

▶ One Year MBA - DEM

Full-time MBA Program in
Digital Enterprise Management



▶ www.iimu.ac.in

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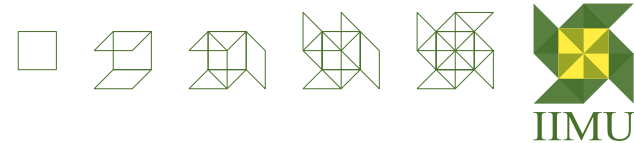
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IIMU
भारतीय प्रबंध संस्थान उदयपुर
Indian Institute of Management Udaipur


IIMU
भारतीय प्रबंध संस्थान उदयपुर
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Letter from Auditor

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

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804, SAKAR-IX,
BESIDES OLD RBI,
ASHRAM ROAD,
AHMEDABAD-380 009

August 16, 2023

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

Dear Sir,

**Re: Placement Audit Report for 2022-23 of the One Year Full-time MBA Program in
Digital Enterprise Management (DEM)**

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of MBA-DEM Batch 2022-23 of Indian Institute of Management, Udaipur ("IIM-U"). The Report is the responsibility of IIM-U. 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 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 IIM-U 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.



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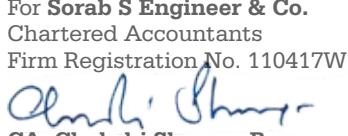
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4. The information has been categorized as best as possible under different salary heads as given in the IPRS Revision 2.2; where a break-up was not available, the salary has been considered only as 'Maximum Earning Potential'.
5. Performance Bonus has been considered for calculation of 'Maximum Earning Potential'.
6. Stock options has been mentioned for two students with details on how much vests in the first year. Hence, the corresponding fixed amount has been considered for calculating 'Maximum Earning Potential'.
7. The number of students opting out of the placement process has been established through written communication from those students.
8. We have only audited the salary figures in the placement report and not the report's season highlight section.

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

CA. Chokshi Shreyas B.
Partner
Membership No. 100892
UDIN:23100892BGQHWL5207
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Placement

Season Highlights

- IIM Udaipur welcomed prominent recruiters like Accenture Strategy & Consulting, Accenture Technology, Adani, Cognizant, Cybertech, Digite, Fullerton India, Genpact, IBM, Infosys, Manhattan Associates, McKinsey Digital, Mphasis, Protiviti, Publicis Sapient, Quantiphi, Reliance Retail, ServiceNow, The Math Company, Trukker and Virtusa.
- **100%** of MBA-DEM students, who opted for campus placements, were placed through campus-generated opportunities.
- **21 recruiters** extended offers to MBA-DEM students at IIM Udaipur.
- Roles were offered across various domains like Business Process Improvement, Consulting & Strategy, Information Technology, Operations/Supply Chain Management (SCM), Product Management, Project Management and Sales & Marketing and Business Development.
- Salary details based on maximum earning potential:
Highest maximum earning potential (Domestic): **Rs 34.07 lakhs per annum.**
Average maximum earning potential (Domestic): **Rs 21.47 lakhs per annum.**
Median earning potential (Domestic): **Rs 21.00 lakhs per annum.**



CONTENTS

Placement Season Highlights	4
Placement details as per IPRS	6
▪ 1 Classification of entire Placement Pool	6
▪ 2 Classification based on Sectors	7
▪ 3 Classification based on Functions	7
▪ 4 Classification based on Locations	
4.1 Classification based on Locations (Global)	8
4.2 Classification based on Locations within India	8
▪ 5 Classification based on Salary Data	
5.1 Classification of salary heads - Domestic	9
5.2 Classification of based on sector - Domestic (INR)	
5.2.1 Classification of basic salary based on sector - Domestic (INR)	10
5.2.2 Classification of additional guaranteed cash component based on sector - Domestic (INR)	10
5.2.3 Classification of one-time cash payment based on sector - Domestic (INR)	11
5.2.4 Classification of maximum earning potential based on sector - Domestic (INR)	11
5.3 Classification of based on function - Domestic (INR)	
5.3.1 Classification of basic salary based on function - Domestic (INR)	12
5.3.2 Classification of additional guaranteed cash component based on function - Domestic (INR)	12
5.3.3 Classification of one-time cash payment based on function - Domestic (INR)	13
5.3.4 Classification of maximum earning potential based on function - Domestic (INR)	13
5.4 Salary classification based on Location.	
5.4.1 Global Locations:	
5.4.1.1 Classification of basic salary based on location	14
5.4.1.2 Classification of additional guaranteed cash component based on location	14
5.4.1.3 Classification of one-time cash payment based on location	14
5.4.1.4 Classification of maximum earning potential based on location	14
5.4.2 Indian Locations:	
5.4.2.1 Classification of basic salary based on Indian location	15
5.4.2.2 Classification of additional guaranteed cash component based on Indian location	15
5.4.2.3 Classification of one-time cash payment based on Indian location	16
5.4.2.4 Classification of maximum earning potential based on Indian location	16
▪ 6 Compliance Statement	17

