



INDIAN INSTITUTE OF MANAGEMENT AHMEDABAD

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Final Placements 2008 – PGP General, IIM Ahmedabad (Ahmedabad, March 11, 2008)

Dispelling all anxieties and rumors about reduced hiring due to the subprime crises and the worldwide economic slowdown, the Indian Institute of Management Ahmedabad successfully conducted its final placement process from 6th March to 11th March, 2008. The process, which saw participation by over 90 firms, reaffirmed the status of the institute as the premier destination for recruiters in India. A significant portion of the batch (more than 65% or 161 students) had been placed or had opted out by the end of the much coveted Slot Zero of placements, which saw the participation of as many as 25 firms. Refer to **Table 1** for the batch profile of the IIMA batch of 2008, and to **Table 2** for sector-wise distribution of jobs accepted by students. **Table 3** illustrates the geographical distribution of jobs accepted by students. Even though the geographical distribution of offers extended by the firms remains the same, students have shown a distinctive trend to work in the emerging market economies in the Asia-Pacific region.

Global investment banks maintain faith in IIM Ahmedabad

Despite the grim situation in international financial markets, a total of 113 students out of a

batch of 255 will be joining the financial sector this year. At a time when many banks have imposed 'hiring freezes' on their international recruitments, students at IIM A have been preferred over students from other business schools across the world. The major banks to recruit students of the batch of 2008 include Goldman Sachs, Lehman Brothers, Morgan Stanley, JP Morgan, Merrill Lynch, Deutsche Bank, Barclays among others.

In addition to this, 12 students have opted for jobs in private equity which is significantly more than in previous years. Among the private equity players, Greater Pacific Capital and Carlyle Group chose to recruit solely from IIM A. Credit Suisse also recruited exclusively for final placements 2008.

Consulting firms dominate slot zero

In a break from the past, the much coveted slot zero saw consulting firms emerge as the most preferred destination for students. For a first time, many of the coveted slot 0 consulting firms offered international positions across USA and Europe. Consulting majors Monitor Group and Oliver Wyman made their first appearance at the process and had respectively 9 and 5 acceptances. Monitor Group recruited exclusively from IIMA across all business schools in Asia. "We are extremely happy with the quality of students and hope to build this relation going forward", said a recruiter from Oliver Wyman. Other long-time recruiters such as McKinsey (13 acceptances), BCG (8 acceptances) and Bain (7 acceptances) were among the major consulting firms participating in the process. A total of 41 offers were made by slot 0 consulting firms at the final placements itself.

Growing preference for Indian firms and locations

The increasing preference for Indian firms and locations is another major trend that comes out of the placement process. Many students opted for India as a location and preferred roles in India over associate offers in prominent investment banks abroad. Furthermore, the increasingly attractive roles and packages offered by Indian firms have led to a larger number of students opting for Indian companies over MNC's offering comparable salaries and roles.

Diane Gabriel, a French student doing a dual degree program from ESSEC Business School and IIM Ahmedabad would be joining BCG in India. As she puts it, “My main motivation behind choosing this program was that I could get a chance to work in India. This is where the growth is and I wanted to be part of that growth.”

Growing Diversity

What has made these placements truly remarkable is the diversity of the firms on all days of the event – even the Slot 0 offers span across sectors. Although the top investment banks and consulting firms continue to have the highest number of acceptances, the student community got a much more diverse pool of firms and roles to choose from. Sectors such as real estate, media, hedge funds, industrial marketing, among others made a debut on campus this year.

Faster, Higher, Stronger

Given the adverse market conditions, the salaries offered to IIM A students this year have exceeded all expectations. The average domestic salary amongst the accepted offers this year is Rs. 17.85 lakhs, a stunning 30% jump from last years’ average figure of Rs. 13.7 lakhs. The average international salary is \$ 1,19,000, which again is a significant jump from previous years.

