



GOA INSTITUTE OF MANAGEMENT

“Next Marking” Management Education

PLACEMENT REPORT
2019-2020

FOREWORD

For 26 years now, GIM has consistently been at the forefront of industry excellence, nourishing student communities to bear the torch of conscious leadership. The bar is raised time and again with 2019 seeing a phenomenal growth not just in terms of average salaries but a hearty expansion of our portfolio of recruiters. The unique qualities that the students of the institute have to offer has attracted organizations across a multitude of sectors.

Over 70 industry leaders and pioneers made a total of 256 offers to an enthusiastic and talented pool of 240 students. The institute witnessed the likes of Gartner India, A.O. Smith, AbInBev, Reliance Industries Limited, Saint Gobain, BMW Motorrad India, Mondelez India, Signify, GEP, Ernst & Young, Asian Paints, JPMorgan Chase & Co., Barclays, ITC, Deloitte, Thoughtworks, Godrej & Boyce and Crompton Greaves among many others forge lasting relationships with us thereby enabling our leaders of tomorrow to learn from and with the best.

We are immensely grateful to our family of recruiters who have always placed faith in the collective qualities and value additions that students from GIM bring with them. The year saw an increase of 12% in the average salary to 11.72 LPA over the previous year. It was also accompanied by a significant increase of 11% in the median salary to 11.40 LPA. Despite economic hurdles, boosts in these metrics along with trust of our recruiting partners will continue into the coming years.



DIRECTOR'S NOTE

The declining trends of the economy in 2019 did not deter organizations from scooping talent from GIM. I sincerely thank the recruiters for placing their faith in the human capital that GIM has to offer. The increase in median and average salaries offered in the context of our current economy, stands testimony to this. As always, our stronghold of successful alumni extended their never-ending support through business connects and live project opportunities at their organizations and I am grateful for them. There is only success going forward and I am sure the students are capable of scaling greater heights.



Placement Chair's Note

PLACEMENT CHAIR'S NOTE

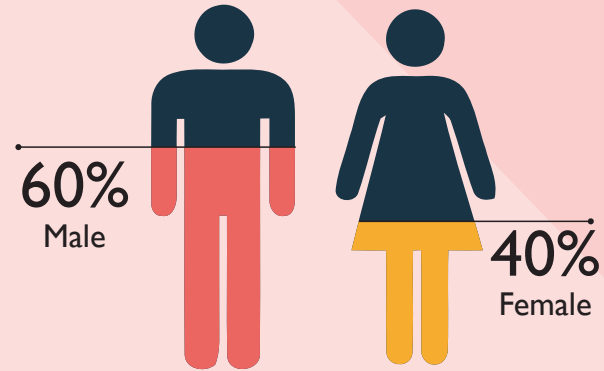
The consistent and positive trend over the last few years is indicative of the confidence of the industry on the talent quality at GIM. The recruiters have been offering diverse/upskilled profiles over the years, as they come back every season deepening their relationship with GIM. We express our gratitude 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.

