

► **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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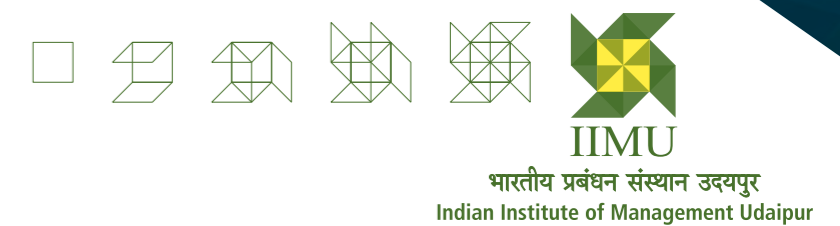
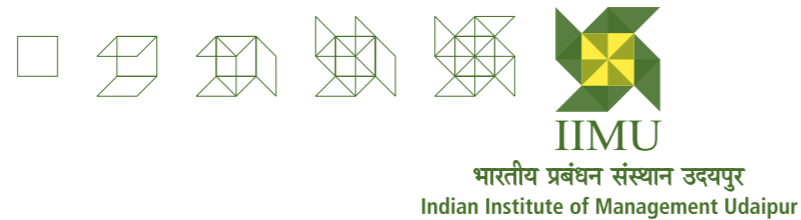
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# Letter from Auditor

**SORAB S. ENGINEER & CO. (Regd.)**  
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May 25, 2021

To The Director,  
Indian Institute of Management Udaipur  
Udaipur.

Dear Sir,


**Re: Audit of Placement Report of 2020-21 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 2020-21 batch of the MBA-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'.
6. Due to COVID-19 pandemic, no international offers have been extended to the students of this batch, accordingly, tables requiring information for international students have been removed for better presentation.
7. Stock options has been mentioned for one student with details on how much vests in the first year. Hence, the corresponding fixed amount has been considered for calculating 'Maximum Earning Potential'.

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

  
**CA. Dhruv Shah**  
Partner  
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## Placement Season Highlights

- IIM Udaipur welcomed prominent recruiters like Accenture Strategy & Consulting, BNY Mellon, Bristlecone, Cognizant, Delhivery, DP World, Jain Irrigation Systems Ltd., Thought Works, Walmart.
- 100% of MBA-GSCM students, who opted for campus placements, were placed through campus-generated opportunities.
- 9 recruiters extended offers to MBA-GSCM students at IIM Udaipur.
- Roles were offered across various domains like Operations/Supply Chain Management (SCM), Sales and Marketing, Consulting.
- Highest maximum earning potential (Domestic): Rs 35.45 lakhs per annum.
- Average maximum earning potential (Domestic): Rs 19.04 lakhs per annum.

## Classification of the entire placement pool

- The entire batch of 21 students was eligible for sitting in the Final Placements.

Categories	Mean
1. Sought placement through the institute	
1a. Students placed via campus generated opportunities	19
1b. Students not placed	0
<b>Total students who seek employment through the institute</b>	<b>19</b>
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	2
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	0
2g. Did not seek placements for other reasons	0
<b>Total who did not seek employment through the institute</b>	<b>2</b>
<b>Total graduates</b>	<b>21</b>

Table 1: Classification of entire placement pool

## Classification Based on Sector

Sector	No. of Offers accepted
Banking, Financial Services and Insurance (BFSI)	1
Consulting	6
FMCG/Retail	1
Information Technology/ITES	5
Logistics	5
Manufacturing/Engineering/Energy	1
<b>Total</b>	<b>19</b>

Table 2: Classification based on sectors

## Classification Based on Function

Function	No. of Offers accepted
Analytics	2
Consulting	4
General Management	4
Information Technology	1
Operations/Supply Chain Management (SCM)	5
Product Management	1
Project Management	1
Sales & Marketing and Business Development	1
<b>Total</b>	<b>19</b>

Table 3: Classification based on functions

## Classification Based on Location

### 4.1 Classification based on Locations (Global)

Locations	No. of Offers accepted
India	19
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
Bangalore	4
Chennai	2
Gurugram	3
Jalgaon	1
Mumbai	4
Pune	5
<b>Total</b>	<b>19</b>

Table 4.2: Classification based on Indian Locations

## Salary Data

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.