The highest international acceptances ranged from \$ 280,000 to \$ 360,000 depending on minimum and average bonuses. The highest domestic acceptance was in the range of Rs. 50 lakhs to Rs. 70 lakhs.

Lateral Placements 2008

The lateral placement process conducted in the months of January and February 2008 was unprecedented both in terms of scale and diversity. The significant amount of prior work experience of the batch of 2006-08 led to an increase in the number of students eligible for lateral placements from 89 last year to 112 this year. With this increase, even the number of firms participating in the process shot up to 37. These firms made a total of 103 offers in the process. The average salary for the laterals process as a whole saw an increase from Rs. 16.2 lakhs last year to Rs. 18.3 lakhs this year. Many big names in fields such as consulting, private equity, general management and banking participated in the process, and some of them recruited exclusively from IIM-A.

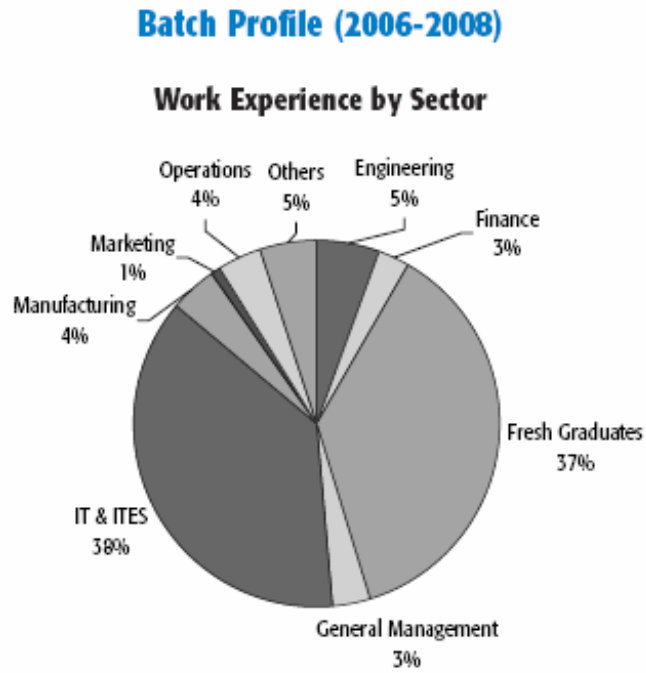
Sectors such as private equity, niche consulting, technology and logistics made a debut at this process. The growing number of firms on campus offering diverse roles, greater job responsibilities and higher compensation packages, at a time when the global job market is in a downturn, stands testament to the quality and diversity of the talent at IIM-A.

The Entrepreneurship Saga Continues

With as many as eleven talented young people opting out of the placement system to start their own ventures, the trend of taking this less traveled road has grown stronger. These students have plans to start their ventures in areas as diverse as logistics, manufacturing, advertising, finance and agro-processing in addition to information technology. There are many factors driving these young entrepreneurs: a larger appetite for risk, the thrill of controlling their own destiny and the promise of great success. IIM Ahmedabad is also playing a part in promoting this trend; the institute recently came up with the policy of a 'placement holiday', which allows graduating students who choose entrepreneurship as a career option to sit for the institutes' placement process for two years after passing out from the institute. However, so far not a single person has availed of this policy, which is testament to the quality of ventures started by students passing out. Dushyant Mullur, who plans a venture in the Services Domain, says, "The culture is wonderfully supportive in terms of encouraging entrepreneurship. Be it professors, peers or the institute, support is

one thing certainly not lacking.” Siddharth Jaiswal adds, “I feel the biggest learning for me at IIMA has been to think BIG.”

