



15 month full-time Dual Degree Program  
in Global Supply Chain Management



Leaders  
in Global  
**SCM**



भारतीय प्रबंधन संस्थान उदयपुर  
Indian Institute of Management Udaipur



# Letter from Auditor

**SORAB S. ENGINEER & CO. (Regd.)**  
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April 22, 2019

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

Dear Sir,

**Re: Audit of Placement Report of 2018-19 the Post Graduate Program (Executive) in Management (PGP-X)**

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of 2018-19 batch of the Post Graduate Program (Executive) (PGP-X) 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. Stock Options have been mentioned for four students with the details on how much vests in first year. Accordingly, the corresponding fixed amount has been considered for calculation of 'Maximum Earning Potential'.

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

*Chokshi Shreyas B.*  
**CA. Chokshi Shreyas B.**  
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## Placement Season Highlights

- IIM Udaipur welcomed prominent recruiters like Cognizant, Colortokens, Flipkart, Future Supply Chain Solutions, Hiveloop logistics, Johnson & Johnson, Jubilant FoodWorks, Mahindra & Mahindra, Michelin, P.D. Hinduja National Hospital & Medical Research Centre, Robotic Wares and Waaree.
- 100% of PGPX students were placed through campus-generated opportunities.
- 12 recruiters extended offers to PGPX students at IIM Udaipur.
- Roles were offered across various domains like Analytics, Materials Management, Operations, Sales and Marketing, Supply Chain Management.
- Highest maximum earning potential (Domestic): Rs 22.42 lakhs per annum.
- Average maximum earning potential (Domestic): Rs 15.44 lakhs per annum.

## Classification of the entire placement pool

- The entire batch of 18 students was eligible for sitting in the Final Placements.

| Categories  | Mean      |
|---|-----------|
| 1. Sought placement through the institute                 |           |
| 1a. Students placed via campus generated opportunities    | 18        |
| 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 | 0         |
| 2g. Did not seek placements for other reasons             | 0         |
| Total who did not seek employment through the institute   | 0         |
| <b>Total graduates</b>                                    | <b>18</b> |

Table 1: Classification of entire placement pool

## Classification Based on Sector

| Sector                 | No. of Offers accepted |
|------------------------|------------------------|
| E-Commerce             | 1                      |
| FMCG / Retail          | 4                      |
| Healthcare             | 1                      |
| Information Technology | 4                      |
| Logistics              | 4                      |
| Manufacturing          | 4                      |
| <b>Total</b>           | <b>18</b>              |

Table 2: Classification based on sectors

## Classification Based on Function

| Function                | No. of Offers accepted |
|-------------------------|------------------------|
| Analytics               | 2                      |
| Materials Management    | 2                      |
| Operations              | 2                      |
| Sales and Marketing     | 4                      |
| Supply Chain Management | 8                      |
| <b>Total</b>            | <b>18</b>              |

Table 3: Classification based on functions

## Classification Based on Location

### 4.1 Classification based on Locations (Global)

| Locations    | No. of Offers accepted |
|--------------|------------------------|
| India        | 18                     |
| 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               | 5                      |
| Chennai                 | 2                      |
| Mumbai                  | 5                      |
| National Capital Region | 5                      |
| Pune                    | 1                      |
| <b>Total</b>            | <b>18</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  | 255,000   | 850,000   | 500,574   | 495,098   | 18   |
| B. Additional guaranteed cash components   | 428,400   | 968,400   | 761,288   | 748,461   | 18   |
| C. One-time cash payments  | 100,000   | 300,000   | 100,000   | 166,667   | 6    |
| D. Total guaranteed cash payments  | 878,400   | 1,799,880 | 1,248,481 | 1,299,115 | 18   |
| E. Maximum earning potential (including non-cash, long term and performance linked components) | 1,100,000 | 2,241,896 | 1,510,811 | 1,543,862 | 18   |

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 heads – International Offers (USD)

| Salary   | Min | Max | Median | Mean | Data |
|--|-----|-----|--------|------|------|
| A. Basic salary  | -   | -   | -      | -    | -    |
| B. Additional guaranteed cash components   | -   | -   | -      | -    | -    |
| C. One-time cash payments  | -   | -   | -      | -    | -    |
| D. Total guaranteed cash payments  | -   | -   | -      | -    | -    |
| E. Maximum earning potential (including non-cash, long term and performance linked components) | -   | -   | -      | -    | -    |

Table 5.2: Classification of salary heads - International

## 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)       | 49,627 | 101,688 | 70,536 | 73,396 | 18   |
| Non-INR salary (Total guaranteed cash component)   | -      | -       | -      | -      | -    |
| Overall salaries (Total guaranteed cash component) | 49,627 | 101,688 | 70,536 | 73,396 | 18   |
| INR salary (Maximum earning potential)             | 62,147 | 126,661 | 85,357 | 87,224 | 18   |
| Non-INR salary (Maximum earning potential)         | -      | -       | -      | -      | -    |
| Overall salaries (Maximum earning potential)       | 62,147 | 126,661 | 85,357 | 87,224 | 18   |