Placement details as per IPRS

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

Classification of the entire placement pool

Categories	Number of students
1. Sought Placement through the institute	46
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to / joining family business	-
2f. Sought placement outside the campus placement process	-
2g. Did not seek placements for other reasons	1
Total who did not seek employment through the institute	1
Total graduates	47

Table 1: Classification of entire placement pool

Classification Based on Sectors

Sector	No. of offers accepted
Banking, Financial Services and Insurance (BFSI)	2
Consulting	8
Fast Moving Consumer Goods/Durables & Retail (FMCG/D)	5
Information Technology/ITES	30
Logistics	1
Total	46

Table 2: Classification based on sectors

Classification Based on Functions

Function	No. of offers accepted
Consulting & Strategy	25
Information Technology	2
Operations/Supply Chain Management (SCM)	1
Product Management	13
Project Management	3
Sales & Marketing and Business Development	2
Total	46



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Vaneet Chhibber
Chairperson-Corporate Communications &
Industry Relations



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Vaneet Chhibber
Chairperson-Corporate Communications &
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Classification

Based on Location

4.1 Classification based on Location (Global)

Location (Global)	No. of offers accepted
India	46
Rest of Asia	0
Total	46

Table 4.1: Classification based on Global Locations

4.2 Classification based on Locations within India

Location (within India)	No. of offers accepted
Ahmedabad	1
Bengaluru	17
Hyderabad	5
Jaipur	1
Kolkata	2
Mumbai	8
NCR	8
Pune	3
Thane	1
Total	46

Table 4.2: Classification based on Indian Locations



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Vaneet Chhibber
Chairperson-Corporate Communications & Industry Relations

Salary Data

Note: The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified.

5.1 Salary Head – Domestic Offers (INR)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	4,91,803	12,50,000	7,03,896	7,37,684	31
B. Additional guaranteed cash components	30,000	14,29,008	8,74,503	8,36,537	32
C. One-time cash payments	25,000	4,30,000	1,60,000	2,16,579	19
D. Total guaranteed cash payments	10,42,380	27,30,000	17,97,182	17,62,382	46
E. Maximum earning potential (including non-cash, long term and performance linked components)	15,03,012	34,07,600	21,00,000	21,47,174	46

Table 5.1: Salary head – Domestic Offers (INR)

Note:

: Conversion of ESOPs from USD to INR have been made as per the Closing rate of August 16, 2023, with conversion rate of 1 USD = 83.234 INR

Source: https://www.exchangerates.org.uk/USD-INR-16_08_2023-exchange-rate-history.html



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Vaneet Chhibber
Chairperson-Corporate Communications & Industry Relations

Classification of salary

based on sector – Domestic (INR)

5.2 Salary classification based on Sector – Domestic (INR)

Base Salary					
Sectors	Min	Max	Median	Mean	Data
A. Banking, Financial Services and Insurance (BFSI)	6,55,898	6,55,898	6,55,898	6,55,898	2
B. Consulting	6,04,042	7,00,000	6,52,021	6,52,021	2
C. Fast Moving Consumer Goods/Durables & Retail (FMCG/D)	6,55,102	7,74,000	6,55,102	6,78,882	5
D. Information Technology/ITES	4,91,803	12,50,000	7,60,000	7,59,902	21
E. Logistics	9,00,000	9,00,000	9,00,000	9,00,000	1

Table 5.2.1: Classification of basic salary based on sector – Domestic (INR)

Additional Guaranteed Cash Component					
Sectors	Min	Max	Median	Mean	Data
A. Banking, Financial Services and Insurance (BFSI)	9,67,046	9,67,046	9,67,046	9,67,046	2
B. Consulting	5,83,375	6,36,000	6,09,688	6,09,688	2
C. Fast Moving Consumer Goods/Durables & Retail (FMCG/D)	9,72,660	11,47,826	11,47,826	11,12,793	5
D. Information Technology/ITES	30,000	14,29,008	8,16,714	7,82,574	22
E. Logistics	8,35,130	8,35,130	8,35,130	8,35,130	1

Table 5.2.2: Classification of additional guaranteed cash component based on sector – Domestic (INR)