Table 1: Batch Profile – Work Experience



Summer Internship by Sector

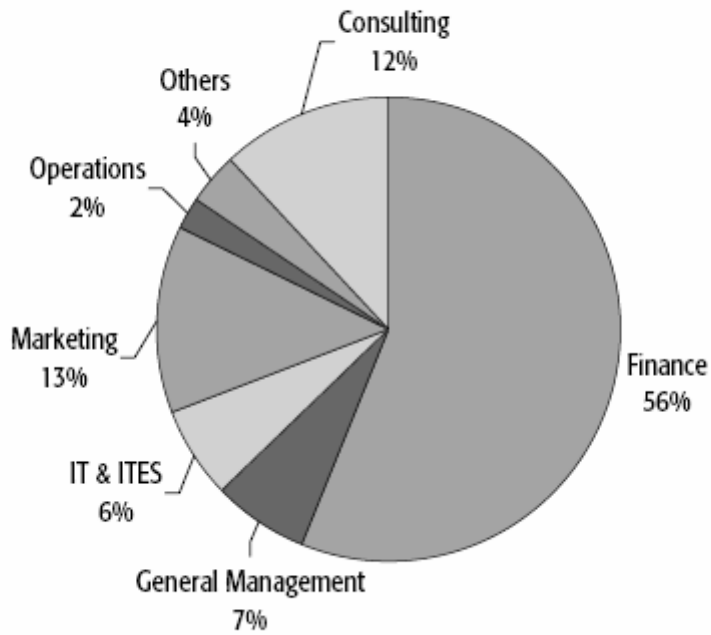


Table 2: Sector-wise distribution of jobs accepted by students

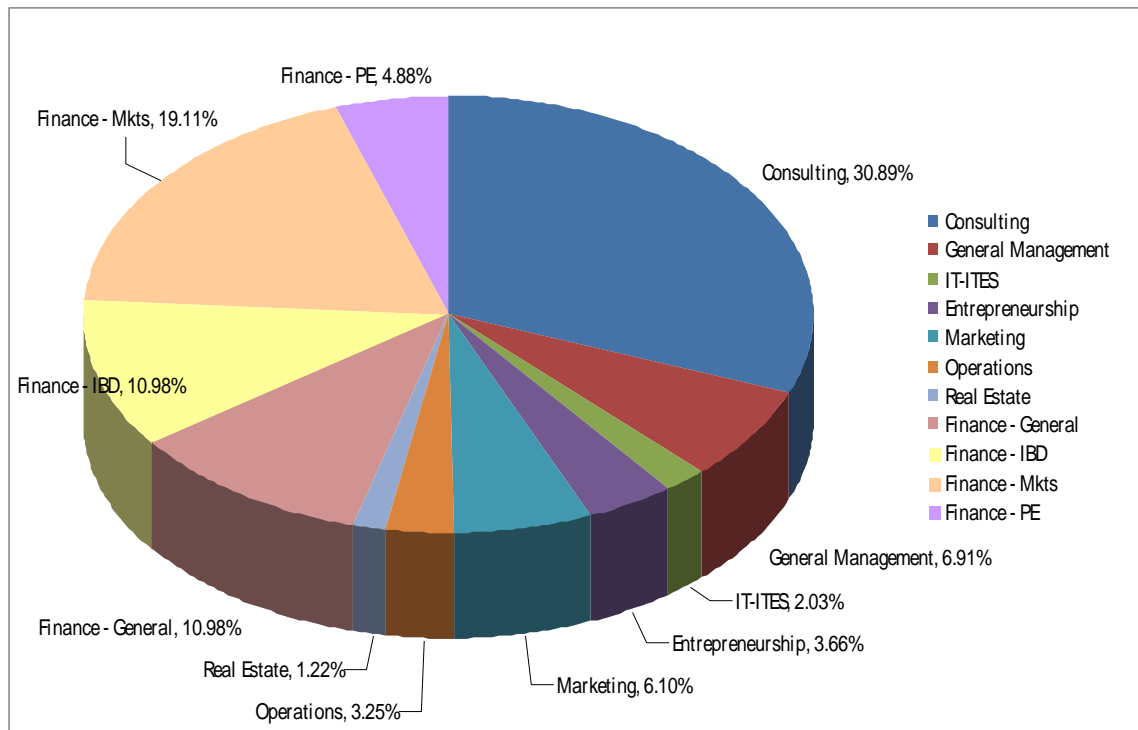
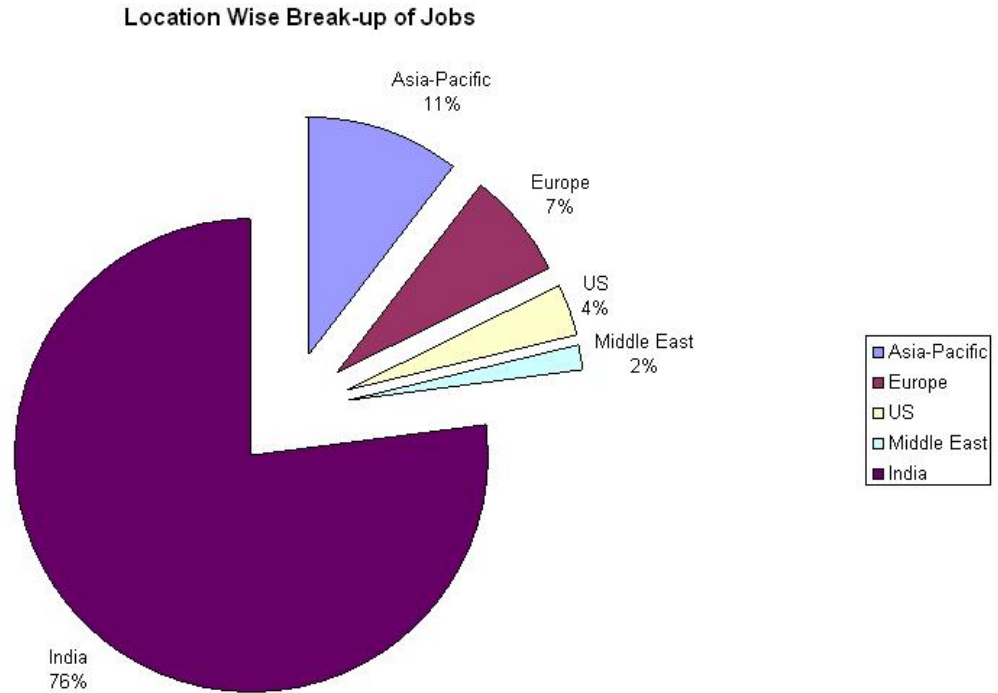


