

► **One Year  
MBA - GSCM**

Full-time MBA Program in  
Global Supply Chain Management



Leaders  
in Global  
**SCM**

► [www.iimu.ac.in](http://www.iimu.ac.in)

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Indian Institute of Management Udaipur



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Indian Institute of Management Udaipur

# Letter from Auditor

**SORAB S. ENGINEER & CO. (Regd.)**  
CHARTERED ACCOUNTANTS

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July 23, 2020

To **The Director,**  
**Indian Institute of Management Udaipur**  
**Udaipur.**

Dear Sir,

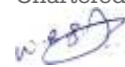
**Re: Audit of Placement Report of 2019-20 the Full-time MBA Program in Global Supply Chain Management (GSCM)**

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of 2019-20 batch of the **Global Supply Chain Management (GSCM)** of Indian Institute of Management Udaipur ("IIMU"). The Report is the responsibility of IIMU. Our responsibility is to validate the information provided in the Report with the relevant documentation and comment on the Report's conformance with the Indian Placement Reporting Standards, Revision 2.2 (IPRS).

In this context, we confirm the following:

1. For the purpose of audit, we have obtained all the information and explanations, which to the best of our knowledge and belief were necessary. In our opinion, the Report complies with the IPRS.
2. The validation of information presented in the Report is based on communication received by IIMU from recruiting companies. We have not independently sourced any information or documentation.
3. We have verified the information with respect to remuneration presented in the Report with communication received from recruiters. Information regarding compensation received from individual students has not been used.
4. The information has been categorized as best as possible under difference salary heads as given in the IPRS Revision 2.2; where a break-up was not available, the salary has been considered only as 'Maximum Earning Potential'.
5. Performance Bonus has been considered for calculation of 'Maximum Earning Potential'.

For **Sorab S Engineer & Co.**  
Firm Registration No. 110417W  
Chartered Accountants

  
**CA. Dhruv Shah**  
Partner  
Membership No. 169290



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## Placement Season Highlights

- IIM Udaipur welcomed prominent recruiters like Cognizant, Delhivery, FIITJEE, Manhattan Associates, Michelin, Udaan.
- 93% of GSCM students, who opted for campus, were placed through campus-generated opportunities.
- 7 recruiters extended offers to GSCM students at IIM Udaipur.
- Roles were offered across various domains like Strategic Management, Operations, Sales and Marketing, Supply Chain Management.
- Highest maximum earning potential (Domestic): Rs 35.01 lakhs per annum.
- Average maximum earning potential (Domestic): Rs 19.10 lakhs per annum.
- Though impacted by recent lockdown, efforts are underway to place the remaining students

## Classification of the entire placement pool

- The entire batch of 15 students was eligible for sitting in the Final Placements.

Categories	Mean
1. Sought placement through the institute	
1a. Students placed via campus generated opportunities	13
1b. Students not placed	1
<b>Total students who seek employment through the institute</b>	<b>14</b>
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	0
2e. Returning to / joining family business	0
2f. Sought placement outside the campus placement process	1
2g. Did not seek placements for other reasons	0
<b>Total who did not seek employment through the institute</b>	<b>1</b>
<b>Total graduates</b>	<b>15</b>

Table 1: Classification of entire placement pool

## Classification Based on Sector

Sector	No. of Offers accepted
E-Commerce	1
Education	2
Information Technology	7
Logistics	2
Manufacturing	1
<b>Total</b>	<b>13</b>

Table 2: Classification based on sectors

## Classification Based on Function

Function	No. of Offers accepted
Operations	7
Sales and Marketing	2
Strategic	1
Supply Chain Management	3
<b>Total</b>	<b>13</b>

Table 3: Classification based on functions

## Classification Based on Location

### 4.1 Classification based on Locations (Global)

Locations	No. of Offers accepted
India	13
Rest of Asia	0

Table 4.1: Classification based on Global Locations

### 4.2 Classification based on Locations within India

Indian Locations	No. of Offers accepted
Bengaluru	3
Chennai	5
National Capital Region (NCR)	4
Pune	1
<b>Total</b>	<b>13</b>

