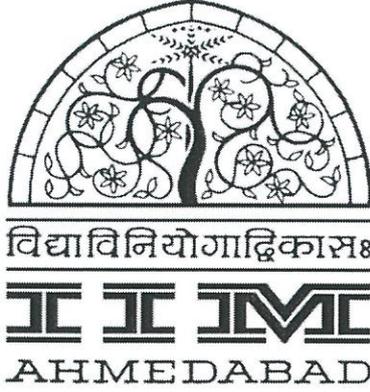


# *Indian Institute of Management Ahmedabad*



## *PGP Placement Report*



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*Summers 2021*

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Ref: BWA/IIMA/MUM/RB/0002/2020-21

19-April-2021

**The Chairperson  
Placement Office  
Indian Institute of Management  
Vastrapur, Ahmedabad - 380015  
Gujarat**

Dear Sir,

Re: **Audit of the Summer Internship Placement Report of the 2020-22 batch of the Post Graduate Programme in Management (PGP)**

We have audited the Placement Report prepared by you for the Summer Internship placements (based on the offers received and accepted on campus) of the 2020-22 batch of the Post Graduate Programme in Management (PGP) of the Indian Institute of Management, Ahmedabad (IIM-A). The Placement Report is the responsibility of IIM-A. Our responsibility is to validate the information provided in the report with the relevant documentation and comment on the Placement Report's conformance with the Indian Placement Reporting Standards (IPRS) Revision 2.2.

In this context, we confirm the following:

1. For the purpose of the audit, we have obtained all the information and explanations which to the best of our knowledge and belief were necessary. In our opinion, the Placement Report complies with the Indian Placement Reporting Standards Revision 2.2.
2. The validation of information presented in the report is based on communication received by IIM-A from recruiting companies. Brickworks Analytics (BWA) has not independently sourced any information or documentation.



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3. We have verified the information with respect to job location, sector, function and stipends presented in the report with communication received by IIM-A from recruiters.
4. The acceptance of offers and the number of students opting out of the placement process has been established through written communication from those students.
5. The report's overview section, which explains the placement process, has been prepared by IIM-A.

Thank You,

Best Regards,

A handwritten signature in blue ink, appearing to read "Ritaban".

**Ritaban Basu**

**Head – Risk & Analytics**

**Brickworks Analytics**

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## Overview

The summer placement process for the MBA Class of 2022 of the Post Graduate Programme (PGP) in Management at IIM Ahmedabad was successfully completed in December 2020 in an online mode. Firms from multiple domains participated virtually across the three clusters in Summer Placements, with all students being placed across more than 20 cohorts. The successful completion of the recruitment cycle for the batch stands testament to the high quality of students at the institute and the robust nature of the placement process that provides adequate flexibility to both students and recruiters.

## Placement Process

131 firms participated with 166 different roles in the summer placement process in 2020. Firms were grouped into cohorts based on the industry and sector, and groups of cohorts were invited to campus across different clusters. As in previous years, students were provided the flexibility of making “dream” applications to firms of their choice in a subsequent cluster even with an offer in hand. More than 150 students made over 202 dream applications this year. This gave students the flexibility and choice to build careers in sectors of their preference.

## Sectoral overview

Firms from different sectors participated in the process at IIM Ahmedabad. Recruiters in the management consulting domain included Accenture Strategy, Alvarez & Marsal, Arthur D Little, Arete Advisors, Auctus Advisors, Bain & Company, Boston Consulting Group, GEP Consulting, Kearney, KPMG, McKinsey & Company, Pricewaterhouse Coopers and Strategy&.

Prominent recruiters in the Investment Banking and Markets space included Arpwood Capital, Avendus Capital, Bank of America, Citibank, Credit Suisse (Singapore and India), Edelweiss Wealth Management, Goldman Sachs, JP Morgan, HSBC, Morgan Stanley and Nomura India. In the Private Equity and Venture Capital domain, we saw participation of firms like Blackstone, Gaja Capital, IndiaRF, Multiples Alternate Asset Management, Temasek, True North and White Oak.

