

GOA INSTITUTE OF MANAGEMENT



“Next Marking” Management Education

The Placement season at an MBA college is the time when students see their efforts translated into opportunities to work with leading corporates across different sectors. This placement season at Goa Institute of Management (GIM) was one of the most anticipated seasons in the history of GIM as the student intake increased from 110 to 226.

This placement season witnessed an increase in the number of offers made, number of companies coming to recruit and number of first time recruiters at GIM. This season also witnessed a robust increase in the number of PPIs and PPOs offered to students.

Final Placements

Table 1: Placement Statistics (Sep, 2012)

| | |
|--|----------------|
| Total No. of students | 226 |
| No. of students who opted out of placement process | 9 |
| No. of students eligible for placements | 217 |
| No. of offers made to students | 218 |
| No. of students placed | 215 |
| No. of companies that recruited from campus | 53 |
| New companies that recruited from campus | 26 |
| Total number of PPOs offered | 15 |
| Total number of PPIs offered | 27 |
| Highest Salary | INR 14.42 Lakh |
| Average Salary | INR 7.86 Lakh |
| Median Salary | INR 8 Lakh |

Students received Pre-placement interviews (PPIs) & Pre-placement offers (PPOs) from prominent companies in the industry like Fidelity Business Services India Private Limited, Hewlett-Packard, JP Morgan Global Finance, Pidilite Industries, Tata Motors, Wipro Consumer Care & Lighting and Wipro Technologies.

This year GIM had a healthy mix of recruiters from different sectors like Automobile, BFSI, FMCG, IT & ITES, Manufacturing, Market Research, Media, Pharmaceutical, Retail, Sports Retail and Travel & Hospitality.

A total of 26 companies recruited from GIM for the first time; to name a few: Altisource, Axis Bank, Boehringer Ingelheim, Club Mahindra, Mahindra & Mahindra FES, Metro Cash & Carry Group, Photon Infotech, UCO Bank, Vedanta Group, Welspun Group and many others.

The other key organizations that came to campus this year to recruit were Citibank, Crisil, Deloitte US India, eClerx, Godrej & Boyce, HDFC Bank, HDFC Life, HSBC Bank, iGate Patni, IMRB International, Infosys, JP Morgan Operations, Novartis, SBI Life, Telcon, Thomas Cook, Thoughtworks, UB Group, Verity and Zuari-Adventz Industries.

A few high points about this placement season:



Figure 1: Break-up of companies in each sector

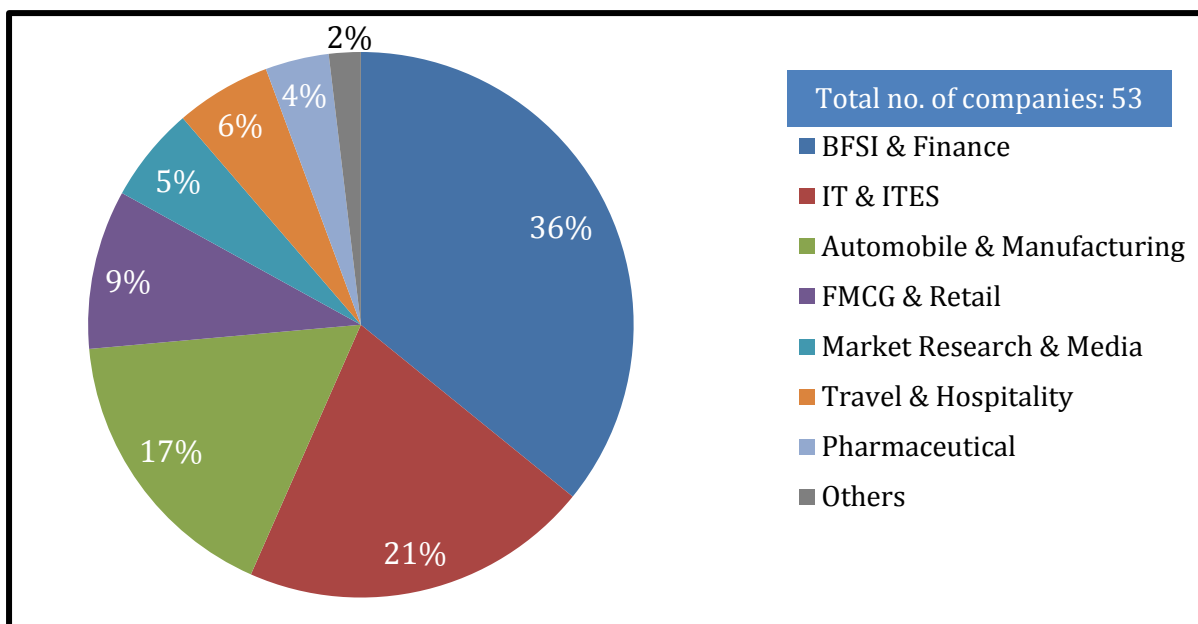


Table 2: Salary break-up as per specialization

| Stream | No. of Students | Average Salary | Highest Salary |
|------------|-----------------|----------------|----------------|
| Finance | 102 | INR 7.52 Lakh | INR 10.04 Lakh |
| Marketing | 71 | INR 8.17 Lakh | INR 13.07 Lakh |
| HR | 33 | INR 7.55 Lakh | INR 12.08 Lakh |
| Operations | 9 | INR 10.28 Lakh | INR 14.42 Lakh |

*Based on the specialization that the students have chosen

A wide range of roles were offered to students like Associate Analyst – Investment Banking and Relationship Manager - Equities & Private Banking in Finance; Brand Manager and Project Manager – Sales & Marketing Services in Marketing; Industrial Relations and Functional Analyst in Human Resources and Business Analyst and General Management roles in Operations.

We thank our alumni, our biggest stakeholders, for not only building the corporate image of GIM but also assisting the 2010-12 batch with grooming, workshop sessions and placements, thereby paving the way for a bright career ahead.

We take this opportunity to also thank the companies and all our stakeholders for their continued faith and full-fledged support to raise the bar at this year's placements.

Summer Placements

The batch of 2011-13 secured internships with top notch companies grabbing a variety of profiles being offered by the industry. The projects offered for summer internship ranged from Investment Banking, Financial Operations, Market Research, Business Development, Workforce Management, Brand Tracking, Market Sizing, Recruitment Reporting & Analytics, Sales & Distribution, Financial Liabilities, Strategic Marketing and Social Media Marketing and so on.

Some of the major recruiters were Goldman Sachs, SAP, Deloitte US India, Wipro Technologies, Pidilite Industries, J.P. Morgan Chase, Tata Capital, Tata Motors, Hewlett-Packard, Reserve Bank of India, Thomson Reuters, Firstsource Solutions, Future Value Retail, Taegu Tec, Bosch, Putzmeister, Boehringer Ingelheim, Glenmark Pharmaceuticals, Novartis and TATA Global Beverages and so on. Some of the students chose roles from start-up organisations like Printbindaas, Salokh Cyberservices, Windchimes Communications, Iksula, The Strategist and Ultra-Rich Weddings among others to get a feel of the entrepreneurial environment.

The stipend offered to students for summer projects saw a new high point this time with the per month stipend touching six figures. This is a reaffirmation of the fact that the GIM Brand Equity has increased and the student talent at GIM shows tremendous promise for recruiters. The next batch of students are ready to take on any challenge that the corporate world throws at them and look forward to an opportunity to make their mark in the industry.

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