Table 3: Geographical distribution of jobs accepted by students



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**Final Placements 2008 – PGP –ABM, IIM Ahmedabad
(Ahmedabad, March 10, 2008)**

The final placement for two year PGP ABM program of IIMA has concluded on a high note with two of the students bagging the roles of CEO and GM operations.

The highlight for this year has been the diversity of recruiters and roles offered by them. For a batch of 31 students, 30 companies participated in the placement process. Consulting majors like Pricewaterhouse Coopers, Feedback Ventures and Dawnay Day came hunting for mid management positions. RPG and Reliance offered positions for their retail operations, Anand Rathi group offered position in their commodities research division, while other organisations like RUDI (SEWA), FINO, Suminter Organics offered very senior positions. Micro finance majors SKS Finance and Spandana also participated in the recruitment process this year. YES Bank, SM Consultants and

Hyderabad based NISG also offered specific consulting roles. Instead of only a few regular recruiters participating in the process, organizations representing a wider spectrum of sectors viz. consulting, real estate, marketing, finance, retail and micro finance participated in the process. Diversified group of companies offering bigger responsibilities have reinforced IIMA PGP-ABM's position as the best sector specific program in the country.

The average compensation package offered to the students has increased from 10 lakhs to 12.30 lakhs this year. The lateral placements figure climbed to 14.30 lakhs, a sweet rise of 40% over the previous year's average. On an average every candidate had an opportunity of choosing from two offers. In terms of sectoral preference, Consulting attracted maximum students with 28% of the students opting for it in varied areas from Strategy to niche consulting in Commodities segment. It was closely followed by marketing (21%) and finance (17%) – which included roles in Business Development and Product Development in Rural and Micro- Finance. Retail Operations and roles in supply-chain in Retail and other industries attracted 17% and 13% of the students respectively from the batch.

