



सिद्धिमूलं प्रबन्धनम्  
भा. प्र. सं. इन्दौर  
IIM INDORE

INDIAN INSTITUTE OF MANAGEMENT, INDORE

# CONSOLIDATED PLACEMENTS REPORT



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# SUMMER PLACEMENTS REPORT

2022-2024



**PROF. HIMANSHU RAI**  
DIRECTOR

## DIRECTOR'S MESSAGE

We are pleased that our endeavor to stay contextually relevant with world-class academic standards has once again translated into a phenomenal placement drive. The trust reinforced by our recruiters reflects the institute's commitment to excellence and the summer placements are a testimony to this. IIM Indore looks forward to continuing strengthening our industry engagement and delivering impact through socially conscious leaders.

## SUMMARY

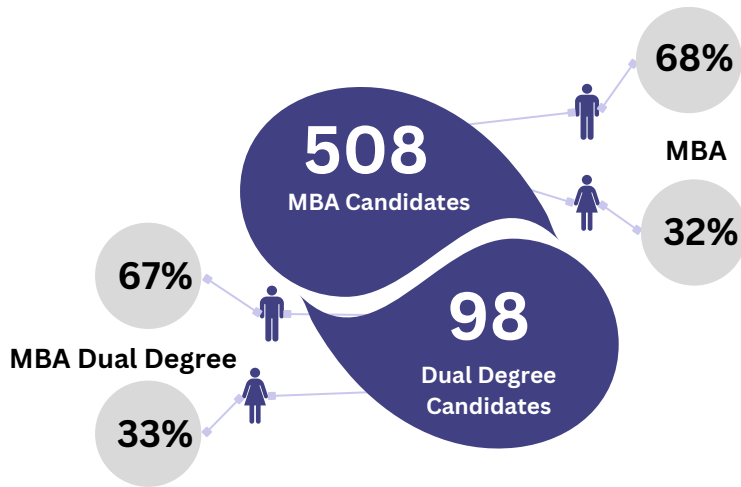
The Indian Institute of Management Indore stands tall as one of the most prestigious management institutes in the country. The institute's conviction of ensuring excellence in education and research is deeply embedded in its brilliant academic practices, enforced by a holistic curriculum and delivered by distinguished faculty. IIM Indore is endowed with accreditations of international prestige such as AMBA, AACSB and EQUIS, making it one of the only three Indian B-Schools holding the 'Triple Crown.'

IIM Indore is proud to announce that it has achieved 100% summer placements for its MBA class of 2022-24. Comprising of 606 students, this was an outstanding placement season with the largest batch ever placed. The season witnessed strong participation from prestigious recruiters with presence across varied sectors such as BFSI, Conglomerate, Construction & Real Estate, Consulting, Consumer Goods, E-commerce, Healthcare, Logistics & Manufacturing, Technology, Media & Telecommunications, Utilities & Renewables. With over 140 recruiters visiting the campus, the institute continued to deepen bonds with its regular recruiters, while building fresh relationships with over 55+ firms.

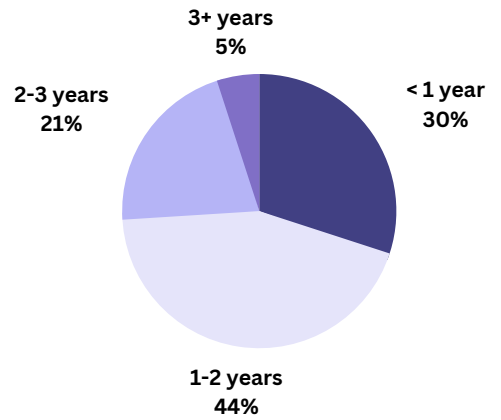
The average stipend of the batch rose to 2.74 lakhs, witnessing a sharp increase of 37% from the last year. The median stipend grew by 35%, standing at 2.70 lakhs. The average stipend offered to the top 100 and 200 saw an increase of 36.13% and 40.36% respectively, with respective amounts reaching 4.22 lakhs, 3.86 lakhs and 3.61 lakhs for the top 300 students. The highest stipend offered by firms participating this season stood at 6 lakhs, witnessing an astonishing increase of 50% as compared to last year.

