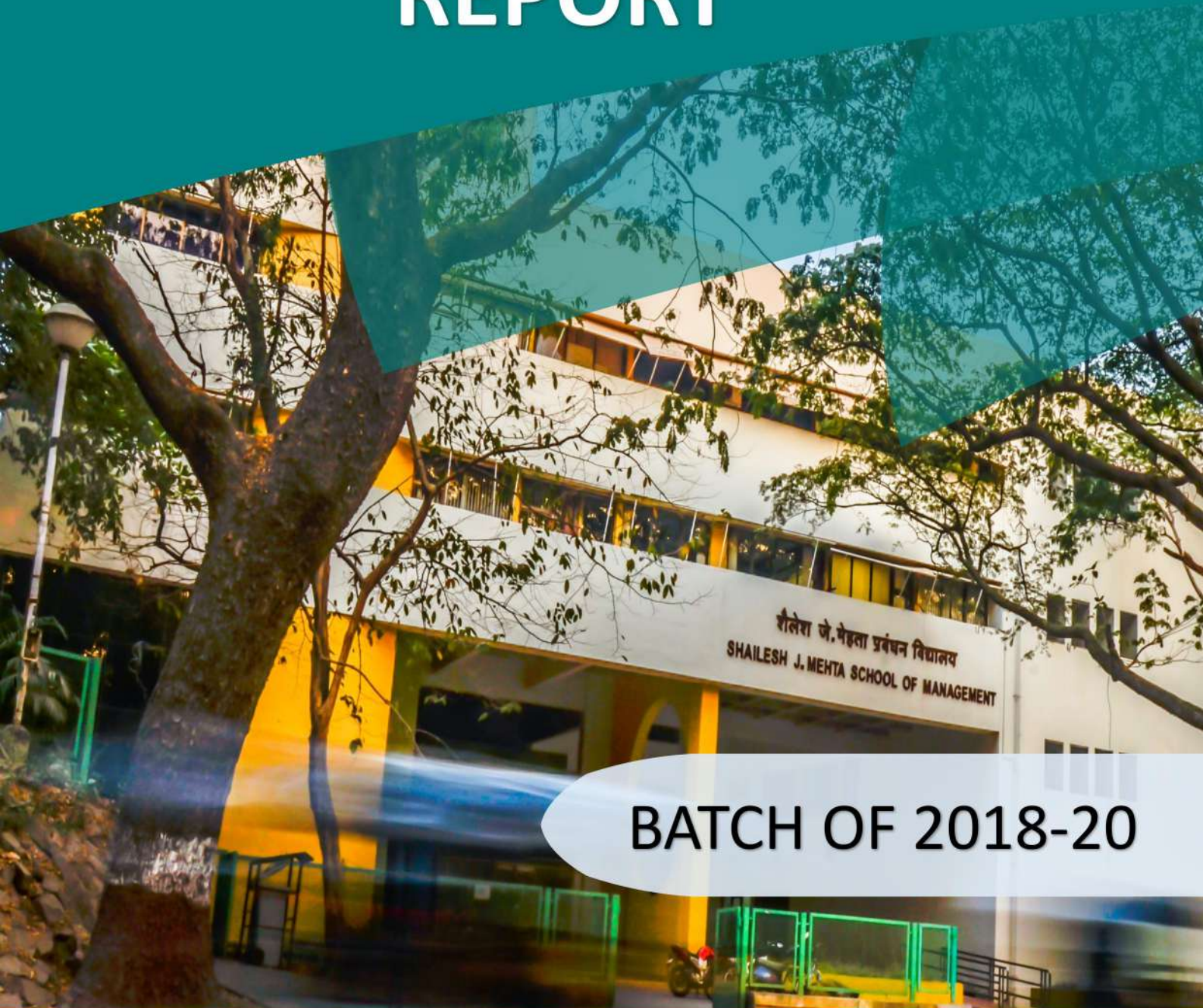




FINAL PLACEMENT REPORT



BATCH OF 2018-20

Shailesh J. Mehta School of Management, IIT Bombay

MESSAGE FROM HOD

I am pleased to announce the conclusion of the final placement process for the batch of 2018-20. The multitude of offers extended by the participating companies is a testament to the excellence of the institute and the efforts put forward by the students. This year witnessed the median CTC offered rising to a benchmark ₹21 lacs. The robust pedagogy, coupled with the overall conducive learning atmosphere that the IIT system provides, results in both the personal and professional development of the students and further drives them towards excellence. The expanding number of recruiters visiting the institute is a culmination of the many new partnerships established recently with numerous companies within the industry. Finally, on behalf of the school, I take this opportunity to thank our industry partners for continuous support and for recognizing SJMSOM as a preferred recruitment campus.



Prof. S Narayan Rao
Head of Department

MESSAGE FROM PLACEMENT DESK



Prof. Indrajit Mukherjee
Faculty Placement Coordinator

I would like to take this opportunity and announce that SJMSOM, IIT Bombay has concluded its placement process. SJMSOM reaffirms its standing among the premier B-schools of the country. The average CTC of the top 50% offers stood at a staggering ₹25 lacs, and the median CTC reaching a noteworthy ₹21 lacs. The process concluded with the average