

# FINAL PLACEMENT REPORT

2018 - 2020 Batch



सिद्धिमूलं प्रबन्धनम्  
भा. प्र. सं. इन्दौर  
IIM INDORE



INDIAN INSTITUTE OF  
MANAGEMENT, INDORE

# MESSAGE FROM OUR DIRECTOR

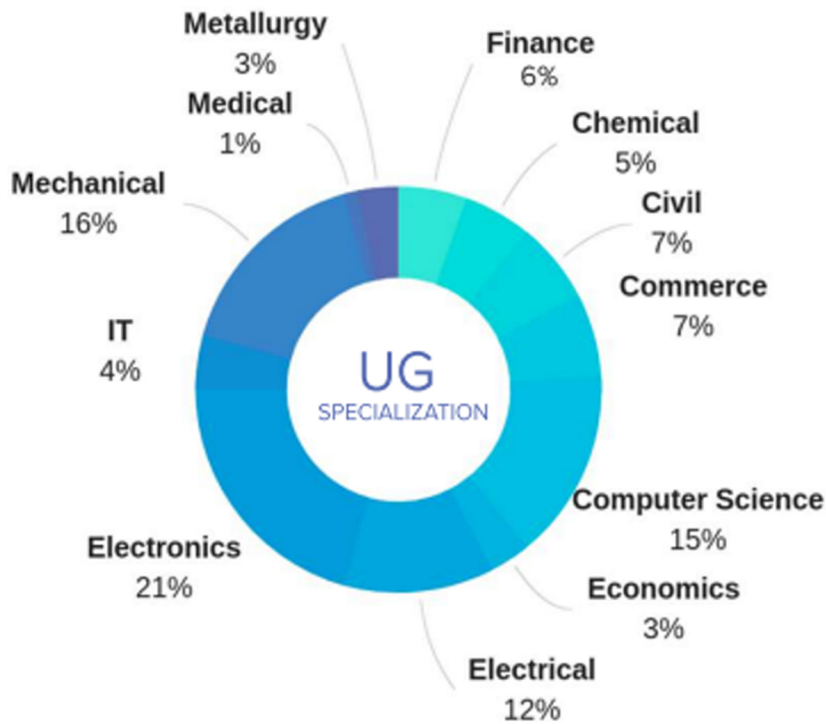


We are delighted that once again the top companies of the country and the MNCs have reposed their faith in our students. The hard work put in by our students and the quality business education imparted by the Institute is reflected in these placement results. In the years to come, we will continue to strengthen our engagement with the industry and ensure that we continue to create socially conscious responsible leaders that help to make this world a better place.

## OVERVIEW

IIM Indore continues to uphold its position as one of the top B-Schools in the country by successfully concluding the Final Placements for the batch of 2018-20. The outgoing batch comprised of 578 candidates (431 PGP, 91 Dual Degree and 56 PGP Mumbai students), the highest across any B-School in India. Keeping itself on par with industry standards, the season set new milestones with a staggering 23.5% increase in the highest salary offered and an eclectic mix of 160+ regular and first-time recruiters reaffirming their faith in the institute. The highest domestic package offered was 50 LPA and average CTC of the batch was 22.92 LPA, a 10.24% increase from the previous year's performance. The students of the flagship PGP course and the IIM Indore exclusive Dual Degree program in Management proved their mettle in their respective fields, recording yet another season of most successful placements for the institute. The average CTC for the top 100 offers stood at INR 32.9 LPA and the median salary for the outgoing batch stepped up to INR 22 LPA. The number of Pre-Placement offers stood at 135.

# BATCH PROFILE | 2018 - 2020



GENDER DIVERSITY ON CAMPUS



**431 MBA**  
**91 MBA (Dual Degree)**



(MBA) CANDIDATES WITH WORK EX

**50%**

(MBA) CANDIDATES FROM PREMIER INSTITUTES (IITS/NITS/BITS/ETC.)