A shift was noticed in student's preference this year. Students dropped offers from renowned companies to join lesser known companies in order to get exciting job profiles and bigger responsibilities. The diversity in roles and nature of responsibilities offered can be attributed to the varied and distinct work experience these candidates already had and the immense value addition that they undergo while attending the program.

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Final Placements 2008 – PGP = PMP, IIM Ahmedabad PRESS RELEASE March 11,2008

PROGRAMME PROFILE

The One-Year Post-Graduate Programme in Public Management and Policy (PGP-PMP) was launched by the Indian Institute of Management, Ahmedabad in April 2007 as a response to a felt need for developing high grade professionals in the field of public

management and policy. This initiative brought together the pioneer batch of 33 participants -- a talent pool of middle/senior level managers and executives drawn from diverse backgrounds such as the government, NGOs, public and private sectors. They have experience of public systems, large organisation, projects, governance and development. The participants are chosen after a rigorous selection process. They are highly motivated mid-career managers and administrators who bring long years of experience. They have been trained to take up challenging top management positions in private and public industry and in government and parastatals that have a significant public management and policy dimensions. They have rich and diverse backgrounds with substantial work experience of 8 to 24 years in financial services, banking, infrastructure development, energy, telecom services, defence, government, and development.

The programme has a special focus on infrastructure development, regulation, management in government, public private partnerships, interface with government and policy.

PGP-PMP is in a sense a unique creation which efficaciously blends the features of a full time executive management programme with the knowledge and skills of the public management domain. The participants are also exposed to eight weeks of international attachment in leading universities of the world to provide global perspectives on both public policy and management issues. The schools to which the current batch of students have gone are

- Faculty of Economics and Social Science, International Organisation MBA Programme, University of Geneva.
- Lyndon Johnson School of Public Affairs, University of Texas at Austin
- The Georgetown Public Policy Institute, Georgetown University
- The H. John Heinz III School of Public Policy and Management, Carnegie Mellon University

Participants have opted for concentrations in areas like governance and policy formulation, infrastructure development, financial regulation, technology policy and management, public enterprise management, and management of international organizations.

PLACEMENT STATUS

The current batch comprises of both sponsored and self-financed participants. Of the 33 participants, 9 are returning to their parent organizations and 24 have opted for campus placements. The average work experience of the participants is 12 years. Taking into consideration the experience, academic background, and the interest of the participants, a focused approach has been adopted in inviting organizations for placements. Leading organizations like Price Waterhouse Coopers, Ernst & Young, McKinsey, GMR, Reliance ADAG, DLF, IL&FS, NISG, Raheja, RPG, ICICI Foundation, SBI Caps, Capital Fortunes, Feedback Ventures, ICICI Lombard and St. Johns have participated in the placement process which is continuing. The World Bank has also shown interest in the PGP-PMP program and was coupled with the visit of Ms. Isabel Guerrero, the Country Head - India of the World Bank especially to the PMP group. The bank is in final stages of discussions with some of the participants, for country level positions in India office. Till date the batch has received 38 confirmed offers. The compensation package has ranged from Rs. 15 lakh to Rs. 40 lakh per annum with an average of Rs. 24 lakh per annum. The participants have been recruited for taking up senior management and leadership positions in the sectors specializing in consultancy, real estate, government reforms, e-governance, communications, power, infrastructure, and social development. Typically, the participants shall be taking up the positions of Vice-president, Additional Vice-president, Chief Managers, Principal Consultants and shall be playing an important role in decision making processes of the organizations they join.