BATCH DEMOGRAPHICS

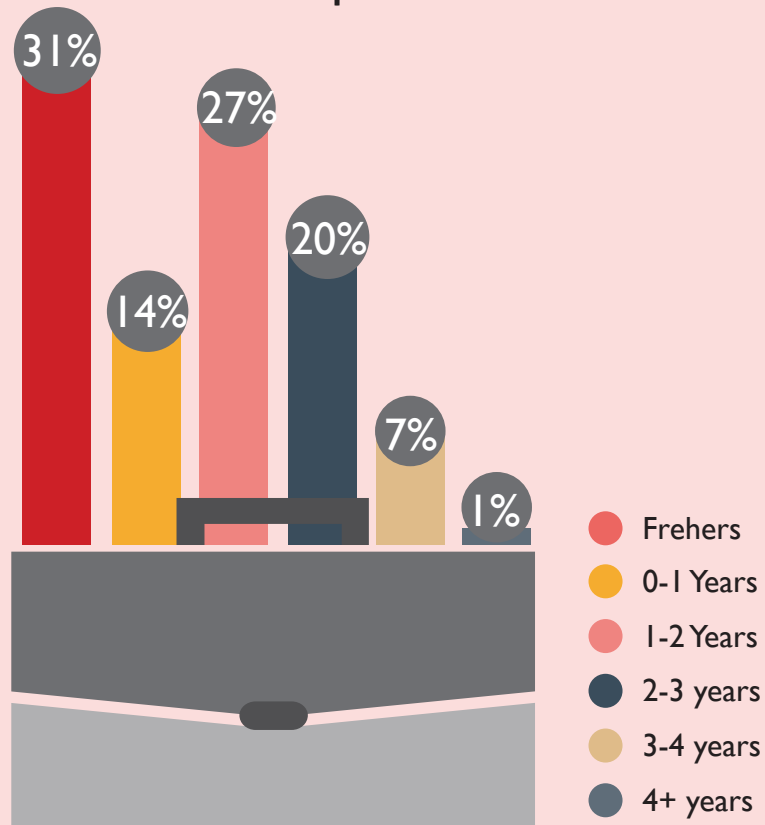
244

Total Number of Students

