GOA INSTITUTE OF MANAGEMENT
“NEXT MARKING” MANAGEMENT EDUCATION

PLACEMENT REPORT 2018
The PGDM batch of 16-18 has graduated in flying colours. The industry has valued quality of students, through indicators viz., increase in highest salary, average salary, no. of PPOs and the no. of participating recruiters.

The positive trends (100% Placement) are on account of various factors such as course design & pedagogy that imbibes learning 24/7, student grooming both through structured and informal learning.

I wish the students good luck for their lives and careers.

Dr Ajit Parulekar
Director
<table>
<thead>
<tr>
<th>Percentage</th>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>37%</td>
<td>Increase in Highest Salary</td>
<td>82%</td>
</tr>
<tr>
<td>14%</td>
<td>Increase in Average Salary</td>
<td>14.53</td>
</tr>
<tr>
<td>100%</td>
<td>Students placed</td>
<td>120</td>
</tr>
<tr>
<td>22</td>
<td>Highest CTC in Lakhs</td>
<td>17.32</td>
</tr>
<tr>
<td>120</td>
<td>Students with CTC above 10 Lakhs</td>
<td>10.58</td>
</tr>
<tr>
<td>33</td>
<td>New companies on campus</td>
<td></td>
</tr>
</tbody>
</table>
Batch Demographics: 2016-2018

Gender Ratio

- Male: 125
- Female: 124

Work Ex - Sector

- IT/ITES: 41%
- Manufacturing: 11%
- BFSI: 7%
- Consulting: 8%
- Education: 4%
- Automobiles: 2%
- FMCG: 1%
- Retail: 2%
- Marketing: 5%
- Manufacturing: 6%
- Energy: 7%
- E-commerce: 2%
- Consulting: 6%
- Others: 24%
- BFSI: 26%
- Others: 22%
PLACEMENTS – SECTOR & FUNCTIONWISE

SECTOR WISE BREAK UP

- BFSI: 37%
- IT/ITES: 29%
- Consulting: 11%
- Others: 10%
- FMCG/FMCD
- Automotives / Manufacturing: 4%
- Market Research: 2%

FUNCTION WISE CTC

- Average CTC:
  - Finance: 9.9
  - HR: 12.3
  - Marketing: 10.8
  - Operations: 10.4

- Highest CTC:
  - Finance: 16
  - HR: 22
  - Marketing: 22
  - Operations: 19.2
Our Top Recruiters
## Student Representatives

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ashish Singh</td>
<td>91 8168921168</td>
</tr>
<tr>
<td>Atish Palav</td>
<td>91 8123628342</td>
</tr>
<tr>
<td>Mayur Gumasta</td>
<td>91 7000160569</td>
</tr>
<tr>
<td>Rashprit Singh</td>
<td>91 8697582510</td>
</tr>
<tr>
<td>Saikat Mondal</td>
<td>91 8951094745</td>
</tr>
<tr>
<td>Sonali Baral</td>
<td>91 7769808940</td>
</tr>
<tr>
<td>Surbhi Mehta</td>
<td>91 8860997120</td>
</tr>
<tr>
<td>Tanya Agarwal</td>
<td>91 9999270571</td>
</tr>
</tbody>
</table>

## Corporate Relation & Placements

Goa Institute of Management  
Sanquelim, Goa – 403505  
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**Chairperson – Placements**  
Prof. D.N. Venkatesh  
Venkatesh@gim.ac.in

**Executive – Placements**  
Sheetal Fernandes  
placement@gim.ac.in