CTC offered standing at ₹20.98 lacs, continuing the year-on-year upward trajectory. The multitude of coveted profiles recruited for and the lucrative offers extended stands testament to the credence placed by the industry giants in the legacy of the institute. We highly value our relationship with all the industry recruiters and are committed to making the recruitment process productive, smooth, and overall positive experience. In conclusion, I, on behalf of the entire SJMSOM, IIT Bombay community, would like to convey my deepest gratitude to all the leading corporates who selected our school as their preferred recruitment destination.

SJMSOM maintained its legacy of being one of the top choices for MBA aspirants and attracted the finest pool of students. The batch of 2020 comprises of students with outstanding academic records from top-notch institutions of India. It is a fine blend of students with an average work experience of 27 months across various domains such as Analytics, Consulting, IT, Operations and Sales & Marketing in companies of repute including Accenture, Barclays, Deloitte, Hewlett-Packard, IBM, Maruti Suzuki, Siemens, among others. Students have proved their mettle by winning various corporate competitions such as Flipkart Wired, IVP FinValley 3.0 and Nestlé Plan-O-Chain among others. Numerous students have secured certifications such as APICS, CFA, FLIP, FRM, Lean Six Sigma among other professional certifications which adds onto their business acumen.



Batch Size

111



Average Work Ex.