Consumer goods and durables, consumer services and consumer electronics cohorts saw participation by regular recruiters like AB InBev, Airtel, Asian Paints, Coca-Cola, Colgate, Dabur, HUL, ITC, Kimberly Clark, Lenovo, Mondelez, Nestle, P&G, Puma, Reckitt Benckiser, Samsung Electronics, Tata Sky and Wipro Consumer Care among others.

The conglomerates cohort saw participation from Adani, Aditya Birla Group, Bajaj Group, JSW, Mahindra Group, RPG Group and Tata Administrative Services, among others. Retail B2B & B2C cohort consisted of firms like Amazon, Cloudfire, eShakti, Flipkart, Grofers, and Prione. In the Pharma & Healthcare cohort, firms like Indigene, Stryker and Dr. Reddy's participated. The Consumer Tech cohort comprised firms like Info Edge, People Interactive, Razorpay and PayU. Enterprise Tech consisted of companies like Adobe, Atlassian Corporation, Intel, Microsoft, Oracle and Sprinklr. The Renewable Energy and Green Tech cohort saw participation from Amplus Solar and ReNew Power.

Banking & Insurance sector saw participation from firms like Reserve Bank of India, ICICI Bank and Kotak Mahindra Bank. Tata Consultancy Services participated in the IT Consulting cohort and Vedanta participated in the Core Manufacturing & Infrastructure cohort.

There were 33 new recruiters this year, including Atlassian, Bayer, BPCL, Cipla, DuPont, Everest Instruments, Godrej Fund Management, Phillips, Purple.com, Oracle Corporation, Reserve Bank of India, Unacademy and Walmart Global Tech.

### **Top Recruiters**

In the Management Consulting cohort, Bain & Company was the top recruiter with 20 offers, followed by Boston Consulting Group with 19 offers. In the Advisory Consulting domain, PwC made the maximum offers - 10 and in the Niche Consulting sector, GEP made the highest offers - 7. Edelweiss Wealth Management was the highest recruiter in Investment Banking and Markets cohort with 10 offers and True North was the highest recruiter in the PE/VC and Asset Management cohort with 4 offers. In the Consumer Goods, Consumer Electronics and Consumer Services domain, HUL extended the most offers - 13, followed by Samsung Electronics with 6 offers and Airtel with 5 offers. With 7 offers, Tata Administrative Services

was the largest recruiter in the Conglomerates cohort. Amazon was the highest recruiter in the Retail B2B & B2C domain with 14 offers. In the IT Consulting cohort, Tata Consultancy Services was the largest recruiter with 15 offers. Vedanta was the highest recruiter in the Core Manufacturing & Infrastructure cohort with 6 offers. Unacademy, a new recruiter, participated in the Education & Tech sector and gave 9 offers.

### **The IPRS Initiative**

The Indian Placement Reporting Standards (IPRS) is an initiative that aims to provide transparency and authenticity in placement reporting across B-schools, through the means of audited placement reports. Please visit the IPRS website to know more.

IIMA would like to thank all its recruiters for their participation in the year's placement process and their cooperation with the IPRS initiative.

## 1. Classification of Students

### 1.1 Classification of the Entire Placement Pool

| Categories                                                       | Number     |
|------------------------------------------------------------------|------------|
| 1. Total batch strength                                          | <b>387</b> |
| 1a. Students in PGP programme at IIM Ahmedabad                   | 387        |
| 1b. Dual degree students from universities abroad                | 0          |
| 2. Students seeking internship through the Institute             | <b>387</b> |
| 2a. Students in PGP programme at IIM Ahmedabad                   | 387        |
| 2b. Dual degree students from universities abroad                | 0          |
| 3. Not seeking internship through Institute placement process    | <b>0</b>   |
| 3a. Students seeking internship through Entre Fair               | 0          |
| 3b. Students choosing to try out Entrepreneurship options        | 0          |
| 3c. Students seeking off-campus internship through other sources | 0          |
| <b>Total students eligible for internships</b>                   | <b>387</b> |
| <b>Total offers accepted</b>                                     | <b>387</b> |
| <b>Students still in process</b>                                 | <b>0</b>   |