One-time Cash Payment					
Sectors	Min	Max	Median	Mean	Data
A. Banking, Financial Services and Insurance (BFSI)	-	-	-	-	-
B. Consulting	2,00,000	4,30,000	3,80,000	3,47,143	7
C. Fast Moving Consumer Goods/Durables & Retail (FMCG/D)	-	-	-	-	-
D. Information Technology/ITES	25,000	2,00,000	1,50,000	1,40,417	12
E. Logistics	-	-	-	-	-

Table 5.2.3: Classification of one-time cash payment based on sector – Domestic (INR)

Maximum Earning Potential					
Sectors	Min	Max	Median	Mean	Data
A. Banking, Financial Services and Insurance (BFSI)	21,00,000	21,00,000	21,00,000	21,00,000	2
B. Consulting	17,00,000	34,07,600	25,80,100	25,13,346	8
C. Fast Moving Consumer Goods/Durables & Retail (FMCG/D)	21,50,000	22,00,007	22,00,007	21,90,006	5
D. Information Technology/ITES	15,03,012	28,67,160	19,69,500	20,57,108	30
E. Logistics	18,00,000	18,00,000	18,00,000	18,00,000	1

Table 5.2.4: Classification of maximum earning potential based on sector – Domestic (INR)



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Vaneet Chhibber
Chairperson-Corporate Communications & Industry Relations



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Vaneet Chhibber
Chairperson-Corporate Communications & Industry Relations

Classification of salary

based on function – Domestic (INR)

5.3 Salary classification based on Function – Domestic (INR)

Base Salary					
Sectors	Min	Max	Median	Mean	Data
A. Consulting & Strategy	4,91,803	12,50,000	7,00,000	7,52,694	15
B. Information Technology	8,18,000	8,18,000	8,18,000	8,18,000	2
C. Operations/Supply Chain Management (SCM)	6,55,102	6,55,102	6,55,102	6,55,102	1
D. Product Management	6,55,102	9,00,000	7,03,896	7,27,310	9
E. Project Management	6,55,102	6,55,898	6,55,898	6,55,632	3
F. Sales & Marketing and Business Development	7,74,000	7,74,000	7,74,000	7,74,000	1

Table 5.3.1: Classification of basic salary based on function – Domestic (INR)

Additional Guaranteed Cash Component					
Sectors	Min	Max	Median	Mean	Data
A. Consulting & Strategy	30,000	14,29,008	6,09,688	7,01,144	16
B. Information Technology	7,19,840	7,19,840	7,19,840	7,19,840	2
C. Operations/Supply Chain Management (SCM)	11,47,826	11,47,826	11,47,826	11,47,826	1
D. Product Management	8,35,130	11,47,826	8,74,503	9,89,866	9
E. Project Management	9,67,046	11,47,826	9,67,046	10,27,306	3
F. Sales & Marketing and Business Development	9,72,660	9,72,660	9,72,660	9,72,660	1

Table 5.3.2: Classification of additional guaranteed cash component based on function – Domestic (INR)

One-time Cash Payment					
Sectors	Min	Max	Median	Mean	Data
A. Consulting & Strategy	1,00,000	4,30,000	2,65,000	2,65,833	12
B. Information Technology	-	-	-	-	-
C. Operations/Supply Chain Management (SCM)	-	-	-	-	-
D. Product Management	1,50,000	1,50,000	1,50,000	1,50,000	6
E. Project Management	-	-	-	-	-
F. Sales & Marketing and Business Development	25,000	25,000	25,000	25,000	1

Table 5.3.3: Classification of one-time cash payment based on function – Domestic (INR)

Maximum Earning Potential					
Sectors	Min	Max	Median	Mean	Data
A. Consulting & Strategy	15,03,012	34,07,600	21,00,000	21,94,372	25
B. Information Technology	17,99,600	17,99,600	17,99,600	17,99,600	2
C. Operations/Supply Chain Management (SCM)	22,00,007	22,00,007	22,00,007	22,00,007	1
D. Product Management	18,00,000	28,67,160	19,99,992	20,95,117	13
E. Project Management	21,00,000	22,00,007	21,00,000	21,33,336	3
F. Sales & Marketing and Business Development	21,50,000	23,25,000	22,37,500	22,37,500	2

Table 5.3.4: Classification of maximum earning potential based on function – Domestic (INR)



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



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Chairperson-Corporate Communications &
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For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



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Classification of salary based on location

5.4.1 Global Locations:

Base Salary					
Sectors	Min	Max	Median	Mean	Data
A. India (INR)	4,91,803	12,50,000	7,03,896	7,37,684	31
B. Rest of Asia (USD)	-	-	-	-	-