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

Salary	Min	Max	Median	Mean	Data
A. Basic salary	2,76,000	8,38,160	5,07,600	5,25,790	19
B. Additional guaranteed cash components	4,84,000	14,56,010	9,01,058	8,98,053	19
C. One-time cash payments	2,00,000	6,50,000	3,00,000	3,45,833	12
D. Total guaranteed cash payments	12,19,240	29,44,170	13,06,329	16,42,264	19
E. Maximum earning potential (including non-cash, long term and performance linked components)	13,00,000	35,44,749	15,70,000	19,04,991	19

Table 5.1: Classification of salary heads - domestic

# Salary Data

## 5.2 Salary heads – International Offers (USD)

Refer note no. 6 of the audit report.

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

Salary in USD at PPP	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	57,241	1,38,224	61,330	77,102	19
Non-INR salary (Total guaranteed cash component)	-	-	-	-	-
Overall salaries (Total guaranteed cash component)	57,241	1,38,224	61,330	77,102	19
INR salary (Maximum earning potential)	61,033	1,66,420	73,709	89,436	19
Non-INR salary (Maximum earning potential)	-	-	-	-	-
Overall salaries (Maximum earning potential)	61,033	1,66,420	73,709	89,436	19

\*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

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

Base Salary					
Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	4,40,000	4,40,000	4,40,000	4,40,000	1
Consulting	3,18,182	8,38,160	3,40,909	4,99,084	6
FMCG/Retail	8,00,000	8,00,000	8,00,000	8,00,000	1
Information Technology/ITES	5,07,600	7,10,000	5,07,600	5,55,100	5
Logistics	5,04,000	5,50,000	5,50,000	5,40,800	5
Manufacturing/ Engineering/Energy	2,76,000	2,76,000	2,76,000	2,76,000	1

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

Additional Guaranteed Cash Components					
Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	6,60,000	6,60,000	6,60,000	6,60,000	1
Consulting	9,01,058	14,56,010	9,65,420	11,07,496	6
FMCG/Retail	12,00,000	12,00,000	12,00,000	12,00,000	1
Information Technology/ITES	8,96,484	12,78,600	8,96,484	9,85,046	5
Logistics	4,84,000	7,34,400	4,84,000	5,34,080	5
Manufacturing/ Engineering/Energy	9,62,400	9,62,400	9,62,400	9,62,400	1

Table 5.4.2: Classification of base salary based on sector – Domestic

One Time Cash Payments					
Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	2,00,000	2,00,000	2,00,000	2,00,000	1
Consulting	6,00,000	6,50,000	6,25,000	6,25,000	2
FMCG/Retail	5,00,000	5,00,000	5,00,000	5,00,000	1
Information Technology/ITES	3,00,000	3,00,000	3,00,000	3,00,000	4
Logistics	2,50,000	2,50,000	2,50,000	2,50,000	4
Manufacturing/ Engineering/Energy	-	-	-	-	-

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

# Salary by Sector

Maximum Earning Potential					
Sector	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance (BFSI)	13,00,000	13,00,000	13,00,000	13,00,000	1
Consulting	14,00,000	35,44,749	15,00,000	21,39,916	6
FMCG/Retail	30,71,000	30,71,000	30,71,000	30,71,000	1
Information Technology/ITES	19,14,996	20,44,335	19,14,996	19,60,865	5
Logistics	14,00,000	15,70,000	15,70,000	15,36,000	5
Manufacturing/Engineering/Energy	15,00,000	15,00,000	15,00,000	15,00,000	1

Table 5.4.4: Classification of Maximum Earning Potentials based on sector – Domestic

# Salary by Function

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

Base Salary					
Function	Min	Max	Median	Mean	Data
Analytics	8,38,160	8,38,160	8,38,160	8,38,160	2
Consulting	3,18,182	3,40,909	3,29,546	3,29,546	4
General Management	5,50,000	5,50,000	5,50,000	5,50,000	4
Information Technology	4,40,000	4,40,000	4,40,000	4,40,000	1
Operations/Supply Chain Management (SCM)	2,76,000	5,42,700	5,07,600	4,68,300	5
Product Management	8,00,000	8,00,000	8,00,000	8,00,000	1
Project Management	7,10,000	7,10,000	7,10,000	7,10,000	1
Sales & Marketing & Business Development	5,04,000	5,04,000	5,04,000	5,04,000	1