We would like to thank our recruiting partners for reinforcing their trust in our participants and extending opportunities imperative for their career prospects.

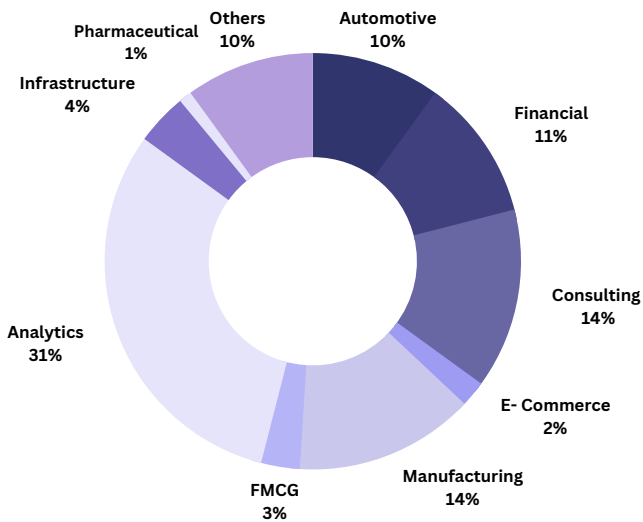
# BATCH OF 2022-24



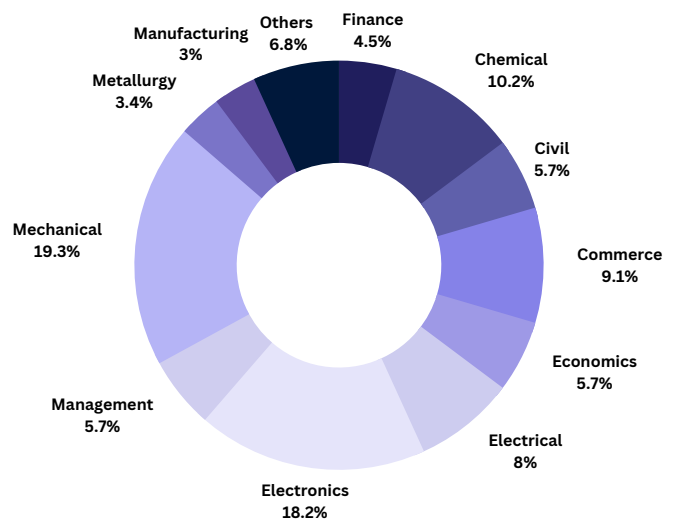
## Work Exp. Year Wise (MBA)



