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भारतीय प्रबंध संस्थान नागपुर

वि.रा.प्रौ.सं. परिसर, दक्षिण अंबाझरी मार्ग, नागपुर-४४००१०

Indian Institute of Management Nagpur

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October 20, 2020

To
The Director,
Indian Institute of Management,
Nagpur

Dear Sir,

Re: Placement Audit Report for Post Graduate Programme in Management (PGP) – Batch 2018-20

We have audited the Placement Report ("the Report") for the final placements of students of Post Graduate Program (PGP) – Batch 2018-20. The Report is the responsibility of Indian Institute of Management Nagpur ("IIMN"). Our responsibility is to validate the information provided in the Report with the relevant documentation and comment on the Report's conformance with the Indian Placement Reporting Standards, Revision 2.1 (IPRS).

In this context, we confirm the following:

1. For the purpose of audit, we have obtained all the information and explanations, which to the best of our knowledge and belief were necessary. In our opinion, the Report complies with the IPRS.
2. The validation of information presented in the Report is based on communication received by IIMN from recruiting companies. We have not independently sourced any information or documentation.



[Handwritten Signature]
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3. We have verified the information with respect to remuneration presented in the Report with communication received from recruiters. Information regarding communication received from individual students has not been used.
 - a. Where the offer letter or other recruiter communication was not available, the Report considers the record as data unavailable. We are unable to verify the status of such students since there is no record.
 - b. The information has been categorized as best as possible under different salary heads as given in the IPRS. Where a breakup was not available, the salary has been considered only as "Maximum Earning Potential"
 - c. Variable pay is considered only in "Maximum Earning Potential" and other long-term benefits are considered in "Guaranteed Cash Component"
4. The number of students opting out of the placement process has been established through written communication from the student who opted out.

For **Sorab S Engineer & Co.**
Firm Registration No. 110417W
Chartered Accountants

Manthan Brahmbhatt

CA. Manthan Brahmbhatt
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IIM Nagpur has completed the Final Placement process for the fourth batch (PGP 2018-20) of its flagship Post Graduate Programme in Management with 100% placement.

The final placement process has witnessed more than fifty recruiters across domain. Companies across various sectors like Consulting, Education, Analytics, IT /ITES, BFSI, Logistics, Automobile, Engineering Services, FMCD, Manufacturing, Pharmaceutical, Power and Real Estate have participated in the process. Apart from all the placed students, there were two students who opted for unconventional route and decided to go for entrepreneurship. Many students have been offered PPOs in various domains.

This year Consulting sector has shown tremendous growth with companies like Deloitte, Mu Sigma, Trianz, Value Labs and Wipro Digital recruiting significant number of talents. Another sector continues to show steady growth is IT/ITES, recruiting some of the best talents from IIM Nagpur with companies like FSS, Infosys, L&T Infotech, HCL, Mphasis, Hexaware, TA Digital Genpact and Tech Mahindra.

Roles in the Sales & Marketing functionality were the most offered during the final placement season. ThyssenKrupp, TVS, Tata Power, Polycab and MahaMetro also made rewarding offer to the students into the engineering sector. Logistics companies like Dropshop and DHL Supply Chain were able to make their presence felt during the placement season.

This season also witnessed healthy participation from the Analytics domain with companies like Tredence Analytics, MuSigma, Merilytics and Invento Robotics making their presence felt at the campus. The BFSI sector had representation from companies Kotak Mahindra Bank, ANZ Bank, Murugappa, TresVista.

In education sector FIITJEE and Aakash Institute participated in the process and recruited the best talent from the campus. The students were also offered roles in diverse management functions such as, Finance, Strategy & Consulting, Operations, Management Trainee and General Management.