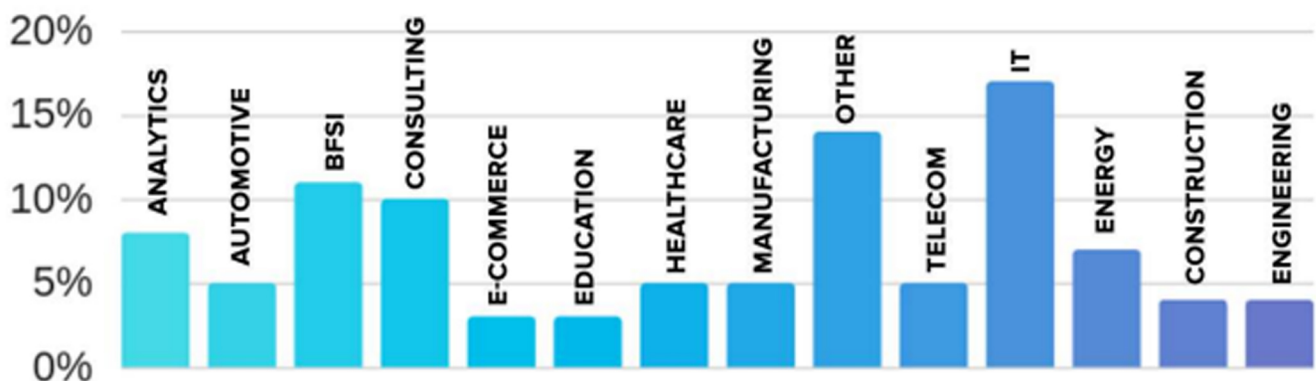
**41%**



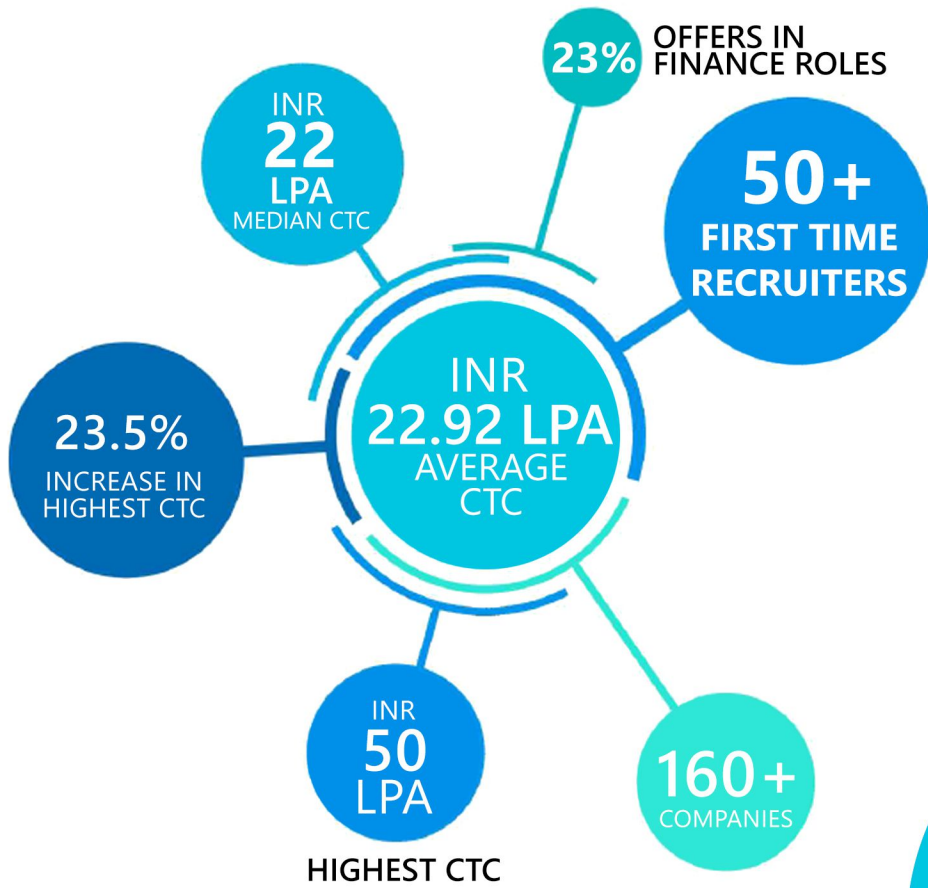
**22 MONTHS**

(Average Work Experience)