## Work Exp. Sectors



## Under Graduate Domains



# PLACEMENT STATISTICS

Highest Stipend

**₹ 6 Lakhs**

**50%**

*increase in highest stipend*

**₹ 2.74 Lakhs**

**Average Stipend**

**₹ 2.70 Lakhs**

**Median Stipend**

**37%**

*increase  
in Average stipend*

**Top 100: ₹4.22 Lakhs**

*36.13% increase in average stipend*

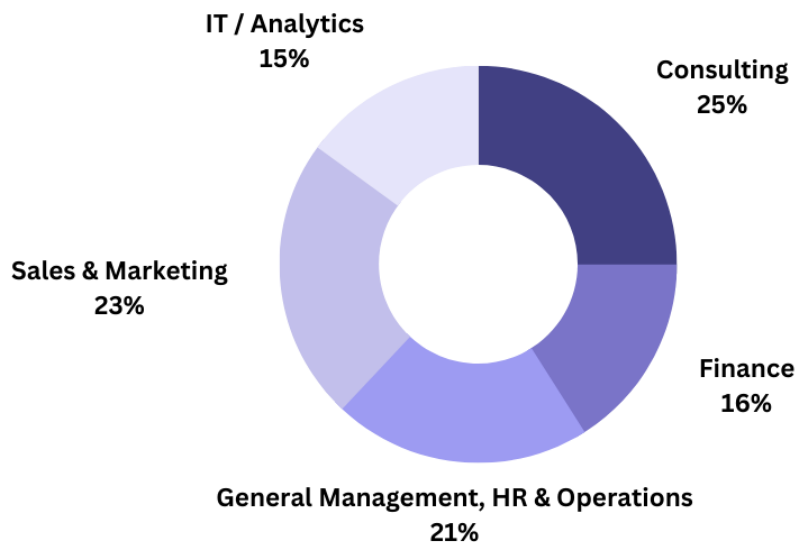
**35%**

*increase  
in Median stipend*

**Top 200: ₹3.86 Lakhs**

*40.36% increase in average stipend*

## DOMAINS



# DOMAIN OVERVIEW

## CONSULTING

IIM Indore retained its prominence in the Consulting space, with Consulting behemoths like Accenture Strategy & Consulting, Aon, Avalon Consulting, Bain & Company, Boston Consulting Group, Deloitte India, Deloitte USI, Everest Group, EY India, GEP Worldwide, Kearney, KPMG, McKinsey & Company, PwC India, PwC US Advisory, Redseer Consulting and Synergy Consulting stepping up their hiring activities. The exceptional number of hires in this domain, standing at 25% of the total batch size, speaks volumes about the caliber of management consultants trained here.

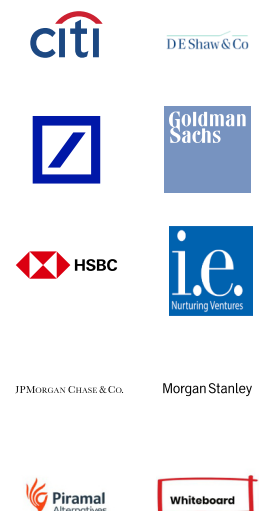
In addition to the generalist client-focused consulting roles offered by blue-chip consulting giants, several practice specific roles were also rolled out in AI Transformation, Business Model Strategy, Cyber Strategy, Digital Transformation, Enterprise Strategy, Financial Advisory, Growth and Pricing Strategy, M&A, IT Strategy, Performance Improvement, Research and Advisory, Strategy & Business Optimization.



## FINANCE

IIM Indore has established itself as a top destination for finance recruitments and the same is evidenced by a noticeable increase in the participation of leading Investment Banks, Private Equity and Venture Capital firms hiring for their coveted front-end positions. Key recruiters consisted of Citigroup, Credit Suisse, CRISIL, The D.E. Shaw Group, Deutsche Bank, Edelweiss Tokio Life Insurance, Goldman Sachs, HDFC Bank, HSBC, IndigoEdge, International Finance Corporation, JPMorgan Chase & Co, Morgan Stanley, Piramal Alternatives, SBI Capital Markets, State Street Corporation, Whiteboard Capital, and Yes Bank.

Finance accounted for a considerable portion of the institute's placements with 16% of the batch securing offers across a gamut of roles encompassing Asset Management, Corporate Banking, Compliance, Counterparty Risk, Credit Risk, Equity and Derivatives Trading, Equity Research, Financial Reporting, Financial Strategy and Operations, Investment Banking, Pricing, Private Equity, Risk Governance, Trade Finance, Tax, Treasury & Trade Solutions, and Venture Capital.



# DOMAIN OVERVIEW

## GENERAL MANAGEMENT/ HR/OPERATIONS

A sizeable number of firms spanning various sectors recruited students in high numbers for their general management and flagship leadership programmes. In addition to this, opportunities in the area of HR and Operations were offered. Some of the eminent names include Adani Group, Amway, Apollo International, Bharat Serums and Vaccines, Capgemini Chrysalis, Capgemini E.L.I.T.E, Cipla, CK Birla, Cummins, Flipkart, General Mills, ICICI Bank, JSW, Jubilant Foodworks, Kotak Mahindra Bank, Larsen & Toubro, Maersk, PhonePe, Piramal, Reliance Industries, Renew Power, Salesforce, Sunteck Realty, Tata Administrative Services, Tata Capital, Tata Steel, Udaan and Wipro Limited.

Prominent verticals and roles included Business Strategy, Cost Optimization, Founder's Office, HR Consulting, Investor Relations, Operations Management, Project Management, Quality & Process Excellence and Supply Chain Management. With 21% of the batch pursuing an internship in these domains, a rise with respect to the number of offers made was witnessed, indicating the quality of management and leadership education imparted at the institute.