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Contents

A.	Placement details as per IPRS.....	2
1.	Classification of the entire placement pool	2
2.	Classification Based on Sectors.....	3
3.	Classification Based on Functions.....	4
4.	Classification Based on Location	5
4.1	Classification based on Locations (Global)	5
4.2	Classification based on Locations within India.....	5
5.	Salary Data	6
5.1	Salary head – Domestic Offers (INR).....	6
5.2	Salary Statistics at purchasing power parity (PPP).....	7
5.3	Classification of salary based on sector – Domestic (INR).....	8
5.4	Classification of salary based on function – Domestic (INR).....	11
5.5	Classification of salary based on location	13



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A. Placement details as per IPRS

The entire batch of 108 students was eligible for sitting in the Final Placements.

1. Classification of the entire placement pool

Categories	Number of students
1. Sought placement through the institute	106
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	2
2e. Returning to / joining family business	0
2f. Sought placement outside the campus placement process	0
2g. Did not seek placements for other reasons	0
Total who did not seek employment through the institute	2
Total graduates	108

Table 1: Classification of entire placement pool



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2. Classification Based on Sectors

Sector	No. of Offers accepted
Analytics	4
Automobile	2
Banking, Financial Services and Insurance (BFSI)	9
Consulting	44
Consumer Care (FMCD)	4
Education	3
Engineering Services	11
Information Technology	14
Logistics	3
Manufacturing	3
Pharmaceuticals	1
Power	4
Real Estate	4
Total	106

Table 2: Classification based on sectors



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3. Classification Based on Functions

Function	No. of offers accepted
Analytics	9
Finance	5
General Management	2
Management Trainee	14
Operations/ Supply Chain	13
Marketing/ Sales	38
Strategy/ Consulting	25
Total	106

Table 3: Classification based on functions



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4. Classification Based on Location

4.1 Classification based on Locations (Global)

Locations	No. of offers accepted
India	106
Rest of Asia	0

Table 4.1: Classification based on Global Locations

4.2 Classification based on Locations within India

Indian Locations	No. of offers accepted
Bengaluru	18
Chennai	11
Gurugram	2
Hyderabad	30
Mumbai	21
Nagpur	5
National Capital Region (NCR)	3
Noida	1
Pune	14
Telangana	1
Total	106

Table 4.2: Classification based on Indian Locations



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5. Salary Data

Note: The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified

5.1 Salary head – Domestic Offers (INR)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	2,70,000	40,00,000	4,50,000	6,44,489	106
B. Additional guaranteed cash components	2,14,579	10,75,312	6,38,780	6,51,882	78
C. One-time Cash Payments	15,000	6,00,000	1,20,000	1,58,148	27
D. Total guaranteed cash payments	6,85,440	40,00,000	10,99,926	11,64,459	106
E. Maximum Earning Potential (including performance linked components)	7,00,000	40,00,000	12,80,565	13,06,815	106

Table 5.1: Classification of salary heads - domestic



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5.2 Salary Statistics at purchasing power parity (PPP)

Salary in USD at PPP*	Min	Max	Median	Mean	Data
INR Salary (Total guaranteed cash component)	\$32,332	\$1,88,679	\$51,883	\$54,927	106
Non-INR Salary (Total guaranteed cash component)	-	-	-	-	-
Overall Salaries (Total guaranteed cash component)	\$32,332	\$1,88,679	\$51,883	\$54, 927	106
INR Salary (Maximum Earning Potential)	\$33,109	\$1,88,679	\$60,404	\$61,642	106
Non-INR Salary (Maximum Earning Potential)	-	-	-	-	-
Overall Salaries (Maximum Earning Potential)	\$33,109	\$1,88,679	\$60,404	\$61,642	106

*Note: As per the PPP conversion rate for 2019 for all the available currencies from the World Development Indicators (WDI) database of the World Bank.