Table 1.1: Classification of the entire placement pool

### 1.2 Classification of the internships based on stipend status

| Categories                               | With Stipend | Without Stipend |
|------------------------------------------|--------------|-----------------|
| Seeking internship through the institute | 387          | 0               |

Table 1.2: Classification of internships based on stipend status



For Indian Institute of Management Ahmedabad

**पवन एम. रुईकर | Pawan M. Ruikar**  
 सहायक महाप्रबंधक - स्थानन  
 Assistant General Manager - Placements  
 भारतीय प्रबंध संस्थान अहमदाबाद  
 Indian Institute of Management Ahmedabad



For Brickworks Analytics, Mumbai

## 2. Sector-wise Classification

| Sector                                           | No. of offers |
|--------------------------------------------------|---------------|
| Banking, Financial Services and Insurance (BFSI) | 76            |
| Conglomerates                                    | 21            |
| Consulting                                       | 105           |
| Consumer goods (FMCG)                            | 59            |
| Consumer Services                                | 7             |
| Engineering / Technology                         | 19            |
| Environment & Energy                             | 4             |
| Food Processing                                  | 5             |
| Information Technology (IT)                      | 25            |
| Manufacturing                                    | 5             |
| Media/Communications                             | 4             |
| Online Services                                  | 16            |
| Others (E-commerce)                              | 2             |
| Others (Automobiles)                             | 1             |
| Others (Education Technology)                    | 10            |
| Others (PSU)                                     | 1             |
| Others (Retail B2B / B2C)                        | 6             |
| Others (Safety Construction)                     | 1             |
| Others (Social organization)                     | 2             |
| Pharmaceutical/Healthcare                        | 12            |
| Telecom                                          | 6             |
| <b>Total</b>                                     | <b>387</b>    |

Table 2.1: Classification of offers based on sector



For Indian Institute of Management Ahmedabad

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 Assistant General Manager - Placements  
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 Indian Institute of Management Ahmedabad



For Brickworks Analytics, Mumbai

### 3. Function-wise Classification

| Function                    | No. of offers |
|-----------------------------|---------------|
| Business Development        | 20            |
| Consulting                  | 119           |
| Finance                     | 82            |
| General Management          | 27            |
| Human Resources (HR)        | 1             |
| Marketing/ Sales            | 79            |
| Operations                  | 8             |
| Product/Category Management | 49            |
| Strategy                    | 2             |
| <b>Total</b>                | <b>387</b>    |

Table 3.1: Classification of offers based on function



For Indian Institute of Management Ahmedabad

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For Brickworks Analytics, Mumbai

## 4. Location-wise Classification

### 4.1 Classification of International Locations

| Location     | No. of offers |
|--------------|---------------|
| Hong Kong    | 1             |
| Singapore    | 1             |
| <b>Total</b> | <b>2</b>      |

Table 4.1: Classification of offers based on international locations

### 4.2 Classification of Domestic Locations

| Location       | No. of offers |
|----------------|---------------|
| Ahmedabad      | 2             |
| Bangalore      | 15            |
| Chennai        | 4             |
| Delhi          | 2             |
| Gurugram       | 18            |
| Hyderabad      | 6             |
| Mumbai         | 56            |
| Noida          | 6             |
| Pan-India      | 202           |
| Pune           | 4             |
| To be decided* | 62            |
| Virtual        | 8             |
| <b>Total</b>   | <b>385</b>    |

Table 4.2: Classification of offers based on domestic locations

\*TBD-To be decided - implies domestic location related information was not available for 62 offers at the time of finalization of the report due to Covid-19 uncertainty



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 Assistant General Manager - Placements  
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 Indian Institute of Management Ahmedabad



For Brickworks Analytics, Mumbai

## 5. 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 the standards and the reasons for them are mentioned below:

| Deviation from the standards | Reason |
|------------------------------|--------|
| -----                        | -----  |

Table 5.1: List of deviations from standards with reasons

\*<https://web.iima.ac.in/iprs/gallery/IPRSRevision2.2.pdf>



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