## IT/ANALYTICS

Driven by the changing technological landscape and pace of innovation, this domain continued to make its mark in this placement season. 15% of the student pool attracted offers in IT/ Analytics by virtue of their technical expertise blended with management skills, sharpened by the rigorous coursework at IIM Indore. Some of the major recruiters include Amazon, American Express, Axtria, Big Basket, Cardekho, Fidelity Investments, GE Healthcare, Hexaware, IDFC First Bank, MagicBricks, Matrimony.com, Media.net, Microsoft, Newzera Tech, Optum Global Solutions (United Health Group), Procter & Gamble, Tata Consultancy Services, Tiger Analytics, Walmart and Zee Entertainment.

Students opted for high-growth profile roles in Product Management, Program Management, and Business Analytics, Bid Management, Cloud Platforms, Digital Journey Owner, Healthcare Analytics, IT Transformation, and Product Development.





# DOMAIN OVERVIEW

## SALES & MARKETING

IIM Indore continued to attract the attention of prestigious companies for its Sales & Marketing function with 23% of the batch receiving offers from a diverse mix of recruiters. Enthusiastic participation was witnessed from companies such as AB InBev, Aditya Birla Fashion & Retail Limited, Aliens Group, AgroTech Foods, Asian Paints, AstraZeneca, Atomberg Technologies, Bajaj Auto, Dabur, DCM Shriram, Disney Star, Dr. Reddy's Laboratories, Everest Industries, Godrej Properties Limited, Google, Hindustan Times Media, Hindustan Unilever Limited, InfoEdge, ITC, Johnson & Johnson, Medtronic, Mondelez International, OfBusiness, PepsiCo, Puma, Reckitt, Samsung, Sony Pictures Networks, Tata Consumer Products, The Coca-Cola Company and V-Guard, demonstrating the recruiters' trust and confidence in the participants' aptitude.

Aside from the perennial roles comprising of account management, brand management, B2B Sales, modern trade, product marketing and sales planning, offers were rolled out across a spectrum of groundbreaking profiles including e-commerce, category management, channel management, digital marketing, growth and retention marketing.

asianpaints



Disney Star



Hindustan Unilever Limited

Johnson & Johnson

Mondelez International  
SNACKING MADE RIGHT

PEPSICO

reckitt

TATA  
CONSUMER  
PRODUCTS

## SEASON HIGHLIGHTS

The summer placements for the batch of 2022-24 has risen as an exemplar of the institute's placements, standing unparalleled to its previous seasons and setting new benchmarks for the future. Over the years, the institute has strengthened its association with the industry by churning out forward-looking business leaders equipped with managerial intelligence. This is clearly evident from the number of recruiters, both legacy and first-time, that participated in the summer internship process and hired students for their coveted positions, the effect of the prevailing economic conditions notwithstanding. IIM Indore continued to establish ties with new recruiters, namely, Adani Group, Amway, Apollo Tyres, AstraZeneca, Atria, Bharat Serums and Vaccines, Big Basket, Citigroup, CK Birla, DCM Shriram, Disney Star, Edelweiss Tokio Life Insurance, Fidelity Investments, GE Healthcare, General Mills, Godrej Properties Limited, HDFC Bank, IDFC First Bank, IndigoEdge, InfoEdge, International Finance Corporation, JM Financial, Jubilant Foodworks, Kearney, Maersk, MagicBricks, Matrimony.com, Mondelez International, Morgan Stanley, PhonePe, Piramal Alternatives, Puma, Reckitt, Renew Power, Sony Pictures Networks, Tata Administrative Services, Tata Capital, Tata Consumer Products, Udaan, United Breweries, Whiteboard Capital and Yes Bank.

adani

CK BIRLA GROUP

Disney Star



ie.  
Intelligence  
Networks

KEARNEY

Mondelez International  
SNACKING MADE RIGHT

Morgan Stanley

PUMA

reckitt

TAS

Whiteboard



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# FINAL PLACEMENTS REPORT

2021-2023

# DIRECTOR'S MESSAGE

We, at IIM Indore, have always been steadfast in strengthening our industry engagement, by providing world-class management education and delivering sustainable value to our stakeholders. This is evidenced by the stellar placements secured by our students in the face of challenging times. This unwavering trust demonstrated by our recruiters has bolstered our confidence in our ability to meet the demanding and ever-evolving requirements of the future we are heading towards. We look forward to deepening our industrial relations by creating socially-conscious leaders imbued with the ability to empower and inspire others.