Table 4.2: Classification based on Indian Locations

## Salary Data

### 5.1 Salary head - Domestic Offers (INR)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	4,72,500	11,41,200	5,37,942	6,04,378	12
B. Additional guaranteed cash components	5,94,000	12,40,240	8,35,800	8,55,948	12
C. One-time cash payments	1,19,966	3,00,000	3,00,000	2,52,852	7
D. Total guaranteed cash payments	12,78,400	23,81,440	16,02,650	16,07,823	12
E. Maximum earning potential (including non-cash, long term and performance linked components)	13,00,000	35,00,509	18,15,000	19,09,818	13

Table 5.1: Classification of salary heads - domestic

Note:

- The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified.
- As there are no international placements, irrelevant tables are deleted.

# Salary Data

## 5.2 Salary Statistics at purchasing power parity (PPP)

Salary in USD at PPP	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	60,302	1,12,332	75,597	75,841	12
Non-INR salary (Total guaranteed cash component)	-	-	-	-	-
Overall salaries (Total guaranteed cash component)	60,302	1,12,332	75,597	75,841	12
INR salary (Maximum earning potential)	61,321	1,65,118	85,613	90,086	13
Non-INR salary (Maximum earning potential)	-	-	-	-	-
Overall salaries (Maximum earning potential)	61,321	1,65,118	85,613	90,086	13

**\*Note:**

As per the PPP conversion rate for 2019 for all the available currencies from the World Development Indicators (WDI) database of the World Bank.  
Source: <http://wdi.worldbank.org/table/4.16>

# Salary by Sector

## 5.3 Classification of salary based on sector – Domestic (INR)

Base Salary					
Sector	Min	Max	Median	Mean	Data
E-Commerce	-	-	-	-	-
Education	7,20,000	11,41,200	9,30,600	9,30,600	2
Information Technology	4,72,500	6,40,254	5,33,184	5,25,191	7
Logistics	5,20,000	5,20,000	5,20,000	5,20,000	2
Manufacturing	6,75,000	6,75,000	6,75,000	6,75,000	1

Table 5.3.1: Classification of base salary based on sector – Domestic

Additional Guaranteed Cash Components					
Sector	Min	Max	Median	Mean	Data
E-Commerce	-	-	-	-	-
Education	8,77,000	12,40,240	10,58,620	10,58,620	2
Information Technology	7,57,234	9,57,180	8,35,800	8,63,334	7
Logistics	7,58,400	7,58,400	7,58,400	7,58,400	2
Manufacturing	5,94,000	5,94,000	5,94,000	5,94,000	1

Table 5.3.2: Classification of Additional Guaranteed Cash Component based on sector – Domestic

One Time Cash Payments					
Sector	Min	Max	Median	Mean	Data
E-Commerce	-	-	-	-	-
Education	-	-	-	-	-
Information Technology	1,19,966	3,00,000	3,00,000	2,69,994	6
Logistics	-	-	-	-	-
Manufacturing	1,50,000	1,50,000	1,50,000	1,50,000	1

Table 5.3.3: Classification of One-time Cash Payments based on sector – Domestic

# Salary by Sector

Maximum Earning Potential					
Sector	Min	Max	Median	Mean	Data
E-Commerce	15,00,000	15,00,000	15,00,000	15,00,000	1
Education	30,04,549	35,00,509	32,52,529	32,52,529	2
Information Technology	15,00,000	20,15,004	18,15,000	18,17,512	7
Logistics	13,00,000	13,00,000	13,00,000	13,00,000	2
Manufacturing	15,00,000	15,00,000	15,00,000	15,00,000	1

Table 5.3.4: Classification of Maximum Earning Potentials based on sector – Domestic

# Salary by Function

## 5.4 Classification of salary based on function – Domestic (INR)

Base Salary					
Function	Min	Max	Median	Mean	Data
Operations	4,72,500	11,41,200	5,07,600	6,07,350	6
Sales and Marketing	5,33,184	7,20,000	6,26,592	6,26,592	2
Strategic	6,40,254	6,40,254	6,40,254	6,40,254	1
Supply Chain Management	5,20,000	6,75,000	5,20,000	5,71,666	3