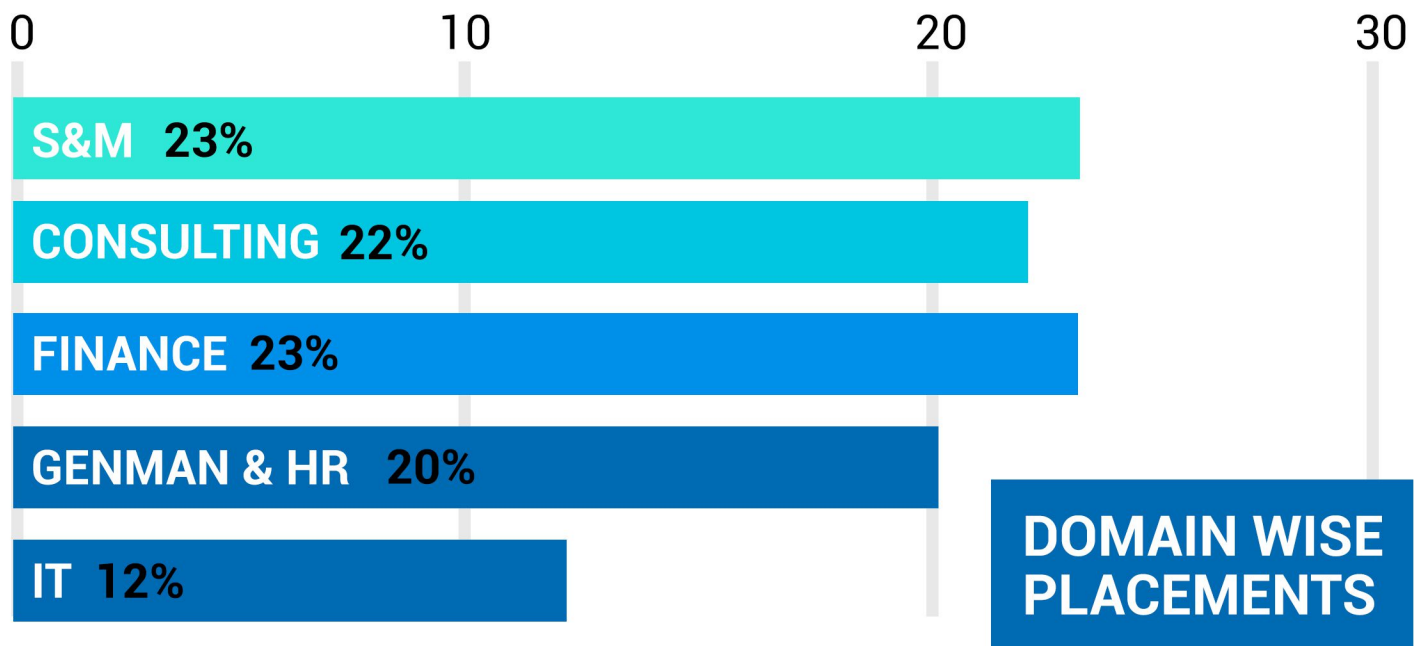
## Sector Wise Work Experience



# HIGHLIGHTS | PLACEMENT STATISTICS



## 10.24% RISE IN AVERAGE CTC



# FINAL PLACEMENTS | Domain Overview

## CONSULTING

Consulting remained a preferred domain for the participants with 22% of the batch opting for consulting roles. The season saw legacy recruiters like Avalon Consulting, The Boston Consulting Group, Bain Capability Centre, Cognizant Business Consulting, Deloitte India, Ernst & Young, Infosys Management Consulting, PwC India, PwC US Management Consulting, SKP Consulting taking students in good numbers. There was a significant increase in the number of recruiters including big names like Deloitte India S&O, United Health Group and Vector Consulting.