Source: <http://wdi.worldbank.org/table/4.16>



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5.3 Classification of salary based on sector – Domestic (INR)

Base Salary					
Sectors	Min	Max	Median	Mean	Data
Analytics	3,91,356	8,00,000	4,95,360	5,45,519	4
Automobile	3,00,000	3,00,000	3,00,000	3,00,000	2
Banking, Financial Services and Insurance (BFSI)	3,91,356	5,10,000	4,75,000	4,48,484	9
Consulting	2,70,000	12,00,000	4,20,000	4,81,143	44
Consumer Care (FMCD)	8,20,000	14,01,276	8,20,000	9,65,319	4
Education	3,06,000	40,00,000	40,00,000	27,68,667	3
Engineering Services	4,50,000	16,50,000	4,50,000	7,14,545	11
Information Technology	2,88,000	16,00,000	3,89,594	5,90,361	14
Logistics	3,86,920	7,00,000	3,86,920	4,91,280	3
Manufacturing	5,31,000	9,00,000	9,00,000	7,77,000	3
Pharmaceuticals	8,50,000	8,50,000	8,50,000	8,50,000	1
Power	9,50,000	9,50,000	9,50,000	9,50,000	4
Real Estate	5,60,000	14,20,000	8,00,000	8,95,000	4

Table 5.3.1: Classification of base salary based on sector – Domestic

Additional Guaranteed Cash Components					
Sectors	Min	Max	Median	Mean	Data
Analytics	5,87,040	7,53,040	7,53,040	6,97,707	3
Automobile	6,49,008	6,49,008	6,49,008	6,49,008	2
Banking, Financial Services and Insurance (BFSI)	4,18,000	10,39,312	5,87,040	6,11,802	9
Consulting	2,14,579	9,37,500	6,60,000	6,74,970	39
Education	3,55,284	3,55,284	3,55,284	3,55,284	1
Engineering Services	3,68,400	7,88,616	7,70,760	6,96,731	9
Information Technology	3,75,000	10,75,312	5,18,400	6,29,610	11
Logistics	4,06,966	4,06,966	4,06,966	4,06,966	2
Manufacturing	4,41,738	4,41,738	4,41,738	4,41,738	1
Real Estate	8,18,396	8,18,396	8,18,396	8,18,396	1

Table 5.3.2: Classification of Additional Guaranteed Cash Component based on sector – Domestic



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One Time Cash Payments					
Sectors	Min	Max	Median	Mean	Data
Analytics	15,000	1,00,000	15,000	43,333	3
Automobile	6,00,000	6,00,000	6,00,000	6,00,000	2
Banking, Financial Services and Insurance (BFSI)	2,00,000	2,00,000	2,00,000	2,00,000	2
Consulting	1,00,000	2,50,000	1,50,000	1,42,143	14
Education	1,00,000	1,00,000	1,00,000	1,00,000	1
Information Technology	50,000	1,00,000	1,00,000	90,000	5

Table 5.3.3: Classification of One-time Cash Payments based on sector – Domestic

Maximum Earning potentials					
Sectors	Min	Max	Median	Mean	Data
Analytics	10,00,000	14,48,815	13,24,406	12,74,407	4
Automobile	16,00,000	16,00,000	16,00,000	16,00,000	2
Banking, Financial Services and Insurance (BFSI)	9,50,000	18,50,000	12,00,000	12,60,711	9
Consulting	9,00,000	15,00,000	12,61,129	12,66,810	44
Consumer Care (FMCD)	9,00,000	14,01,276	9,00,000	10,25,319	4
Education	8,00,000	40,00,000	40,00,000	29,33,336	3
Engineering Services	13,50,000	16,50,000	15,00,273	14,91,059	11
Information Technology	8,00,000	20,00,000	9,97,116	12,54,693	14
Logistics	7,00,000	9,50,000	9,50,000	8,66,667	3
Manufacturing	12,00,000	15,00,000	15,00,000	14,00,000	3
Pharmaceuticals	8,50,000	8,50,000	8,50,000	8,50,000	1
Power	9,50,000	9,50,000	9,50,000	9,50,000	4
Real Estate	10,00,000	14,20,000	12,00,000	12,05,000	4

Table 5.3.4: Classification of Maximum Earning Potentials based on sector – Domestic