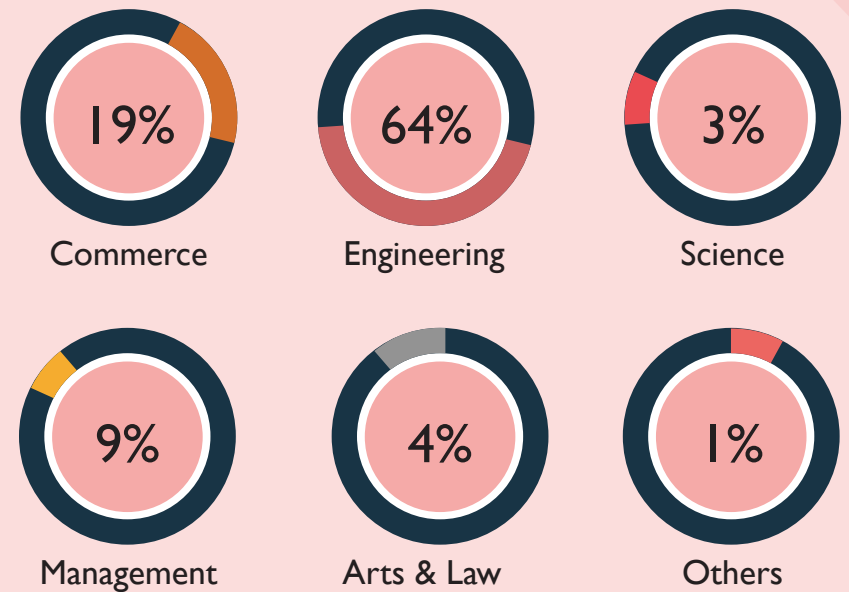
Gender Ratio



Work Experience

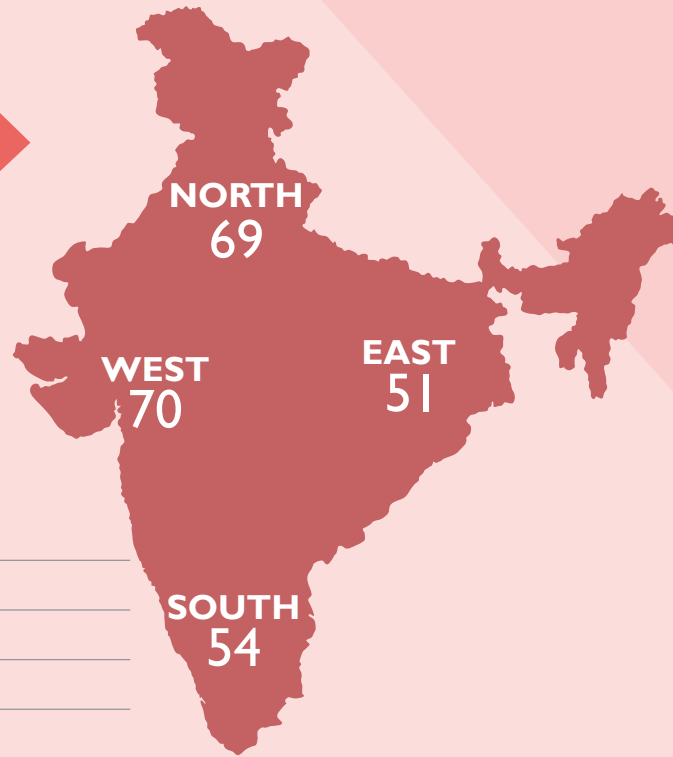