Table 5.5.1: Classification of base salary based on function – Domestic

Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
Analytics	14,56,010	14,56,010	14,56,010	14,56,010	2
Consulting	9,01,058	9,65,420	9,33,239	9,33,239	4
General Management	4,84,000	4,84,000	4,84,000	4,84,000	4
Information Technology	6,60,000	6,60,000	6,60,000	6,60,000	1
Operations/Supply Chain Management (SCM)	8,96,484	9,62,400	8,96,484	9,21,806	5
Product Management	12,00,000	12,00,000	12,00,000	12,00,000	1
Project Management	12,78,600	12,78,600	12,78,600	12,78,600	1
Sales & Marketing & Business Development	7,34,400	7,34,400	7,34,400	7,34,400	1

Table 5.5.2: Classification of Additional Guaranteed Cash Component based on function – Domestic

# Salary by Function

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
Analytics	6,00,000	6,50,000	6,25,000	6,25,000	2
Consulting	-	-	-	-	-
General Management	2,50,000	2,50,000	2,50,000	2,50,000	4
Information Technology	2,00,000	2,00,000	2,00,000	2,00,000	1
Operations/Supply Chain Management (SCM)	3,00,000	3,00,000	3,00,000	3,00,000	4
Product Management	5,00,000	5,00,000	5,00,000	5,00,000	1
Project Management	-	-	-	-	-
Sales & Marketing & Business Development	-	-	-	-	-

Table 5.5.3: Classification of One-time Cash Payments based on function – Domestic

Maximum Earning potentials					
Function	Min	Max	Median	Mean	Data
Analytics	34,94,749	35,44,749	35,19,749	35,19,749	2
Consulting	14,00,000	15,00,000	14,50,000	14,50,000	4
General Management	15,70,000	15,70,000	15,70,000	15,70,000	4
Information Technology	13,00,000	13,00,000	13,00,000	13,00,000	1
Operations/Supply Chain Management (SCM)	15,00,000	20,15,004	19,14,996	18,51,998	5
Product Management	30,71,000	30,71,000	30,71,000	30,71,000	1
Project Management	20,44,335	20,44,335	20,44,335	20,44,335	1
Sales & Marketing & Business Development	14,00,000	14,00,000	14,00,000	14,00,000	1

Table 5.5.4: Classification of Maximum Earning potentials based on function – Domestic

# Salary by Location

## 5.6.1 Global Locations

Refer note no. 6 of the audit report.

## 5.6.2 Indian Locations (in INR)

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	5,07,600	8,00,000	6,08,800	6,31,300	4
Chennai	5,07,600	5,42,700	5,25,150	5,25,150	2
Gurugram	5,04,000	8,38,160	8,38,160	7,26,773	3
Jalgaon	2,76,000	2,76,000	2,76,000	2,76,000	1
Mumbai	5,50,000	5,50,000	5,50,000	5,50,000	4
Pune	3,18,182	4,40,000	3,40,909	3,51,636	5

Table 5.6.2.1: Classification of base salary

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	8,96,484	12,78,600	10,48,242	10,67,892	4
Chennai	8,96,484	9,57,180	9,26,832	9,26,832	2
Gurugram	7,34,400	14,56,010	14,56,010	12,15,473	3
Jalgaon	9,62,400	9,62,400	9,62,400	9,62,400	1
Mumbai	4,84,000	4,84,000	4,84,000	4,84,000	4
Pune	6,60,000	9,65,420	9,01,058	8,78,591	5

Table 5.6.2.2: Classification of Additional Guaranteed Cash Component

# Salary by Location

One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	3,00,000	5,00,000	3,00,000	3,66,667	3
Chennai	3,00,000	3,00,000	3,00,000	3,00,000	2
Gurugram	6,00,000	6,50,000	6,25,000	6,25,000	2
Jalgaon	-	-	-	-	-
Mumbai	2,50,000	2,50,000	2,50,000	2,50,000	4
Pune	2,00,000	2,00,000	2,00,000	2,00,000	1

Table 5.6.2.3: Classification of One-time Cash Payments

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	19,14,996	30,71,000	19,79,666	22,36,332	4
Chennai	19,14,996	20,15,004	19,65,000	19,65,000	2
Gurugram	14,00,000	35,44,749	34,94,749	28,13,166	3
Jalgaon	15,00,000	15,00,000	15,00,000	15,00,000	1
Mumbai	15,70,000	15,70,000	15,70,000	15,70,000	4
Pune	13,00,000	15,00,000	14,00,000	14,20,000	5

Table 5.6.2.4: Classification of Maximum Earning Potentials

## 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