## FINANCE

IIM Indore remained a preferred location for Finance as 23% of the batch opted for various roles including front and middle office investment banking, commercial & retail banking, asset & wealth management and financial analytics & risk management. Major recruiters such as Axis Bank, Bank of America, Credit Suisse, Deutsche Bank, HDFC Bank, HSBC, ICICI Bank, Max Life Insurance among many others continued their long-term association with IIM Indore. BlackRock, India Ratings, Kotak Bank, Mahindra Comviva, Nomura, and State Street also opened up coveted finance profiles for the students. Anand Rathi, KrazyBee, IIFL, Payoneer, Ratnakar Bank Limited



## GENERAL MANAGEMENT / HR

IIM Indore students bagged opportunities in various General Management and Leadership programs across industry giants. Major recruiters like Amazon, American Express, Cloudtail, MakeMyTrip, Rebel Foods, participated and offered in good numbers. Capgemini ELITE and FIIT-JEE opened up their coveted leadership roles for students at IIM Indore. Operations and HR roles were offered by MNCs like Aditya Birla Retail, Bridgestone, ICICI Bank, L&T, Maveric Systems, Tech Mahindra, Willis Towers Watson and Xiaomi.



# FINAL PLACEMENTS | Domain Overview

## SALES AND MARKETING

With 23% of the batch choosing roles in Sales and Marketing, IIM Indore continued to remain a hub for key profiles in the domain. Giants across all the sectors including Automobile, Consumer durables, FMCG and Pharmaceuticals offered coveted roles across sales, product management, online and offline marketing among others. The institute continued to harness its relationship with regular recruiters like Aditya Birla Fashion Retail Limited, Asian Paints, Cipla, Dabur, Dolcera, Eli Lilly, GroupM, GSK Pharma, Hindustan Unilever, ITC, Jubilant Foodworks, L'Oreal, Panasonic, Piramal Group, Tata International, Tata Power, Tata Steel, TVS, UB Group, and other first time recruiters like Godrej, Kohler, and Whirlpool.



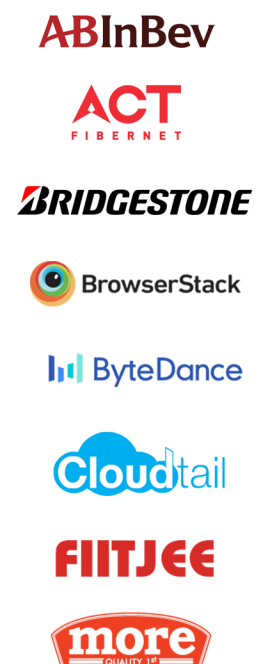
## IT & ANALYTICS

IT domain witnessed a surge in the number of roles offered as well as participation from leading firms like Google, Hindustan Unilever recruiting for their sought-after digital leadership roles. This season witnessed an increase in the participation from Technology Consulting firms like Capgemini, Cognizant, FIS Global, HCL Technologies, HP Inc., IBM, Infosys, L&T Infotech, Tata Consultancy Services, and Mahindra Comviva among others. Analytics domain saw participation from industry leaders such as Accenture, Aspect ratio, American Express, General Electric, MAQ Software, and WNS Global



## SEASON HIGHLIGHTS

This placement season was a milestone year for the IIM Indore community as it hosted the 21st outgoing batch of the PGP program. The faith of marquee recruiters like Boston Consulting Group, Deloitte USI, Google, ITC among others was reflected by the increase in the number of offers rolled out. First time recruiters like AB InBev, ACT, Bridgestone, Browserstack, Bytedance, CloudTail, FIITJEE, More Retail etc., opened up niche roles for the participants. The consistent increase in the average CTC (10.24% as compared to previous year) is a beacon of quality and brand equity that IIM Indore enjoys among recruiters. The increase in the number of unique roles and profiles offered by the companies, amidst the concerns of an economic slowdown showcased the unwavering support that IIM Indore enjoys and sets the stage for a mutually beneficial association between the participants and the recruiters in the forthcoming years.



# PROMINENT RECRUITERS



# CONTACT

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Website: [www.iimidr.ac.in/placements](http://www.iimidr.ac.in/placements)

## Placement Committee - Class of 2018-2020



From Left to Right:

Ankush Singh, Shiv Jawahar, Sahil Agarwal, Ratik Katheriya, Pallavi Roy, Shreye Yadav, Gokul Mahesh, Shobhit Singh, Maniveer Empaty, Sameer Anand