## **PROF. HIMANSHU RAI**

DIRECTOR



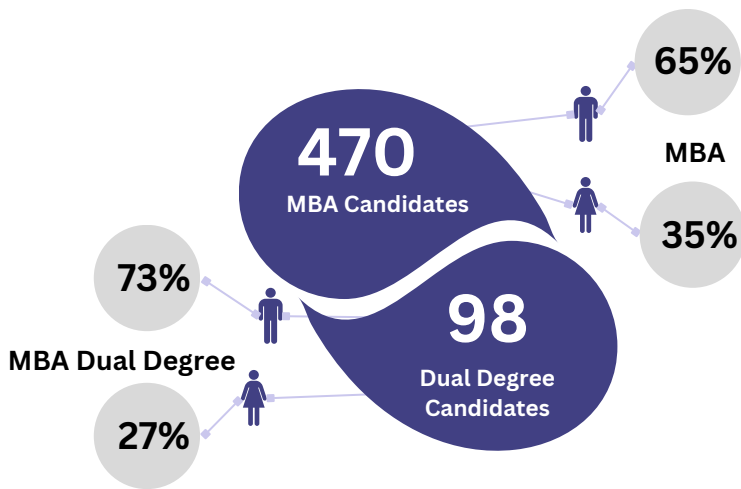
## SUMMARY

IIM Indore successfully closed the final placements of the MBA batch of 2021-23 comprising of 568 students from its two-year Post Graduate Programme and five-year Integrated Programme in Management. Strong participation was exhibited by companies from diverse industries such as BFSI, Conglomerate, Construction & Real Estate, Consulting, Consumer Goods, E-commerce, Healthcare, Logistics & Manufacturing, Technology, Media & Telecommunications, Utilities & Renewables. With over 160 recruiters participating in this season, IIM Indore continued to foster enduring associations with its established recruiters, while simultaneously cultivating fresh alliances with over 80 companies. This remarkable level of participation showcased by recruiters reflects their confidence in the abilities of our student pool and excellence of our management programmes.

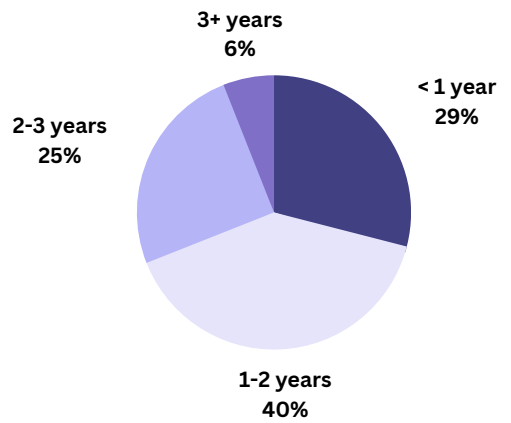
The average compensation of the batch stood at 30.21 LPA, witnessing a steep increase of 20.8% from the previous year. At a CTC of 27.20 LPA, the median compensation saw a growth of 12.9% as compared to the last year. The average remuneration of the top 100 and 200 grew at 37.2% and 23.8% respectively, with respective amounts at 52.06 LPA and 40.55 LPA. The highest package offered stood at 1.14 crores per annum, observing a whopping increase of 132.6% from last year. Notwithstanding the ebbs and flows of economic activity, this impressive performance unveils a horizon of bright career avenues and possibilities for students across various domains.

IIM Indore would like to take this opportunity to appreciate the profound contributions of its stakeholders and thank all our recruiters for their unswerving trust and support in these trying times.