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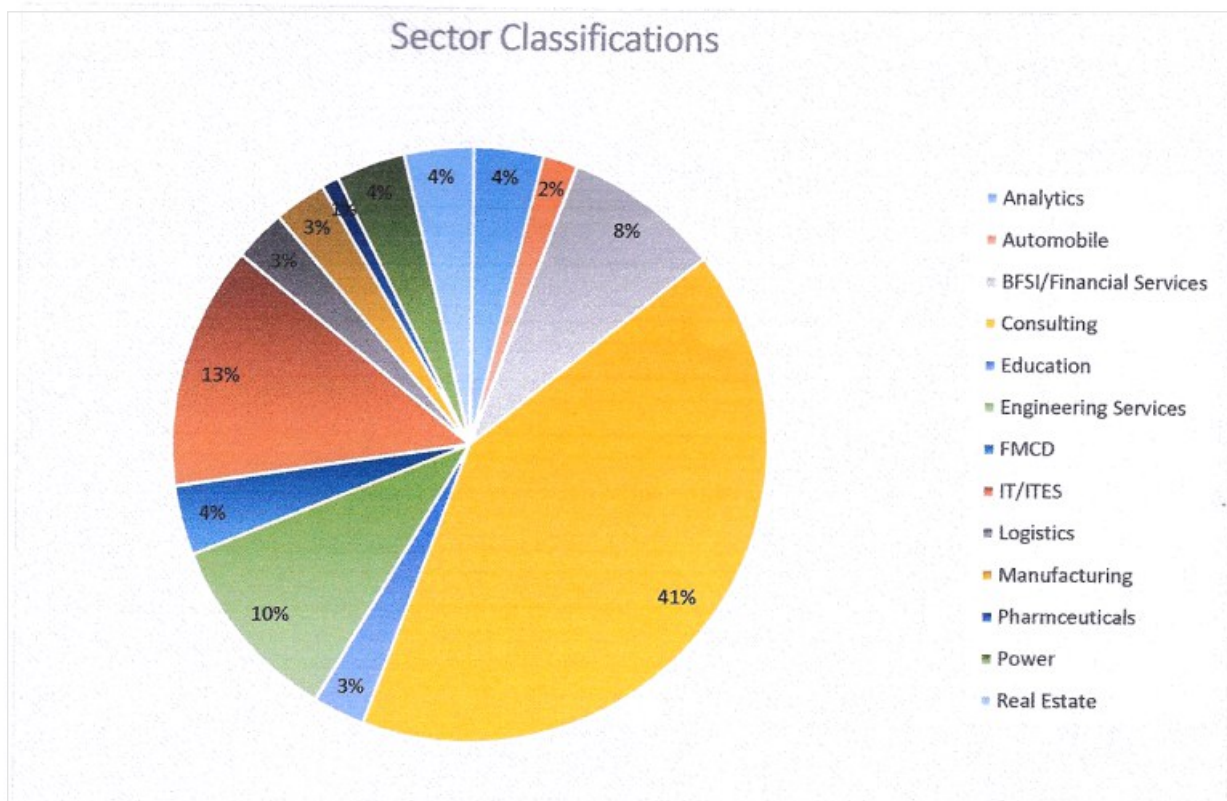
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Graphical representation of Sectors



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5.4 Classification of salary based on function – Domestic (INR)

Base Salary					
Function	Min	Max	Median	Mean	Data
Analytics	2,70,000	10,00,000	4,95,360	5,34,131	9
Finance	4,75,000	8,00,000	4,80,000	5,43,000	5
General Management	6,34,500	8,85,272	7,59,886	7,59,886	2
Management Trainee	3,00,000	14,01,276	6,03,000	6,61,533	14
Operations/ Supply Chain	3,86,920	5,60,000	4,40,000	4,50,048	13
Marketing/ Sales	2,75,000	40,00,000	4,95,000	8,25,871	38
Strategy/ Consulting	2,88,000	16,50,000	4,20,000	5,11,149	25