\*Note:

As per the PPP conversion rate for 2017 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 |
| E-Commerce             | 810,000 | 810,000 | 810,000 | 810,000 | 1    |
| FMCG / Retail          | 314,731 | 540,000 | 364,202 | 395,784 | 4    |
| Healthcare             | 287,700 | 287,700 | 287,700 | 287,700 | 1    |
| Information Technology | 350,803 | 542,700 | 461,250 | 454,001 | 4    |
| Logistics              | 255,000 | 600,000 | 600,000 | 513,750 | 4    |
| Manufacturing          | 452,628 | 850,000 | 528,648 | 589,981 | 4    |

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

| Additional Guaranteed Cash Components |         |         |         |         |      |
|---------------------------------------|---------|---------|---------|---------|------|
| Sector                                | Min     | Max     | Median  | Mean    | Data |
| E-Commerce                            | 968,400 | 968,400 | 968,400 | 968,400 | 1    |
| FMCG / Retail                         | 540,000 | 774,576 | 721,969 | 689,629 | 4    |
| Healthcare                            | 943,962 | 943,962 | 943,962 | 943,962 | 1    |
| Information Technology                | 428,400 | 957,180 | 722,598 | 707,694 | 4    |
| Logistics                             | 721,900 | 853,896 | 853,896 | 820,897 | 4    |
| Manufacturing                         | 479,996 | 748,000 | 729,535 | 671,767 | 4    |

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

| One Time Cash Payments |         |         |         |         |      |
|------------------------|---------|---------|---------|---------|------|
| Sector                 | Min     | Max     | Median  | Mean    | Data |
| E-Commerce             | -       | -       | -       | -       | -    |
| FMCG / Retail          | 100,000 | 100,000 | 100,000 | 100,000 | 4    |
| Healthcare             | -       | -       | -       | -       | -    |
| Information Technology | 300,000 | 300,000 | 300,000 | 300,000 | 2    |
| Logistics              | -       | -       | -       | -       | -    |
| Manufacturing          | -       | -       | -       | -       | -    |

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 |
| E-Commerce                | 2,241,896 | 2,241,896 | 2,241,896 | 2,241,896 | 1    |
| FMCG / Retail             | 1,237,087 | 1,408,237 | 1,404,306 | 1,363,484 | 4    |
| Healthcare                | 1,500,000 | 1,500,000 | 1,500,000 | 1,500,000 | 1    |
| Information Technology    | 1,100,000 | 2,015,004 | 1,528,500 | 1,543,001 | 4    |
| Logistics                 | 1,200,000 | 1,759,480 | 1,759,480 | 1,619,610 | 4    |
| Manufacturing             | 1,200,000 | 1,700,000 | 1,521,621 | 1,485,811 | 4    |

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               | 540,000 | 810,000 | 675,000 | 675,000 | 2    |
| Materials Management    | 287,700 | 600,000 | 443,850 | 443,850 | 2    |
| Operations              | 472,500 | 542,700 | 507,600 | 507,600 | 2    |
| Sales and Marketing     | 350,803 | 528,648 | 489,324 | 464,525 | 4    |
| Supply Chain Management | 255,000 | 850,000 | 408,415 | 475,095 | 8    |

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

| Additional Guaranteed Cash Components |         |         |         |         |      |
|---------------------------------------|---------|---------|---------|---------|------|
| Function                              | Min     | Max     | Median  | Mean    | Data |
| Analytics                             | 540,000 | 968,400 | 754,200 | 754,200 | 2    |
| Materials Management                  | 853,896 | 943,962 | 898,929 | 898,929 | 2    |
| Operations                            | 835,800 | 957,180 | 896,490 | 896,490 | 2    |
| Sales and Marketing                   | 428,400 | 729,535 | 669,465 | 624,216 | 4    |
| Supply Chain Management               | 479,996 | 853,896 | 761,288 | 734,525 | 8    |

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

| One Time Cash Payments  |         |         |         |         |      |
|-------------------------|---------|---------|---------|---------|------|
| Function                | Min     | Max     | Median  | Mean    | Data |
| Analytics               | 100,000 | 100,000 | 100,000 | 100,000 | 1    |
| Materials Management    | -       | -       | -       | -       | -    |
| Operations              | 300,000 | 300,000 | 300,000 | 300,000 | 2    |
| Sales and Marketing     | -       | -       | -       | -       | -    |
| Supply Chain Management | 100,000 | 100,000 | 100,000 | 100,000 | 3    |