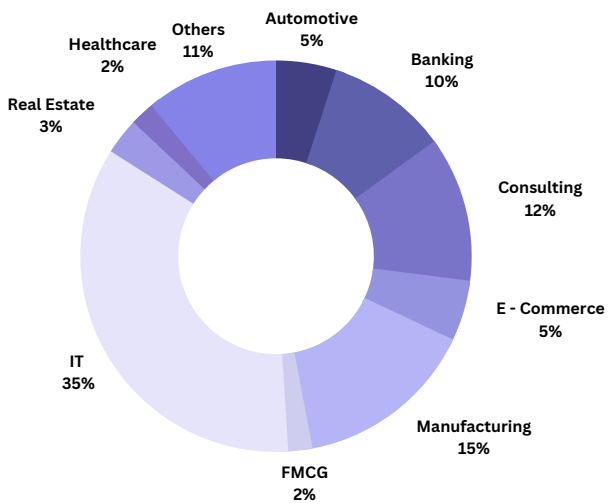
# BATCH OF 2021-23



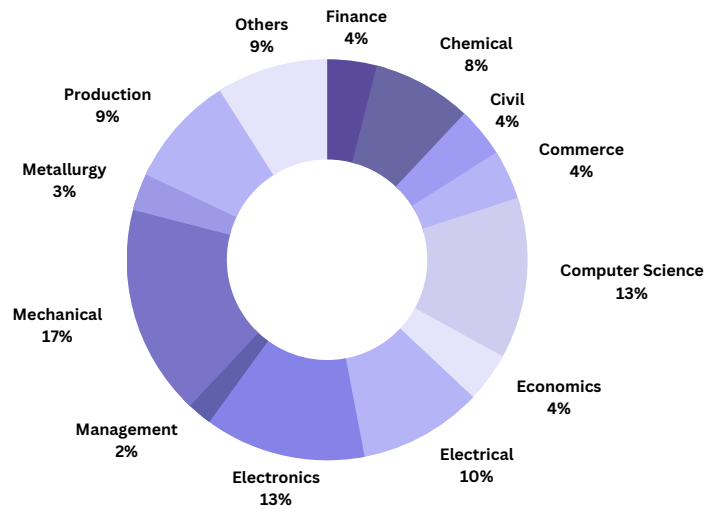
## Work Exp. Year Wise (MBA)



## Work Exp. Sectors



## Under Graduate Domains



**21** months  
Average work experience of MBA candidates

**53%**  
MBA candidates with work experience

**23%**  
MBA candidates from premier institutes IITs/NITs/BITS/etc.

# PLACEMENT STATISTICS

Highest Package

₹ 1.14 Cr PA

132.6%

increase in highest CTC

₹ 30.21 LPA

Average CTC

₹ 27.2 LPA

Median CTC

20.8%

increase  
in Average CTC

Top 100: ₹ 52.06 LPA

37.2% increase in average CTC

12.9%

increase  
in Median CTC

Top 200: ₹ 40.55 LPA

23.8% increase in average CTC

## DOMAINS

General Management, HR & Operations  
19%

IT / Analytics  
16%

Finance  
18%

Sales & Marketing  
18%

Consulting  
29%

# DOMAIN OVERVIEW

## CONSULTING

The desirability of consulting as a career path has risen significantly in recent years and opportunities in this domain have witnessed an uptick ever since, this year being no exception. With 29% of the total offers, Consulting continued to be the cornerstone of this placement season, witnessing participation from consulting stalwarts such as Accenture Strategy, Accenture Tech Consulting, Acuvon Consulting, Aspect Ratio, Avalon Consulting, Bain & Company, Boston Consulting Group (BCG), Deloitte India, Deloitte USI, Everest Group, Eversana, Ernst & Young (EY), EY GDS, EY Parthenon, GEP Worldwide, HCL Tech, Infosys Consulting, Kearney, KPMG, McKinsey & Company, MXV Consulting, PwC India, PwC US Advisory, RedSeer Consulting, Samagra, Teleperformance, and Vector Consulting.

Elite consulting firms expanded their offerings beyond generalist consulting roles to cover specialized positions in avenues like BFSI, Deal Strategy, Digital Transformation, Enterprise Strategy, IT Transformation, M&A, Operations Transformation, Private Equity, Products & Platforms Strategy, Research & Advisory, Risk & Financial Advisory, Business Restructuring, Strategy & Business Optimization, and Technology Consulting.