Table 5.4.1.1: Classification of basic salary based on location

Additional Guaranteed Cash Component					
Sectors	Min	Max	Median	Mean	Data
A. India (INR)	30,000	14,29,008	8,74,503	8,36,537	32
B. Rest of Asia (USD)	-	-	-	-	-

Table 5.4.1.2: Classification of additional guaranteed cash component based on location

One-time Cash Payment					
Sectors	Min	Max	Median	Mean	Data
A. India (INR)	25,000	4,30,000	1,60,000	2,16,579	19
B. Rest of Asia (USD)	-	-	-	-	-

Table 5.4.1.3: Classification of one-time cash payment based on location

Maximum Earning Potential					
Sectors	Min	Max	Median	Mean	Data
A. India (INR)	15,03,012	34,07,600	21,00,000	21,47,174	46
B. Rest of Asia (USD)	-	-	-	-	-

Table 5.4.1.4: Classification of maximum earning potential based on location

5.4.2 Indian Locations:

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
A. Ahmedabad	7,74,000	7,74,000	7,74,000	7,74,000	1
B. Bengaluru	6,04,042	12,50,000	7,64,028	8,21,795	10
C. Hyderabad	6,30,000	8,24,160	7,60,000	7,43,540	4
D. Jaipur	4,91,803	4,91,803	4,91,803	4,91,803	1
E. Kolkata	5,07,600	5,07,600	5,07,600	5,07,600	1
F. Mumbai	6,38,880	8,72,511	6,55,102	6,80,449	8
G. NCR	7,00,000	8,18,000	8,18,000	7,78,667	3
H. Pune	6,38,880	8,24,160	7,31,520	7,31,520	2
I. Thane	6,60,048	6,60,048	6,60,048	6,60,048	1

Table 5.4.2.1: Classification of basic salary based on Indian location

Additional Guaranteed Cash Component					
Indian Locations	Min	Max	Median	Mean	Data
A. Ahmedabad	9,72,660	9,72,660	9,72,660	9,72,660	1
B. Bengaluru	5,20,608	12,28,400	8,74,503	8,16,453	10
C. Hyderabad	5,20,608	11,54,097	11,40,000	9,88,676	4
D. Jaipur	6,49,181	6,49,181	6,49,181	6,49,181	1
E. Kolkata	30,000	8,81,484	4,55,742	4,55,742	2
F. Mumbai	4,03,500	11,47,826	10,57,436	9,60,978	8
G. NCR	6,36,000	7,19,840	7,19,840	6,91,893	3
H. Pune	4,03,500	5,20,608	4,62,054	4,62,054	2
I. Thane	14,29,008	14,29,008	14,29,008	14,29,008	1

Table 5.4.2.2: Classification of additional guaranteed cash component based on Indian location



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



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For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



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One-time Cash Payment					
Indian Locations	Min	Max	Median	Mean	Data
A. Ahmedabad	-	-	-	-	-
B. Bengaluru	25,000	4,30,000	3,80,000	2,63,000	5
C. Hyderabad	1,50,000	3,80,000	1,50,000	2,26,667	3
D. Jaipur	2,00,000	2,00,000	2,00,000	2,00,000	1
E. Kolkata	1,00,000	2,00,000	1,50,000	1,50,000	2
F. Mumbai	1,60,000	1,60,000	1,60,000	1,60,000	1
G. NCR	1,50,000	3,30,000	1,50,000	1,88,333	6
H. Pune	3,30,000	3,30,000	3,30,000	3,30,000	1
I. Thane	-	-	-	-	-

Table 5.4.2.3: Classification of one-time cash payment based on Indian location

Maximum Earning Potential					
Indian Locations	Min	Max	Median	Mean	Data
A. Ahmedabad	21,50,000	21,50,000	21,50,000	21,50,000	1
B. Bengaluru	17,00,000	34,07,600	19,99,992	22,18,870	17
C. Hyderabad	19,39,008	28,67,160	26,05,100	24,75,686	5
D. Jaipur	15,44,000	15,44,000	15,44,000	15,44,000	1
E. Kolkata	17,72,996	25,92,500	21,82,748	21,82,748	2
F. Mumbai	15,03,012	23,56,982	22,00,007	21,07,503	8
G. NCR	17,99,600	25,55,100	18,25,555	19,41,274	8
H. Pune	15,03,012	25,55,100	19,39,008	19,99,040	3
I. Thane	22,24,008	22,24,008	22,24,008	22,24,008	1

Table 5.4.2.4: Classification of maximum earning potential based on Indian location

6. 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.
Chartered Accountants
Firm Registration No. 110417W

CA. Chokshi Shreyas B.
Partner
Membership No. 100892
UDIN:23100892BGQHWL5207
Ahmedabad



For Indian Institute of Management - Udaipur



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