The objective of PGPPMP, to strengthen the public management and policy has reflected in the placements of the participants. The participants have consciously chosen to work in the areas of governance and infrastructure development. The participants who are going back to their organizations are now equipped with rich inputs of issues in public management, and IIM is sure that these participants are going to stand out in their performance in public management and policy making.

The batch is graduating in March 2008.

The admission process for the second batch of PGP-PMP has been completed and the programme will be commencing in April 2008. About 43 participants are expected to join soon.

Final Placements 2008 – PGPX, IIM Ahmedabad

India Story beckons PGPX Participants into CXO roles

Industry has re-affirmed PGPX positioning as a unique MBA level programme in India for sourcing talent at senior and middle management roles. Given the experience of the first batch last year, companies this year have been very flexible in order to marry participant experience & aspirations with organisational requirements. The result is a good number of senior level offers by companies that ranged from start-ups to MNCs.

Building over the success of the pioneering class's placement record, the second class has seen an overwhelming response to recruit from companies this year. Most recruiters from last year have returned and several new companies have already confirmed dates for recruiting from PGPX class.

- IIMA's portfolio offering of multiple programs allows recruiters to choose from an array of entry level to very senior level management profiles from the same school. PGPX is a full time residential programme specially designed for those who have a sufficient amount of managerial experience to make them a "truly experienced masters" class. The entering batch of 2007 (which is the second graduating PGPX batch of 2008) had a profile as follows

- * Average age 32.5 (range 27-49)

- * Average GMAT 695

- * Average work experience of 9 years

Placements are now complete for the second graduating class. Of the 72 participants in the class, 69 took part in the placement process. 130 offers were made to candidates in this class with roles varying from Business Unit Head, COO, Vice President, General Manager, Senior Associate and Operations Manager.

Jobs were accepted companies that are in consulting, manufacturing, infrastructure, retail, real estate, corporate banking, IT, telecommunications, and energy sectors. Companies that participated in PGPX placements include (in alphabetical order) AVB Group, Cairns Energy, Cummins, Cypress Semiconductors, DLF, Dr. Reddy's Labs, Electrotherm, FINO, Geometric, HSBC, IBM, Inautix, ITC Group, McKinsey & Company, Microsoft, Mustafa Sultan, NISG, Photon Infotech, PRTM, Reliance ADA Group, Reliance Industries Limited, RPG Group, Tata Group and Wipro.

Key placement related facts

- A total of 130 offers were made to 69 participants during the placement process
- participants got senior level offers (Business Unit Head/CXO/VP/GM)

Salary details

Average Domestic Salary Offered	Rs. 26.81 Lacs
Average Overseas salary Offered	US \$ 145000

The last year average domestic salary was 24.65 lacs (7.5% increase) and international salary was 135000 (increase of 7.4%)

Break-up by Industry

Sector	%
Consulting (Non-IT)	6
Finance	6
Telecommunication	11
IT & ITES	23
Sunrise (Retail & Real estate)	9
Conglomerates	29
Energy	5
Others	6

Average Percentage Increase in Salaries (INR)

Overall	Overseas	Domestic
Incoming	38.1 lakhs	10.8 lakhs
Outgoing	66 lakhs	26.8 lakhs
Percentage Increase	73%	166%

Functional Break-up

Function	%
General management	22

Sales	18
Operations	29
Strategy & Planning	18
Consulting	13

1. Most recruiters from last year returned, vindicating the value of PGPX offering.
2. 20% new recruiters are recruiting this year.
3. A lot of interest from start ups / SMEs this year for senior roles.
4. Retail, Infrastructure Development and Real estate are emerging as hot areas of recruitment
5. International assignments in UK / US / Middle-East – in Consulting / product management / head of business.
6. The design of PGPX is built on the Institute's well established experience of designing and running postgraduate management programmes for exceptionally bright students and a wide range of executive education programmes for practicing managers from many countries. It takes into account the substantial and varied experience the selected executives bring to the classroom.
7. The objective of the programme is to develop bright, enthusiastic, and aspirational executives into management leaders and change agents in the global arena.