## FINANCE

Finance is an integral part of the placements at IIM Indore and is reflected in the excellent number of offers in this domain. Over time, the institute has garnered participation from top recruiters for their highly coveted Investment banking and PEVC roles, signalling brilliant career possibilities for finance enthusiasts. 18% of the batch secured offers in this domain being recruited by reputed firms including Ambit Capital, ASK Asset & Wealth Management, Axis Bank, Bank Of America, Barclays, BlackRock, CITI Bank, Credit Suisse, D.E. Shaw, Delhivery, Deutsche Bank, DISYS, Edelweiss Alternative Asset Advisors, Goldman Sachs, HDFC Bank, Houlihan Lokey, ICICI Securities, ICRA, IDFC First Bank, IIFL Wealth & Asset Management, IndigoEdge, JP Morgan Chase & Co., Lincoln International, Nomura, o3 Capital, OneAssist, Piramal Alternatives, PNB Gilts, SBI Capital, Stakeboat Capital, Standard Chartered, and TVS Capital Funds.

Roles offered under finance included Asset Management, Corporate Banking, Counterparty Risk, Credit Risk, Equity and Derivatives Trading, Equity Research, Financial Advisory, Financial Reporting, Financial Strategy & Operations, Fund Advisory, Investment Banking, Insurance Strategy, Portfolio Management, Pricing, Risk Management & Underwriting, Tax, Trade Finance and Treasury & Trade Solutions.



# DOMAIN OVERVIEW

## GENERAL MANAGEMENT / HR/OPERATIONS

This placement season witnessed exuberant participation from a diverse pool of recruiters keen on identifying and hiring managerial talent for positions in General Management, HR and Operations. 19% of the batch secured offers in these functions, representing the institute's superiority in grooming future leaders of the country. Key recruiters consisted of Aarti Industries, Adani Group, Aditya Birla Fashion & Retail, African Industries Group, Alkem, Allcargo Logistics, AM/NS, Angel One, Apollo Supply Chain, Appario Retail, Artison, Biocon, Bira 91, BLS International, Capgemini E.L.I.T.E, Cipla, Country Delight, CRISIL, DCM Shriram, EXL, Flipkart, Genpact, Hexaware, Hitachi Payment Services, HSBC Technology India, ICICI Bank, Indegene, Jindal Steel and Power, Jio Platforms, JSW, Kotak Mahindra Bank Limited, Mahindra & Mahindra, Maruti Suzuki, Menon and Menon, Mphasis, Nation with NaMo, NuvocoVistas Corporation Ltd., OfBusiness, PhonePe, Piramal, Power Finance Corporation, Prism Johnson, Reliance Industries Limited, Salesforce, Sobha Realty, SRF Limited, Sutherland GlobalServices, Syngene International, TATA AIA, TATA Motors, TATA Steel, Tech Mahindra, Trident Group, Turtlemint, Vedanta Limited, Willis Towers Watson, Wipro, WNS, and Xanadu Realty Limited.

Notable profiles in this domain included Business Strategy & Planning, Corporate Strategy, DealExecution, HR Consulting, Import Operations, Investor Relations, Process and Operations Excellence, Project Management, Service Operations, and Supply Chain Analytics & Transformation. Several conglomerate companies hired for their coveted leadership positions in big numbers. Hiring for prominent CXO verticals was also on the rise.



## IT/ANALYTICS

The contribution of this domain in the institute's placements has flourished over the years and despite the critical state of affairs underlying the IT/ Analytics sector, 16% of the batch secured offers in this domain. The ability of our participants to appeal to choicest recruiters of this function resounds through this resilient performance. Esteemed recruiters in this domain included \_VOIS, Amazon, American Express, Attentive.ai, Atria, Capgemini Chrysalis, CarDekho, Carwale, CASHe, Cognizant, Dolcera, Equitas Small Finance Bank, Exide Industries, EXL Analytics, GE, LatentView Analytics, Magicbricks, MakeMyTrip, MAQ Software, Media.net, Merilytics, Microsoft, Newzera Tech, Ola, Optum, Publicis Sapient, QBurst, RateGain, Samsung, TATA Communications, Tekion, Tiger Analytics, Transsion Holdings, and Walmart.

Offers were made in profiles including Bid Management, Cloud Services, Digital Application Operations, Digital Innovation, Digital Journey Owner, Digital Project Management, and Product Development.