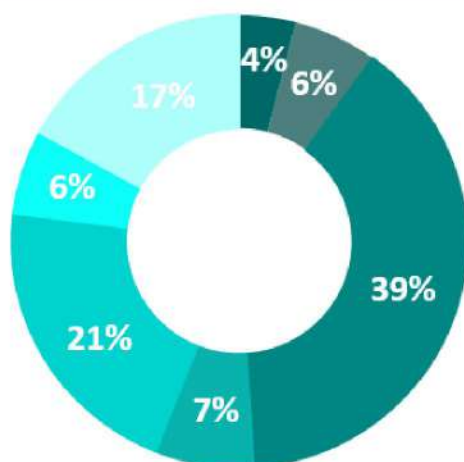
27 Months



84% **16%**

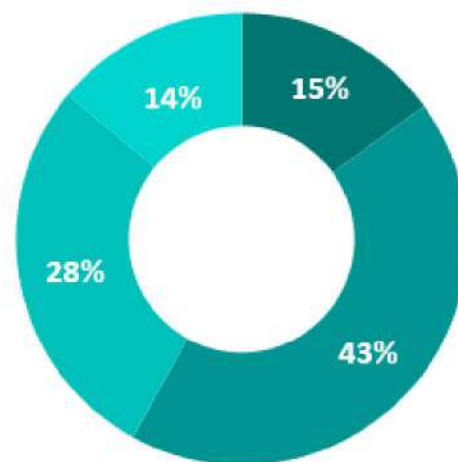
Gender

SECTOR SPLIT



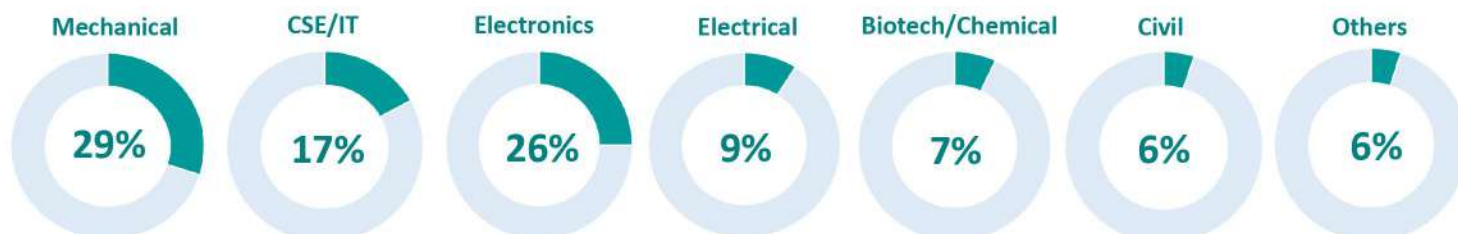
■ Mining/ Oil & Gas
■ Automobile/Automotive
■ IT/ ITES
■ Consulting/ Analytics
■ EPC/ Manufacturing
■ BFSI
■ Others

EXPERIENCE SPLIT



■ 0-12 months
■ 13-24 months
■ 25-36 months
■ 36+ months

ENGINEERING SPLIT



Placement Statistics

Batch of 2018 - 2020

Highest Salary Offered
₹32.80 lacs

Average Salary Offered
₹20.98 lacs

Median Salary Offered **₹ 21 lacs**

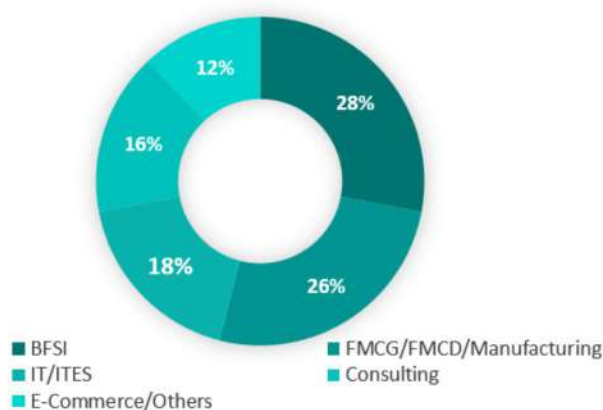
PPO/PPI **49**

Participating Companies **56**

New Recruiters **20**

SJMSOM conducted its final placement process for 2018-20 batch, with candidates securing offers in diverse domains. It hosted 56 organisations with legacy recruiters such as Accenture, Colgate-Palmolive, Google, JPMC, Procter & Gamble, PwC offering coveted roles in Consulting, Information Management, Investment Banking, Operations, Sales & Marketing and Supply Chain Management. The increase in median salary and the diversity of roles offered reinforces SJMSOM's position as one of the leading B-Schools.