Table 5.4.1: Classification of base salary based on function – Domestic

Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
Analytics	4,98,600	7,53,040	6,79,650	6,49,550	7
Finance	4,18,000	10,39,312	6,62,400	6,95,528	4
General Management	2,14,579	8,65,500	5,40,000	5,40,000	2
Management Trainee	3,79,176	6,51,550	6,03,900	5,63,896	9
Operations/ Supply Chain	4,06,966	8,18,396	6,28,375	6,38,309	13
Marketing/ Sales	3,55,284	10,75,312	6,36,780	6,43,887	21
Strategy/ Consulting	3,97,440	9,37,500	7,24,800	7,06,503	22

Table 5.4.2: Classification of Additional Guaranteed Cash Component based on function – Domestic

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
Analytics	15,000	2,50,000	1,00,000	96,000	5
Finance	1,00,000	1,00,000	1,00,000	1,00,000	1
Management Trainee	1,10,000	1,10,000	1,10,000	1,10,000	2
Marketing/ Sales	50,000	6,00,000	1,00,000	2,15,000	10
Strategy/ Consulting	1,20,000	1,50,000	1,50,000	1,46,667	9

Table 5.4.3: Classification of One-time Cash Payments based on function – Domestic



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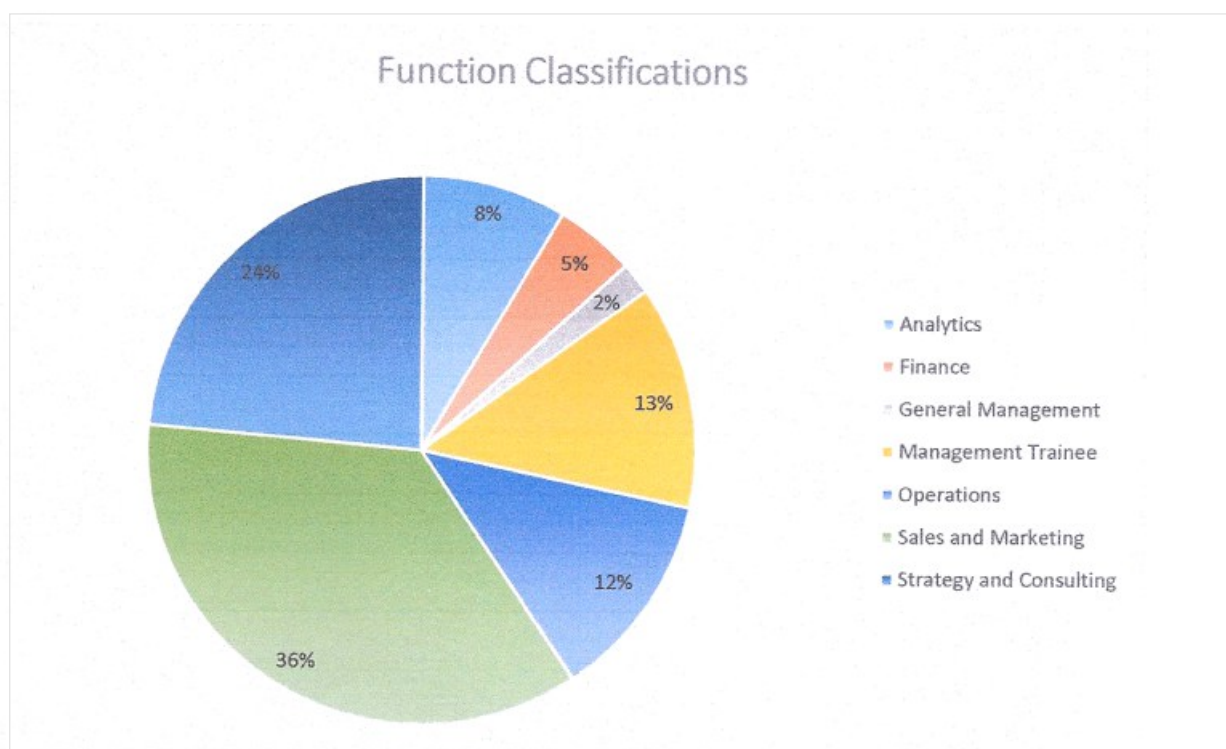
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Maximum Earning potentials					
Function	Min	Max	Median	Mean	Data
Analytics	9,00,000	15,00,000	12,50,000	12,60,847	9
Finance	9,50,000	18,50,000	13,20,000	12,88,000	5
General Management	12,03,970	15,00,000	13,51,985	13,51,985	2
Management Trainee	8,00,000	14,01,276	11,00,000	11,07,696	14
Operations/ Supply Chain	9,50,000	15,00,277	13,11,129	13,00,519	13
Marketing/ Sales	7,00,000	40,00,000	12,00,000	13,98,481	38
Strategy/ Consulting	8,21,136	16,50,000	14,70,000	12,98,961	25