Table 5.4.1: Classification of base salary based on function – Domestic

Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
Operations	8,35,800	12,40,240	8,96,490	9,43,667	6
Sales and Marketing	7,57,234	8,77,000	8,17,117	8,17,117	2
Strategic	8,64,343	8,64,343	8,64,343	8,64,343	1
Supply Chain Management	5,94,000	7,58,400	7,58,400	7,03,600	3

Table 5.4.2: Classification of Additional Guaranteed Cash Component based on function – Domestic

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
Operations	3,00,000	3,00,000	3,00,000	3,00,000	6
Sales and Marketing	1,19,966	1,19,966	1,19,966	1,19,966	1
Strategic	-	-	-	-	-
Supply Chain Management	1,50,000	1,50,000	1,50,000	1,50,000	1

Table 5.4.3: Classification of One-time Cash Payments based on function – Domestic

# Salary by Function

Maximum Earning potentials					
Function	Min	Max	Median	Mean	Data
Operations	15,00,000	35,00,509	18,15,000	20,67,931	7
Sales and Marketing	15,00,000	30,04,549	22,52,275	22,52,275	2
Strategic	17,47,573	17,47,573	17,47,573	17,47,573	1
Supply Chain Management	13,00,000	15,00,000	13,00,000	13,66,667	3

Table 5.4.4: Classification of Maximum Earning potentials based on function – Domestic

# Salary by Location

## 5.5.1 Global Locations

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	4,72,500	11,41,200	5,37,942	6,04,378	12
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.1: Classification of base salary

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	5,94,000	12,40,240	8,35,800	8,55,948	12
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.2: Classification of Additional Guaranteed Cash Component

One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	1,19,966	3,00,000	3,00,000	2,52,852	7
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.3: Classification of One-time Cash Payments

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	13,00,000	35,00,509	18,15,000	19,09,818	13
Rest of Asia (USD)	-	-	-	-	-

Table 5.5.1.4: Classification of Maximum Earning Potentials

# Salary by Location

## 5.6.2 Indian Locations (in INR)

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	5,33,184	6,40,254	5,86,719	5,86,719	2
Chennai	4,72,500	5,42,700	4,72,500	5,00,580	5
National Capital Region	5,20,000	11,41,200	6,20,000	7,25,300	4
Pune	6,75,000	6,75,000	6,75,000	6,75,000	1

Table 5.6.2.1: Classification of base salary within India

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	7,57,234	8,64,343	8,10,788	8,10,789	2
Chennai	8,35,800	9,57,180	8,35,800	8,84,352	5
National Capital Region	7,58,400	12,40,240	8,17,700	9,08,510	4
Pune	5,94,000	5,94,000	5,94,000	5,94,000	1

Table 5.6.2.2: Classification of Additional Guaranteed Cash Component within India

One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	1,19,966	1,19,966	1,19,966	1,19,966	1
Chennai	3,00,000	3,00,000	3,00,000	3,00,000	5
National Capital Region	-	-	-	-	-
Pune	1,50,000	1,50,000	1,50,000	1,50,000	1

Table 5.6.2.3: Classification of One-time Cash Payments within India

# Salary by Location

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
Bengaluru	15,00,000	17,47,573	15,00,000	15,82,524	3
Chennai	18,15,000	20,15,004	18,15,000	18,95,002	5
National Capital Region	13,00,000	35,00,509	21,52,275	22,76,265	4
Pune	15,00,000	15,00,000	15,00,000	15,00,000	1

Table 5.6.2.4: Classification of Maximum Earning Potentials within India

**Compliance Statement**

This placement report has been prepared as per the Indian Placement Reporting Standards, Revision 2.2

The instances where the report deviates from standards and the reasons for them are mentioned below:

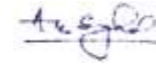
Deviation from the standards	Reason
-	-

For **Sorab S Engineer & Co.**  
Firm Registration No. 110417W  
Chartered Accountants



**CA. Dhruv Shah**  
Partner  
Membership No. 169290

For **Indian Institute of Management Udaipur**



**Authorized Person**