STUDENT SPLIT



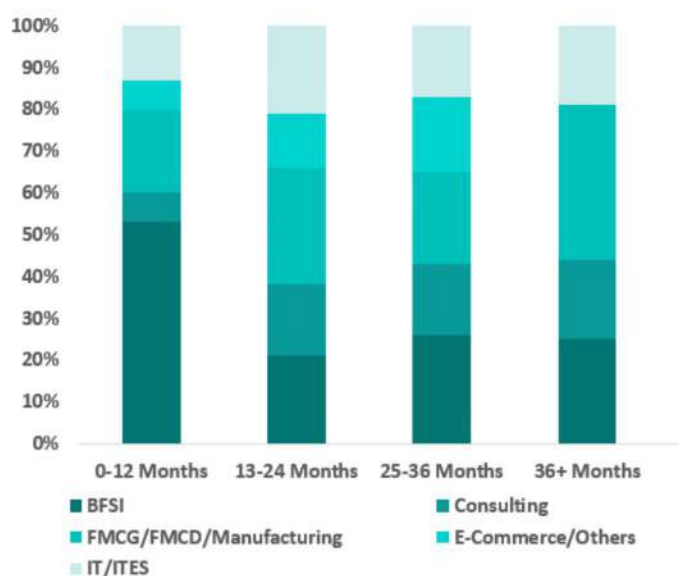
AVERAGE SALARY OFFERED

Top 30 % **₹ 26.98 lacs**

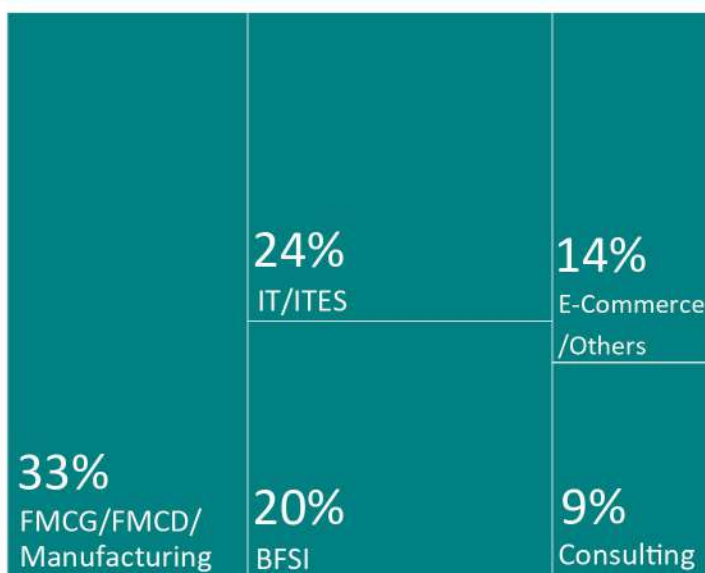
Top 50% **₹ 25.02 lacs**

Top 80% **₹ 22.66 lacs**

PROFILE w.r.t. WORK EXP.



COMPANY SPLIT



BFSI

The BFSI sector was the most preferred sector with 28% of the batch placed in esteemed organisations, such as Goldman Sachs, ICICI Bank, IDFC First, Indus Valley Partners, JM Financial Services, JP Morgan Chase, MSCI, Société Générale, Trafigura and Yes Bank offering profiles in functions like Investment Banking, Retail & Corporate Banking, Risk, and Transaction Banking.

CONSULTING

This sector saw regular recruiters reiterating their faith in the institute. Prominent recruiters in consulting such as GEP, i3 Consulting, IBM Consulting, Levers for Change, and PwC offered various profiles in Management Consulting, Operations Consulting, Strategy Consulting and Technology Consulting.

FMCG/FMCD/Manufacturing

SJMSOM maintains its position as preferred destination for the prominent FMCG/FMCD recruiters such as Asian Paints, Britannia, Colgate-Palmolive, Marico, Mondelez, Nestlé, Pidilite, Procter & Gamble offering a diverse set of roles across domains such as IT, Operations & Supply Chain, and Sales & Marketing. Manufacturing giants such as Avery Dennison, Cummins, Panasonic, Piramal, Reliance, Tata Motors, Welspun and Whirlpool strengthened their association with SJMSOM by offering coveted profiles in General Management, Operations & Supply Chain and Strategic Sourcing.

IT/ITES

New Recruiters such as BRIDGEi2i, Browser Stack, Dell, Hexaware, and Vodafone Shared Services participated in the process along with existing marquee recruiters such as Accenture Digital, Capgemini, Google, IBM, and Wipro offering various Techno-Management profiles in Business Intelligence, Information Management, Pre-Sales, and Product Management.

E-COMMERCE/OTHERS

This year saw participation from top organisations such as Boehringer Ingelheim, Carwale, Cochlear, eClerx, Flipkart, Maersk, Oyo Rooms & Square Yards from sectors like E-Commerce, Healthcare, Hospitality among others, recruiting in good numbers for roles in Operations & Supply Chain, Product Management and Sales & Marketing. Flipkart also offered its coveted Business Development profile this year.