Table 5.4.4: Classification of Maximum Earning potentials based on function – Domestic



Graphical representation of Functions



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5.5 Classification of salary based on location

5.5.1 Global Locations

Base Salary					
Location	Min	Max	Median	Mean	Data
India (INR)	2,70,000	40,00,000	4,50,000	6,44,489	106
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.1: Classification of base salary

Additional Guaranteed Cash Components					
Location	Min	Max	Median	Mean	Data
India (INR)	2,14,579	10,75,312	6,36,780	6,51,882	78
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.2: Classification of Additional Guaranteed Cash Component

One Time Cash Payments					
Location	Min	Max	Median	Mean	Data
India (INR)	15,000	6,00,000	1,20,000	1,58,148	27
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.3: Classification of One-time Cash Payments

Maximum Earning Potentials					
Location	Min	Max	Median	Mean	Data
India (INR)	7,00,000	40,00,000	12,80,565	13,06,815	106
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.4: Classification of Maximum Earning Potentials



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भारतीय प्रबंध संस्थान नागपुर

वि.रा.प्रौ.सं. परिसर, दक्षिण अंबाझरी मार्ग, नागपुर-४४००१०

Indian Institute of Management Nagpur

VNIT Campus, South Ambazari Road, Nagpur- 440010

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5.5.2 Indian Locations (in INR)

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	2,70,000	12,00,000	4,37,504	5,06,082	18
Chennai	3,00,000	16,00,000	3,30,000	6,84,805	11
Gurugram	4,80,000	4,80,000	4,80,000	4,80,000	2
Hyderabad	3,24,000	14,01,276	4,40,000	4,83,848	30
Mumbai	3,75,000	14,20,000	4,80,000	6,45,391	21
Nagpur	6,90,000	16,50,000	8,20,000	9,60,000	5
National Capital Region (NCR)	3,06,000	40,00,000	40,00,000	27,68,667	3
Noida	6,34,500	6,34,500	6,34,500	6,34,500	1
Pune	2,90,700	16,50,000	4,50,000	6,15,457	14
Telangana	2,88,000	2,88,000	2,88,000	2,88,000	1

Table 5.5.2.1: Classification of base salary within India

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	3,68,400	7,53,040	6,36,780	6,09,448	14
Chennai	5,49,000	6,49,000	6,03,900	6,09,786	6
Gurugram	6,62,400	6,62,400	6,62,400	6,62,400	2
Hyderabad	2,14,579	10,75,312	6,68,580	7,13,114	29
Mumbai	3,75,000	10,39,312	5,59,900	5,63,495	14
National Capital Region (NCR)	3,55,284	3,55,284	3,55,284	3,55,284	1
Noida	8,65,500	8,65,500	8,65,500	8,65,500	1
Pune	4,92,948	8,18,396	7,70,760	7,14,358	10
Telangana	3,97,440	3,97,440	3,97,440	3,97,440	1

Table 5.5.2.2: Classification of Additional Guaranteed Cash Component within India



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One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	15,000	1,00,000	15,000	43,333	3
Chennai	1,00,000	6,00,000	1,10,000	2,70,000	6
Hyderabad	1,00,000	1,50,000	1,50,000	1,36,364	11
Mumbai	50,000	2,00,000	1,50,000	1,37,500	4
Nagpur	1,20,000	1,20,000	1,20,000	1,20,000	1
National Capital Region (NCR)	1,00,000	1,00,000	1,00,000	1,00,000	1
Pune	2,50,000	2,50,000	2,50,000	2,50,000	1