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

# Salary by Function

| Maximum Earning potentials |           |           |           |           |      |
|----------------------------|-----------|-----------|-----------|-----------|------|
| Function                   | Min       | Max       | Median    | Mean      | Data |
| Analytics                  | 1,400,374 | 2,241,896 | 1,821,135 | 1,821,135 | 2    |
| Materials Management       | 1,500,000 | 1,759,480 | 1,629,740 | 1,629,740 | 2    |
| Operations                 | 1,825,000 | 2,015,004 | 1,915,002 | 1,915,002 | 2    |
| Sales and Marketing        | 1,100,000 | 1,521,621 | 1,381,811 | 1,346,311 | 4    |
| Supply Chain Management    | 1,200,000 | 1,759,480 | 1,408,237 | 1,459,065 | 8    |

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

# Salary by Location

## 5.6.1 Global Locations

| Base Salary        |         |         |         |         |      |
|--------------------|---------|---------|---------|---------|------|
| Indian Locations   | Min     | Max     | Median  | Mean    | Data |
| India (INR)        | 255,000 | 850,000 | 500,574 | 495,098 | 18   |
| Rest of Asia (USD) | -       | -       | -       | -       | -    |

Table 5.6.1.1: Classification of base salary

| Additional Guaranteed Cash Components |         |         |         |         |      |
|---------------------------------------|---------|---------|---------|---------|------|
| Indian Locations                      | Min     | Max     | Median  | Mean    | Data |
| India (INR)                           | 428,400 | 968,400 | 761,288 | 748,461 | 18   |
| Rest of Asia (USD)                    | -       | -       | -       | -       | -    |

Table 5.6.1.2: Classification of Additional Guaranteed Cash Component

| One Time Cash Payments |         |         |         |         |      |
|------------------------|---------|---------|---------|---------|------|
| Indian Locations       | Min     | Max     | Median  | Mean    | Data |
| India (INR)            | 100,000 | 300,000 | 100,000 | 166,667 | 6    |
| Rest of Asia (USD)     | -       | -       | -       | -       | -    |

Table 5.6.1.3: Classification of One-time Cash Payments

| Maximum Earning Potentials |           |           |           |           |      |
|----------------------------|-----------|-----------|-----------|-----------|------|
| Indian Locations           | Min       | Max       | Median    | Mean      | Data |
| India (INR)                | 1,100,000 | 2,241,896 | 1,510,811 | 1,543,862 | 18   |
| Rest of Asia (USD)         | -         | -         | -         | -         | -    |

Table 5.6.1.4: 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               | 528,648 | 810,000 | 600,000 | 627,730 | 5    |
| Chennai                 | 472,500 | 542,700 | 507,600 | 507,600 | 2    |
| Mumbai                  | 255,000 | 540,000 | 452,628 | 412,795 | 5    |
| National Capital Region | 314,731 | 450,000 | 364,202 | 368,788 | 5    |
| Pune                    | 850,000 | 850,000 | 850,000 | 850,000 | 1    |

Table 5.6.2.1: Classification of base salary within India

| Additional Guaranteed Cash Components |         |         |         |         |      |
|---------------------------------------|---------|---------|---------|---------|------|
| Indian Locations                      | Min     | Max     | Median  | Mean    | Data |
| Bengaluru                             | 729,535 | 968,400 | 853,986 | 851,925 | 5    |
| Chennai                               | 835,800 | 957,180 | 896,490 | 896,490 | 2    |
| Mumbai                                | 479,996 | 943,962 | 721,900 | 683,079 | 5    |
| National Capital Region               | 428,400 | 774,576 | 669,362 | 651,262 | 5    |
| Pune                                  | 748,000 | 748,000 | 748,000 | 748,000 | 1    |

Table 5.8.2.2: Classification of Additional Guaranteed Cash Component within India

| One Time Cash Payments  |         |         |         |         |      |
|-------------------------|---------|---------|---------|---------|------|
| Indian Locations        | Min     | Max     | Median  | Mean    | Data |
| Bengaluru               | -       | -       | -       | -       | -    |
| Chennai                 | 300,000 | 300,000 | 300,000 | 300,000 | 2    |
| Mumbai                  | 100,000 | 100,000 | 100,000 | 100,000 | 1    |
| National Capital Region | 100,000 | 100,000 | 100,000 | 100,000 | 3    |
| Pune                    | -       | -       | -       | -       | -    |

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                  | 1,521,621 | 2,241,896 | 1,759,480 | 1,808,391 | 5    |
| Chennai                    | 1,815,000 | 2,015,004 | 1,915,002 | 1,915,002 | 2    |
| Mumbai                     | 1,200,000 | 1,521,621 | 1,400,374 | 1,364,399 | 5    |
| National Capital Region    | 1,100,000 | 1,408,237 | 1,242,000 | 1,279,112 | 5    |
| Pune                       | 1,700,000 | 1,700,000 | 1,700,000 | 1,700,000 | 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. Chokshi Shreyas B.**  
Partner  
Membership No. 100892

For **Indian Institute of Management Udaipur**  
  
**Authorized Person**







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