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**PGP Final Placements 2018 - 2020**

**IIM AHMEDABAD**



**February 17, 2020**

**Ahmedabad**

The Final Placement process for the MBA Class of 2020 of the Post Graduate Programme (PGP) in Management at IIM Ahmedabad was successfully completed. Firms from multiple domains participated across the three clusters in Final placements, with all students being placed across more than 20 cohorts.

**Placement Process**

The final placement process was conducted in two stages. The first was the Laterals process where firms interviewed students with prior work experience and offered them mid-level managerial positions. 44 firms hired from diverse sectors such as technology, banking, consulting, general management and analytics. In the second stage of the Final placement process, firms were grouped into cohorts based on the profile offered, 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. There were 160 dream applications this year. This gave students the flexibility and choice to build careers in sectors of their preference. Students also had the opportunity to start their own venture under the mentorship of CIIE.CO, the entrepreneurial hub built by IIMA.

*Prof. Amit Karna, Chairperson of the Placement Committee at IIM Ahmedabad said, “With the completion of the process in three clusters, we are pleased with the outcome of our final placement process that placed the entire batch within the planned time. Given the economic scenario, we were apprehensive about the results, but the outcome has not only been more positive than expected, but also better than previous years. The double-digit growth in 'dream applications' made by our students led to 40% of the batch exercising an option to sit for interviews after having an offer from one cluster. This clearly demonstrates the maturity and effectiveness of our unique placement process that follows a cluster-cohort system where students are allowed to seek multiple opportunities in firms of their choice across different sectors. With our consistent record of producing high achievers, we continued to attract several new recruiters expanding our recruiter pool considerably. We are grateful for the continued trust from our recruiters who not only increased the variety and diversity of roles but also exceeded their commitments on all fronts. Some of the most aspirational employer brands emerged as the top recruiters in the process. We strive to build deeper and more strategic relationships with all our recruiters so that they can continue to benefit from the country’s most exceptional talent pool of future managers. I wish the graduating class of 2020 a successful career ahead.”*

**Sectoral Overview**

Firms from different sectors and geographies participated in the process at IIM Ahmedabad. Recruiters in the management consulting domain included Accenture Strategy, Boston Consulting Group, Kearney, Bain & Co., KPMG, McKinsey & Co., Monitor Deloitte, Oliver Wyman and Strategy& among others. Prominent recruiters in the Investment Banking and Markets space included Citi, Credit Suisse, Goldman Sachs, HSBC and JP Morgan. Consumer goods, consumer services and consumer electronics cohorts saw participation by regular recruiters like AB InBev, Airtel, Asian Paints, CavinKare, Dabur, ITC, Lenovo, L’Oréal, Nestle, Procter and Gamble, Samsung, Tata Sky and Wipro among others. The General Management cohort saw participation from Aditya Birla Group, C.K. Birla, Reliance Industries Limited and Tata Administrative Services among others. Retail B2B & B2C cohort consisted of firms like Apparel Group and eShakti. The Banking, Financial Services & Insurance recruiters included firms like American Express, Bajaj Finserv and Liberty Insurance. Firms which participated in the Laterals process included Amazon, BrowserStack, Capgemini, FinIQ, Flipkart, Microsoft, Ola, Paytm, Praxis Global, Property Pistols and RPG among others. There were 38 new recruiters this year, including Blackstone Group, Colgate, DaytoDay Health, Diageo, FIITJEE, HCL Technologies and Strategy& (Middle East). Roles were also opened across geographies including Australia, Malaysia and Middle East.

**Top Recruiters**

153 firms participated with 182 different roles in the placement process in 2020. In the Final placements, firms which made the most offers on campus included McKinsey, Boston Consulting Group and Tata Consultancy Services. McKinsey made the most offers (including Pre-Placement Offers) at the end of the final placement process with 27 offers, followed by Boston Consulting Group with 23 offers. In the Niche Consulting cohort, Mastercard extended 11 offers. Among the investment banks, Avendus was the largest recruiter, making 10 offers, closely followed by JP Morgan with 8 offers. This year, the Private Equity, Venture Capital and Asset Management cohort witnessed an 80% increase in participating firms vis-à-vis last year including Matrix Partners and SAIF Partners. The consistent increase in firms participating in this cohort year after year (200% increase last year) reinforces the trust that diverse industries have in the quality of our PGP program. In the consumer goods and consumer services domain, AB InBev extended the most offers – 8, followed by Airtel with 7 offers. With 6 offers, CK Birla was the largest recruiter in the General Management cohort. In the IT Consulting cohort, Tata Consultancy Services was the largest recruiter with 12 offers. In the Laterals process, FinIQ made the highest number of offers (including pre-placement offers) – 11. Amazon (10 offers), Microsoft (7 offers) and RPG Group (7 offers) were the other top recruiters in the Laterals process.

**Entrepreneurship**

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career by opting for IIMAvericks Fellowship. The IIMAvericks Fellowship includes mentorship from CIIE.CO and financial support for a period of 2 years. At anytime during the Fellowship, the student can return and sit for placements through the Institute’s placement process. This year, 2 students opted out of the placement process to work on their own venture, under the IIMAvericks Fellowship

**Student-Recruiter fit**

*Shreyas Srivastava, the Recruitment Secretary at IIM Ahmedabad said, “The strength of the IIMA placement system stems from ensuring the best student-career fit; which comes from our multitude of opportunities for students to explore the best fit - including Dreams as well as the option to hold and upgrade PPOs and Laterals offers. In line with past trends, this year also we have seen an increase in number of offer upgrades - a testimony to the maturity of the IIMA brand, and the belief of all stakeholders in the placement system to ensure the best fit. Over the past several processes, we have successfully expanded our recruiter base, to better address the diversity of the batch, as well as the upcoming trends in the market.”*

New recruiters were impressed with the Placement Process at IIMA. *Milind Lakkad, Executive Vice President and CHRO, Tata Consultancy Services said “TCS is delighted to announce the Strategic Leadership Hiring Program that we have initiated to fuel our growth and transformation journey. IIMA was a natural choice in our quest for the best young talent and we are very pleased with the outcomes. The quality of the candidates we interviewed was excellent and the entire process was managed seamlessly by the Institute. Overall, it was a great experience and we look forward to a long-term strategic partnership with IIMA". Prem Sharma, Founder and CEO, DaytoDay Health said, “I am delighted to say that we found some exceptional team members. As first-time recruiters at IIM Ahmedabad, we found the entire process to be smooth and operationally efficient. Kudos to the organizing team.”.*

**IPRS Report**

Further details about the placement process will be released in an audited report, as per the Indian Placement Reporting Standards (IPRS), introduced by IIMA in an effort to bring about greater transparency in B-school placements across the country. The IPRS report for ‘Final Placements 2020’ will be released 6 months from the date of completion of the process, and the link to the report will be shared with all stakeholders, once released.