Academic Background

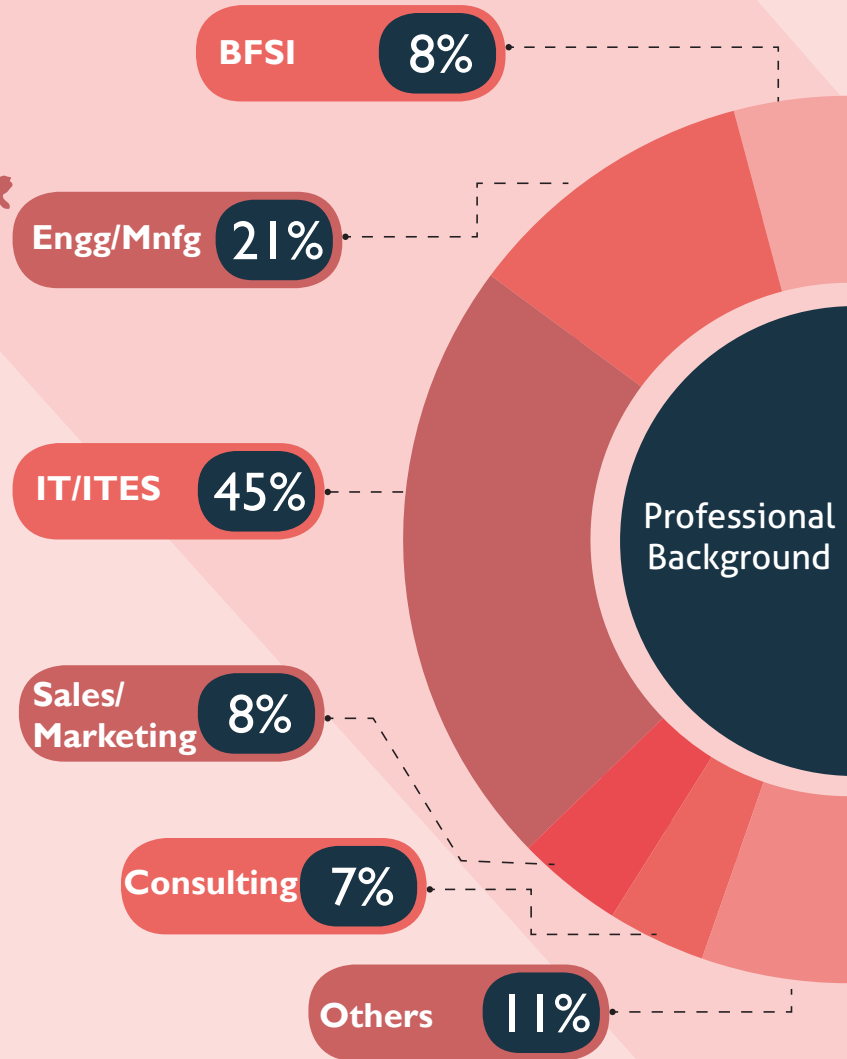
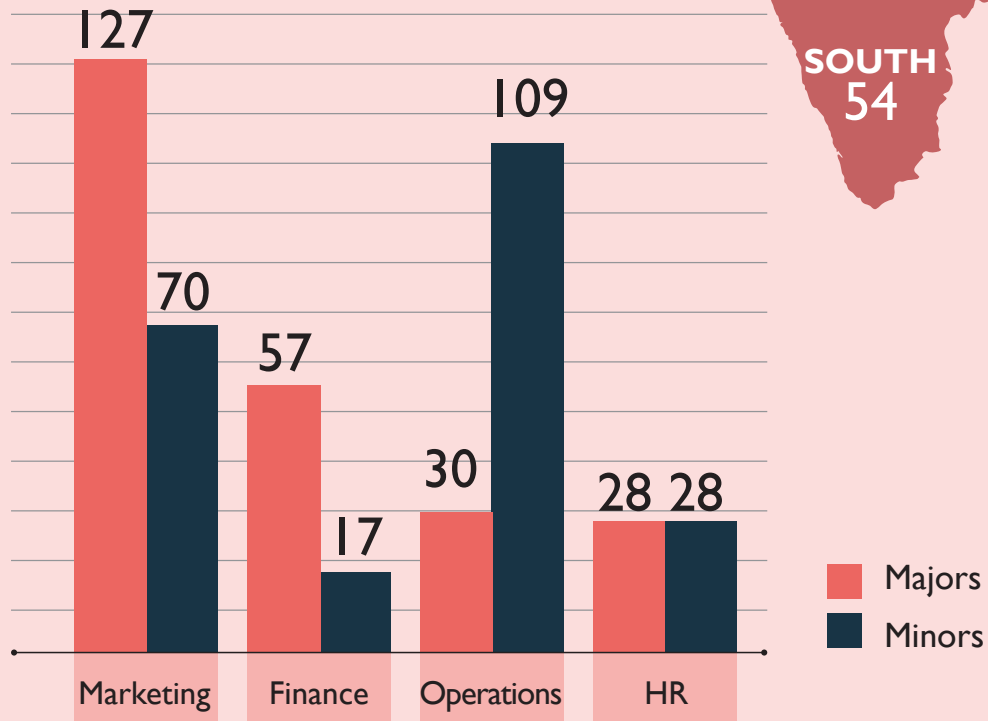