Table 5.5.2.3: Classification of One-time Cash Payments within India

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	7,00,000	15,00,000	12,00,000	12,14,827	18
Chennai	10,00,000	16,00,000	11,00,000	12,36,365	11
Gurugram	13,20,000	13,20,000	13,20,000	13,20,000	2
Hyderabad	9,00,000	20,00,000	13,80,640	13,93,794	30
Mumbai	8,00,000	18,50,000	11,00,000	11,29,641	21
Nagpur	9,00,000	16,50,000	9,00,000	10,50,000	5
National Capital Region (NCR)	8,00,000	40,00,000	40,00,000	29,33,336	3
Noida	15,00,000	15,00,000	15,00,000	15,00,000	1
Pune	9,25,000	16,50,000	14,50,137	13,22,000	14
Telangana	8,21,136	8,21,136	8,21,136	8,21,136	1

Table 5.5.2.4: Classification of Maximum Earning Potentials within India



IIM In-charge, Placement Office
NAGPUR Indian Institute of Management
Nagpur.



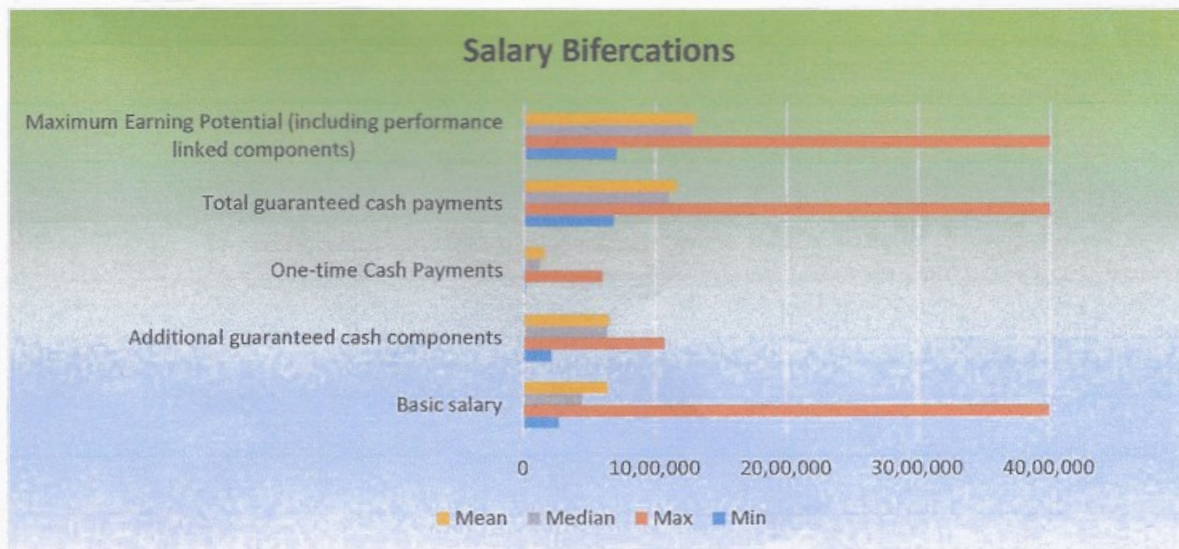
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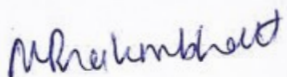
6. Compliance Statement

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

The instances where the report deviates from standards and the reasons for them are mentioned below:

Deviation from the standards	Reason
-	-

For **Sorab S Engineer & Co.**
Firm Registration No. 110417W
Chartered Accountants


CA. Manthan Brahmbhatt
Partner
Membership No. 163536
UDIN: 20163536AAAA

Ahmedabad
October 20, 2020



For **Indian Institute of Management- Nagpur**


Authorized Person
In-charge, Placement Office
IIM NAGPUR Indian Institute of Management, Nagpur