# DOMAIN OVERVIEW

## SALES & MARKETING

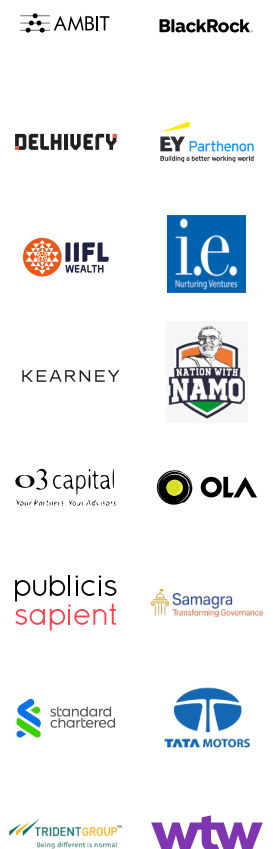
Leading recruiters continued to hire from IIM Indore in large numbers for various roles in Sales & Marketing, cementing its position as a preferred campus for this domain. With 18% of the total offers, participation was witnessed from eminent recruiters including AB InBev, Affinity Global, Aliens Group, Asian Paints, Atomberg Technologies, Bajaj Auto, BeFree, CavinKare, Dr. Reddy's Laboratories, Everest Industries, Haleon, Hero MotoCorp, HUL, IBM, Incture Technologies, Infosys Ltd, ITC, JK Cement, Kenvue, L&T Technology Services, Lodha Group, PepsiCo, Reckitt, ReNew Power, RSPL Group, Samsung, TAFE, Tolaram, and Varroc Group.

A blend of evergreen and futuristic roles were offered to students in Account Management, B2B Sales, Brand Management, Category Management, Digital Marketing, Growth Marketing, Institutional Sales, Pre Sales, and Product Marketing.



## SEASON HIGHLIGHTS

The Final Placements for the batch of 2021-23 emerged as one of the most successful placement seasons till date. From domain-wide roll-out of marquee roles to remarkable statistics, this year has been a testament to the prominence enjoyed by IIM Indore among recruiters. The strong and integrated efforts of all stakeholders has steered the institute towards sustained growth and prosperity and the same is affirmed by the impressive placements scored by our students. Despite the concerning state of the global economy, the trust reinforced by legacy recruiters has been unwavering and a significant surge in participation was observed from new recruiters, including Aarti Industries, Adani Group, Affinity Global, African Industries Group, Aliens Group, Alkem, AM/NS, Ambit Capital, Apollo Supply Chain, ASK Assets & Wealth Management, BeFree, Bira 91, BlackRock, BLS International, Carwale, CavinKare, CITI Bank, DCM Shriram, Delhivery, DISYS, Dolcera, Edelweiss Alternative Asset Advisors, Everest Industries, Exide Industries, EXL Analytics, EY GDS, EY Parthenon, Genpact, Haleon, HCL Tech, Hitachi Payment Services, Houlihan Lokey, ICRA, IIFL Wealth & Asset Management, Indegene, IndigoEdge, JK Cement, Kearney, LatentView Analytics, MAQ Software, Maruti Suzuki, Mphasis, MXV Consulting, Newzera Tech, o3 Capital, Ola, Piramal Alternatives, PNB Gilts, Publicis Sapient, RateGain, Reckitt, ReNew Power, Samagra, Samsung, Sobha Realty, Stakeboat Capital, Standard Chartered, Sutherland Global Services, Syngene International, TAFE, TATA AIA, TATA Communications, TATA Motors, Tekion, Tiger Analytics, Tolaram, Transsion Holdings, Trident Group, TVS Capital Funds, Varroc Group, Vedanta Limited, Willis Towers Watson, WNS, and Xanadu Realty Limited. The season also witnessed the participation of a political consultancy, Nation with NaMo and a mission-driven governance consulting firm, Samagra; indicating the institute's merit of transforming students into well- rounded individuals who are better equipped to navigate through the various challenges of the business world.





# PROMINENT RECRUITERS



# PROMINENT RECRUITERS



# PLACEMENT TEAM



ADITYASHANKAR PILLAI  
(SECRETARY)



ADITI KUMAR



AKSHIKA BORWANKAR



ANJALI SUNIL



BALAGA NAGA SAI VARDHAN



DEEPANJALI SINGH



DHRUVARAJ HUPARIKAR



HITESH KUMAR DHANDA



PALLAV SRIVASTAVA



RUTUJA WABLE



SAURABH NIRWAN



SHANTANU SHARMA



SOUMYA GUPTA



SWAPNIL ARUN



TANYA JAIN



VASUDEVAN SAMPATH

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