BATCH DEMOGRAPHICS

Zone-Wise Diversity



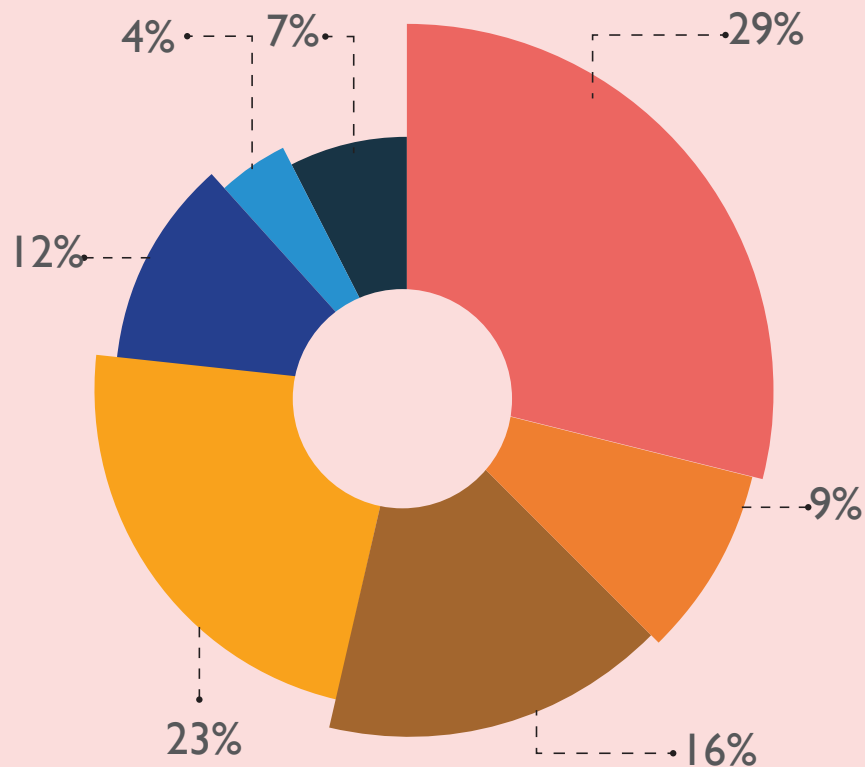
Specialization



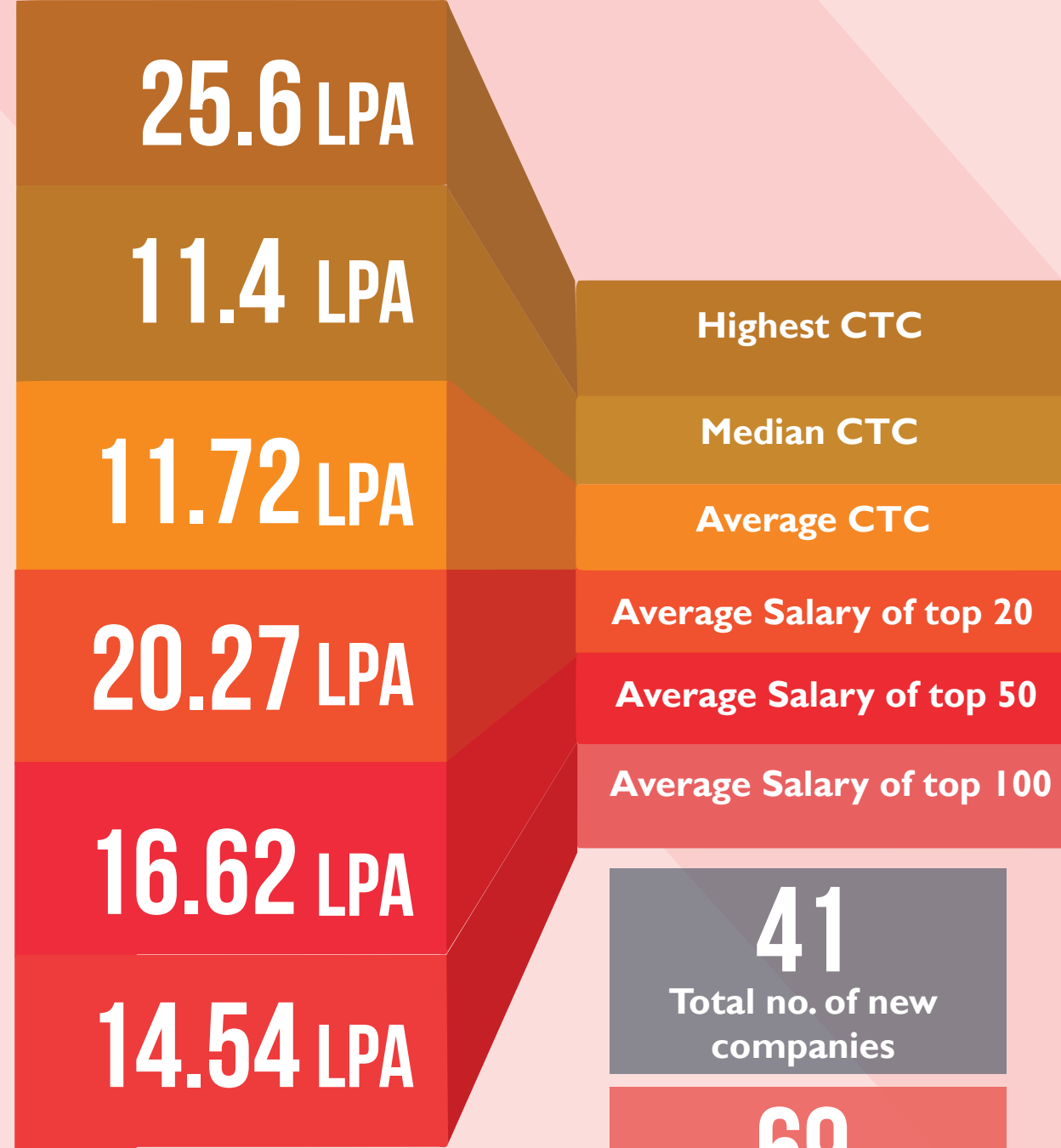
PLACEMENT HIGHLIGHTS

2019-20

Sector-Wise Distribution



- BFSI
- Consulting
- FMCG/FMCD
- IT/ITES
- Manufacturing/Logistics
- Market Research/Digital Marketing
- Others



