



**Goa Institute of Management**

**Placement Report 2016**

Goa Institute of Management is proud to have astounding 100% placement for the Class of 2016. This is considerably notable especially because of a rise in the first time recruiters and the faith entrusted by recruiters in the quality of our students.

The number of recruiters has increased by 34% from past year, increasing from 56 to 75 companies coming on campus.

The robust performance displayed by our students is a testimony to the industry connect that GIM has and the students of GIM who are not just capable but ethical. This speaks volumes of the Give Goa initiative that GIM students are involved in aiming at inculcating the spirit of being sensitive to the society and the environment.

We are extremely proud to share a 7.5% increased average salary to INR 9.40 lakhs. The table displays some vital statistics for the Class of 2016:

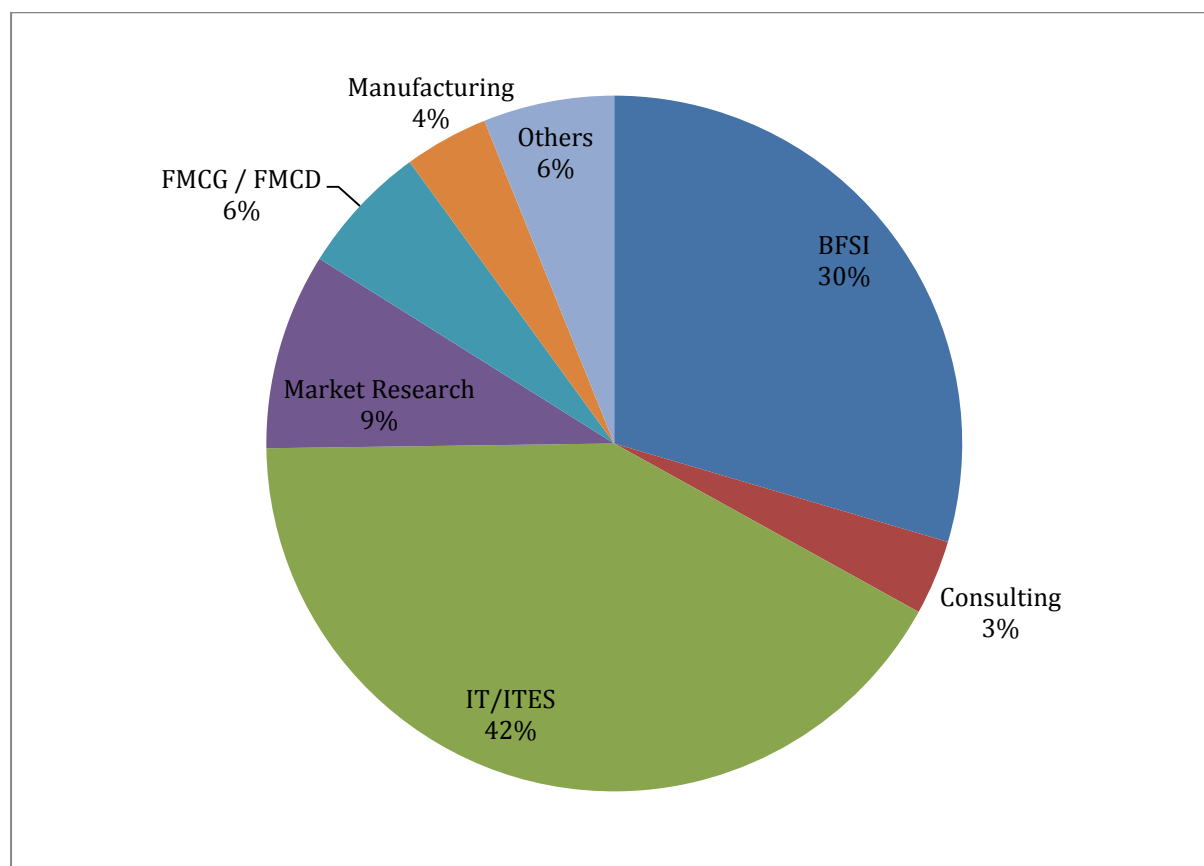
Total number of eligible students in the batch	241
Total number of opt outs	11
Total number of students placed	230
Total number of offers made	230
Number of participating recruiters	75
Number of first time recruiters	21
Total number of PPOs/PPIs	34
Highest Salary	INR 16.5 lakhs
Median Salary	INR 8.5 lakhs
Average Salary	INR 9.4 lakhs

The PPOs and PPIs were extended to our students courtesy their dedicated efforts during their Summer Internships with esteemed corporates such as JP Morgan, Britannia, Fidelity Investments, Wipro, Pidilite, Blue Ocean, Odessa Technologies, Tata Capital, Tata Motors, VIP, among others.

The below table shows the salary break up as per specializations:

Area	Students	Average Salary	Highest Salary
Marketing	131	9.12	16.14
Finance	63	9.39	16.50
Human Resources	22	9.90	16.18
Operations / IT	14	11.25	16.18

Corporates from myriad sectors visited our campus and recruited talent. The sector wise break up is detailed in the below figure:



A few key highlights of the placement season for the Class of 2016 were that 38% of the batch bagged offers for more than INR 9 lakhs. Also, recruiters continued to show faith in our capabilities and recruited in double digits. These recruiters are Reliance Industries, DE Shaw, HUL, Citibank, Britannia, Godrej & Boyce, Tata Motors, IFMR, Wipro Technologies, Deloitte, Pidilite, RBS, HDFC Bank, Birla Sun Life, Accenture, United Breweries, Tata Capital, WCCLG.

Sales & Marketing area witnessed students securing offers from organizations such as HUL, Britannia, VIP, WCCLG, Godrej & Boyce, United Breweries, Tata Motors, ThoughtWorks, Zee, Syntel, Blue Ocean, Millward Brown, IMRB, Nielsen among others.

Consulting firms displayed confidence in GIM and made their presence by recruiting for consulting roles. The recruiters included Deloitte, KPMG, Cognizant, Price Waterhouse Cooper and Corporate Business Advisors.

BFSI sector kept our morale high with recruiters such as Citibank, JP Morgan, RBS, DE Shaw, Ernst Young, eClerx, HDFC, Verity, Fidelity Investments, Birla Sun Life, Tata Capital, AQ Insights, Kotak Bank, Axis Bank, among others offering niche finance profiles.

The technology sector and allied fields included Wipro Technologies, Infosys, TCS, Accenture Technologies, Odessa Technologies, Dell.

**GIM's top recruiters:**

HUL	Reliance	RBS	Citibank
Ernst Young	Britannia	Deloitte	VIP
eClerx	Pidilite	KPMG	Infosys
Novartis	Verity	United Breweries	HDFC
Cognizant	Fidelity	JP Morgan	Wipro Technologies
WCCLG	Godrej & Boyce	Accenture	Tata Motors
Millward Brown	IMRB	Nielsen	Blue Ocean
IFMR	Practo	Tata Capital	Crisil
Axis Bank	DE Shaw	TCS	PWC
Odessa Technologies	General Motors	Zee	AQ Insights
Syntel KPO	Dell	Thought Works	Birla Sun Life

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