01
Health	919692	919692	-	-	01
Information Technology (IT)	724934	1412000	864000	914826	11
Manufacturing	934884	934884	-	-	01
Others	954880	1235412	1235412	1141901	03
Telecom	819312	948441	819312	870964	05



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Table 7: Sector-wise Classification of Onetime Cash Payments in INR

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	180000	200000	200000	195789	19
Consulting	25000	175000	150000	135714	07
Consumer goods (FMCG)	100000	100000	100000	100000	02
Energy	-	-	-	-	-
Health	-	-	-	-	-
Information Technology (IT)	50000	150000	118000	104250	08
Manufacturing	-	-	-	-	-
Others	-	-	-	-	-
Telecom	100000	100000	100000	100000	03

Table 8: Sector-wise Classification of Total Guaranteed Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	736580	1355264	915104	1024539	26
Consulting	925360	1273200	1059000	1085264	09
Consumer goods (FMCG)	753259	1506020	753259	924352	07
Energy	920818	920818	-	-	01
Health	919692	919692	-	-	01
Information Technology (IT)	724934	1530000	1010624	990645	11
Manufacturing	934884	934884	-	-	01
Others	954880	1235412	1235412	1141901	03
Telecom	919312	948441	919312	930964	05



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Table 9: Sector-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	105000	300000	105000	123438	16
Consulting	83580	296804	112320	139829	09
Consumer goods (FMCG)	92570	128000	120000	113306	07
Energy	118182	118182	-	-	01
Health	-	-	-	-	-
Information Technology (IT)	38908	378000	144856	167015	08
Manufacturing	50400	50400	-	-	01
Others	100000	100000	100000	100000	02
Telecom	130000	300000	300000	232000	05

Table 10: Sector-wise Classification of Other Payments in INR

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	33600	144736	69948	70711	26
Consulting	21600	93880	66360	59636	09
Consumer goods (FMCG)	47778	81726	47778	60078	07
Energy	90000	90000	-	-	01
Health	61020	61020	-	-	01
Information Technology (IT)	31300	347400	60756	128374	11
Manufacturing	73920	73920			01
Others	42720	51312	51312	48448	03
Telecom	110688	221559	110688	155036	05



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Table 11: Sector-wise Classification of Maximum Earning Potential Cash Component in INR

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	842040	1500000	1090052	1171212	26
Consulting	1111776	1462320	1310600	1284729	09
Consumer goods (FMCG)	921037	1700000	921037	1097735	07
Energy	1129000	1129000	-	-	01
Health	980712	980712	-	-	01
Information Technology (IT)	941410	1947900	1196908	1240484	11
Manufacturing	1059204	1059204	-	-	01
Others	997600	1386724	1386724	1257016	03
Telecom	1300000	1330000	1330000	1318000	05



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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.

Table 12: Function-wise Classification of Fixed Yearly Cash Component in INR

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	930624	1123200	1078404	1058768	05
Finance	655104	1406020	819312	863892	20
General Management	736580	1412000	920818	960878	21
Marketing/Sales	655104	1235412	925703	895036	15
Systems/IT	724934	910032	814248	816405	03

Table 13: Function-wise Classification of Onetime Cash Payments in INR

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	25000	150000	150000	111000	05
Finance	100000	200000	180000	167059	17
General Management	118000	200000	150000	153625	08
Marketing/Sales	100000	200000	200000	182857	07
Systems/IT	50000	50000	50000	50000	02

Table 14: Function-wise Classification of Total Guaranteed Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1010624	1273200	1228404	1169768	05
Finance	855104	1506020	919312	1005892	20
General Management	736580	1530000	956294	1019402	21
Marketing/Sales	808652	1280000	925703	980369	15
Systems/IT	724934	960032	864248	849738	03



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Table 15: Function-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	112320	296804	131160	167861	04
Finance	83580	300000	105000	139064	16
General Management	118182	378000	130000	181937	13
Marketing/Sales	38908	280000	105000	106881	13
Systems/IT	75000	90212	75000	80071	03

Table 16: Function-wise Classification of Other Payments in INR

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	21600	76800	58176	50995	05
Finance	42720	110688	69948	73855	20
General Management	21600	306457	61020	99802	21
Marketing/Sales	39138	347400	69948	84896	15
Systems/IT	60756	126264	64968	83996	03

Table 17: Function-wise Classification of Maximum Earning Potential Cash Component in INR

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1068800	1462320	1400004	1355052	05
Finance	997600	1700000	1111776	1190998	20
General Management	842040	1947900	1300000	1231832	21
Marketing/Sales	1030052	1386724	1100000	1157895	15
Systems/IT	941410	1100000	1000004	1013805	03



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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.

Table 18: Location-wise Classification of Fixed Yearly Cash Component in INR

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	810600	1123200	1100000	1011267	03
Chennai	819312	819312	-	-	01
Hyderabad	724934	1123200	859722	891895	04
Mumbai	715104	1334088	780849.5	852139	24
New Delhi	703104	1100000	1100000	1000776	04
ROI	655104	1412000	933318.5	955348	28

Table 19: Location-wise Classification of Onetime Cash Payments in INR

Onetime Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	150000	180000	165000	165000	02
Chennai	100000	100000	-	-	01
Hyderabad	150000	150000	150000	150000	03
Mumbai	80000	200000	200000	175385	13
New Delhi	180000	200000	180000	185000	04
ROI	25000	200000	134000	131500	16

Table 20: Location-wise Classification of Total Guaranteed Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	810600	1280000	1273200	1121267	03
Chennai	919312	919312	-	-	01
Hyderabad	724934	1273200	1009722	1004395	04
Mumbai	753259	1355264	915104	947139	24
New Delhi	903104	1280000	1280000	1185776	04
ROI		1530000	955587	1030491	28



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Table 21: Location-wise Classification of Performance Linked Compensation in INR

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	38908	112320	75614	75614	02
Chennai	300000	300000	-	-	01
Hyderabad	83580	112320	89288.2	93619	04
Mumbai	92570	300000	105000	129607	17
New Delhi	105000	105000	-	-	01
ROI	50400	378000	119000	156553	24

Table 22: Location-wise Classification of Other Payments in INR

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	52812	347400	76800	159004	03
Chennai	110688	110688	-	-	01
Hyderabad	64200	126264	71580	83406	04
Mumbai	33600	144736	69948	72844	24
New Delhi	52812	69948	52812	57096	04
ROI	21600	306457	65948	87692	28

Table 23: Location-wise Classification of Maximum Earning Potential in INR

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1196908	1462320	1332812	1330680	03
Chennai	1330000	1330000	-	-	01
Hyderabad	941410	1462320	1160974	1181420	04
Mumbai	842040	1500000	1090052	1111788	24
New Delhi	1078052	1332812	1332812	1269122	04
ROI	997600	1947900	1300000	1252371	28



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Other details

Table 24: Details regarding Pre- Season Placement Offers

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	09
2	Total Pre-Season Placement offers accepted	09

Note: Among the total final placement offers, 09 were pre-placement offers. Further, CRISIL has obtained supporting documents for pre-placement offers.



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Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Version 2.2.



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