* All salaries in INR

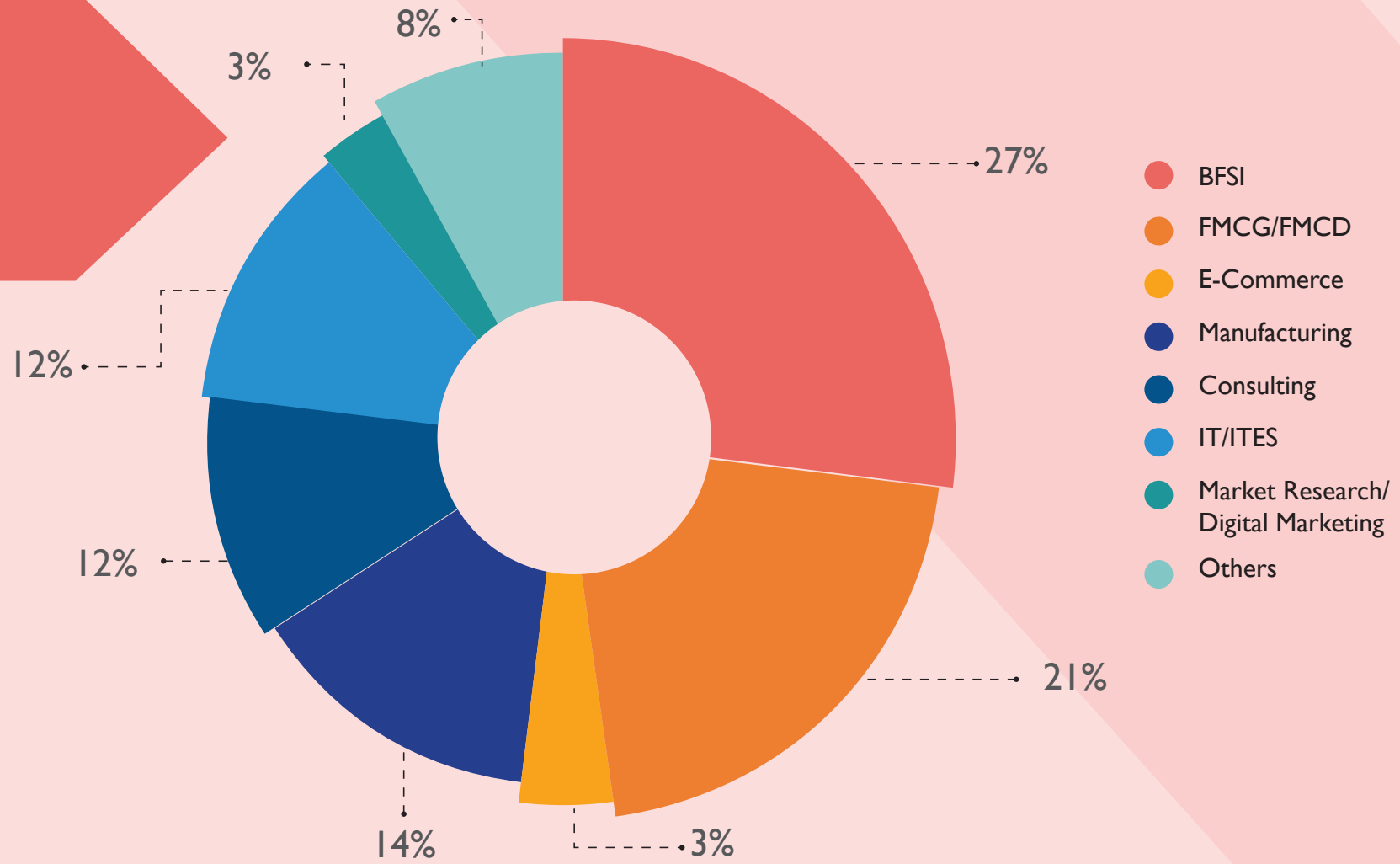
- Highest CTC
- Median CTC
- Average CTC
- Average Salary of top 20
- Average Salary of top 50
- Average Salary of top 100

41
Total no. of new companies

69
Total no. of companies

SUMMERS 2019-20

Sector-Wise Distribution



2,00,000

Highest Stipend

70,000

Average Stipend

60,000

Median Stipend

* All salaries in INR



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 among others. The electives taught through a combination of guest lectures, industry leader interactions and case study analyses 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.

11.70
LPA

Average
CTC

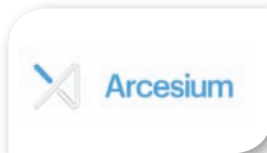
24
LPA

Highest
CTC



Finance

The specialisation at GIM is a springboard to careers in financial services, corporate finance and international banking. The general management curriculum combined with the case method hands out an immersive learning experience to the students. 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.



11.87
LPA

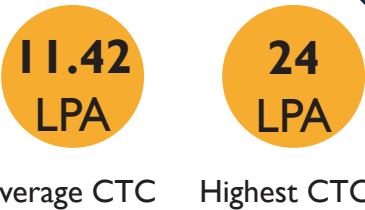
Average CTC

25.6
LPA

Highest CTC

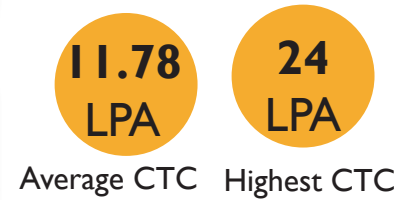
Human Resources

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.



ITES/Operations

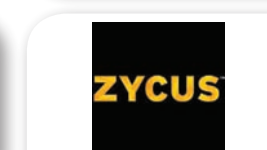
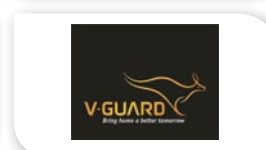
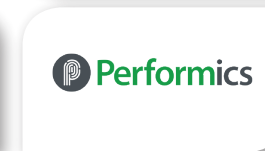
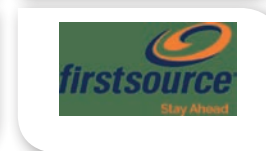
Information Technology and Operations Management are two tightly integrated functional areas in all manufacturing and service firms. This cross-functional specialisation is designed to satisfy the need in the industry for MBA certified candidates with in-depth training in both functions. This course 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



PROMISES KEPT



NEW RELATIONSHIPS



COMPETITION HIGHLIGHTS

<p>HUL The Premier League</p>  <p>Hindustan Unilever Limited National Finalist</p>	<p>L'oreal Brandstorm</p>  <p>Regional Finalists</p>	<p>MTV LinkedIn Get a Job Season 5</p>  <p>National Finalist</p>	<p>Ab Inbev Hackathon- Chasing Procurement Excellence</p>  <p>National Finalist</p>	<p>Blueprint</p>  <p>Offered PPI to Campus Winners</p>	
<p>HUL Big Brand Theory</p>  <p>Hindustan Unilever Limited National Finalist</p>	<p>The Ultimate Pitch 3.0</p>  <p>Reliance Industries Limited Campus Finalist</p>	<p>DCB Top Recruit Challenge</p>  <p>National Finalist</p>	<p>TATA Crucibles</p>  <p>Goa Round Finalist</p>		
<p>Hero Campus Challenge Season 4</p>  <p>Regionals</p>	<p>MindRover Season Season 7</p>  <p>Regionals</p>	<p>Titan Elevate</p>  <p>Campus winners</p>	<p>Credit Research Challenge</p>  <p>National Finalist</p>	<p>GEP GAMEPLAN</p>  <p>Insight Drives Innovation National Finalist</p>	<p>TRANSFORMATION SERIES</p>  <p>Campus Ace Winners</p>
<p>Debate for good</p>  <p>asianpaints 1st Position & 2nd Position</p>	<p>Wipro Earthian Sustainability Quiz</p>  <p>3rd Position</p>	<p>J&J Quest</p>  <p>Regional Winner</p>	<p>Avery Dennison Campus Corporate Challenge</p>  <p>National Finalist</p>	<p>Niine Path Breaker's Challenge</p>  <p>West Regional Finalist</p>	<p>Mark Case</p>  <p>3rd Position</p>
<p>Future Generali Get Set Go</p>  <p>Campus Winners</p>	<p>HUL Speed Mentoring Programme</p>  <p>Hindustan Unilever Limited 1st Position</p>	<p>VGuard Big Idea</p>  <p>2nd Position</p>	<p>Renew Power</p>  <p>National Finalist</p>	<p>PCBL Challengers - Season 2</p>  <p>Phillips Carbon Black Limited National Finalist</p>	

PLACEMENT COORDINATORS 2020-21

Chairperson

Prof D.N.Venkatesh
venkateshdn@gim.ac.in

Secretary

Suraksha Hadfadkar
placement@gim.ac.in



Dipankana Rakshit
+91 9594393142



Jhila Dutta
+91 8617799136



Jaimin Brahmbhatt
+91 7048422669



Mansi Kathuria
+91 9816927984



Prakhar Pathak
+91 9137281383



Pranay Singh
+91 8237321145



Rohit Porwal
+91 9131396328



Swetha Sundararajan
+91 9790149399

Email: placement@gim.ac.in

Goa Institute of Management,
Poriem, Sattari, Goa 403505. Tel: 0832-2366705