



# IIM Kozhikode

*Globalizing Indian Thought*

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## Final Placements Report 2018

# Foreword

The Placements Team at IIM Kozhikode takes immense pride in announcing the successful culmination of the Final Placements season for the PGP batch of 2016-18. The team would like to sincerely acknowledge the effort and contribution of every individual who has been with us in our journey and has paved the way in raising the stature of IIM Kozhikode globally.

First and foremost, we would like to express our sincere gratitude to our recruiters who have continued to lay faith in the capabilities of the students at IIM Kozhikode. The campus has seen an overwhelming increase in the number of recruiters expressing interest in partnering with IIM Kozhikode owing to the calibre and diverse demographic of the student community.

The team would like to convey its heartfelt thanks to the global alumni base of the institute for their ceaseless support and assistance. The success of the placements season is purely because of the valuable support and collaboration of each and every student of the institute.

We hope to build stronger relationships with our recruiters and continue to take IIM Kozhikode to greater heights, nurture managers and leaders, and thus contribute to industry and society.

Prof. Priya Nair Rajeev  
Chairperson – Placements  
IIM Kozhikode



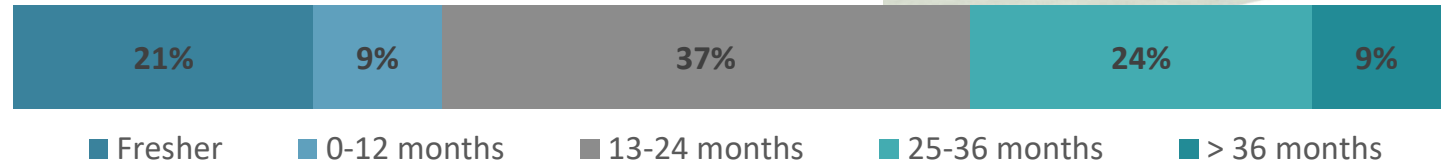
# Batch of 2016-18 | Profile



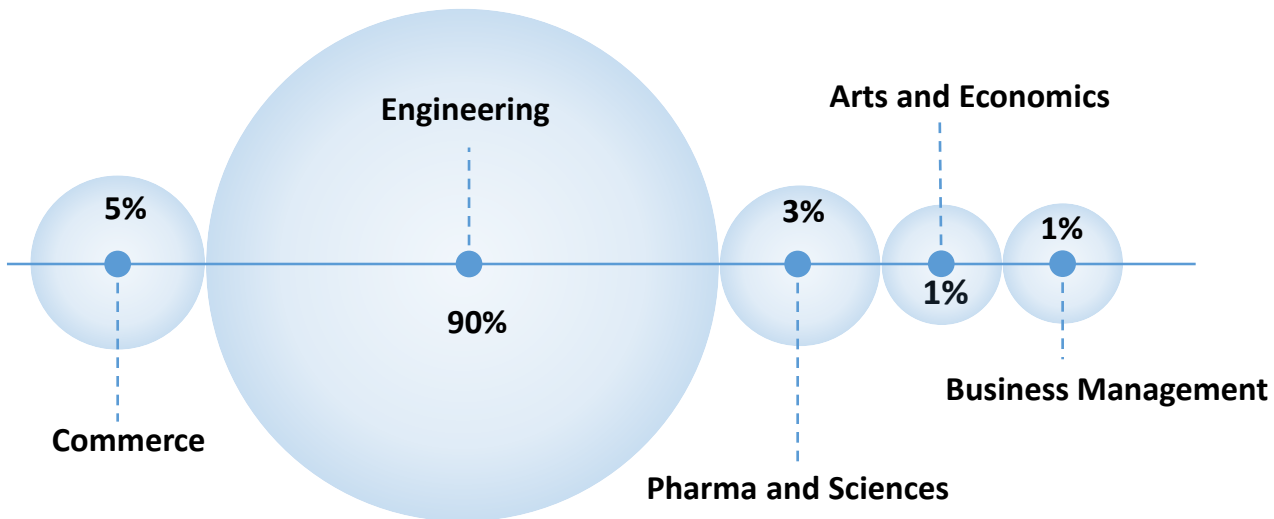
- 382** Students
- Male – Female Ratio  
**73 : 27**
- Average Work Experience  
**21 months**

The PGP batch of 2016-18 consists of over 33% students from prestigious colleges like IITs, BITS, NITs & SRCC. The summer placements for the batch held in 2016 set new milestones with 45% of the batch interning with companies in the Sales & Marketing domain followed by 17% of the batch procuring General Management and Finance roles. Established firms recruited in good numbers for Operations and IT/ITES profiles as well.

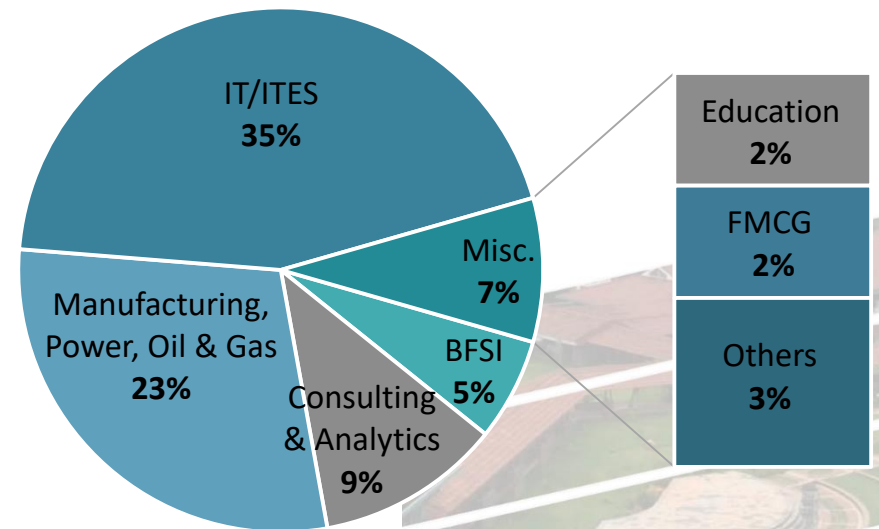
## Work Experience



## Educational Background

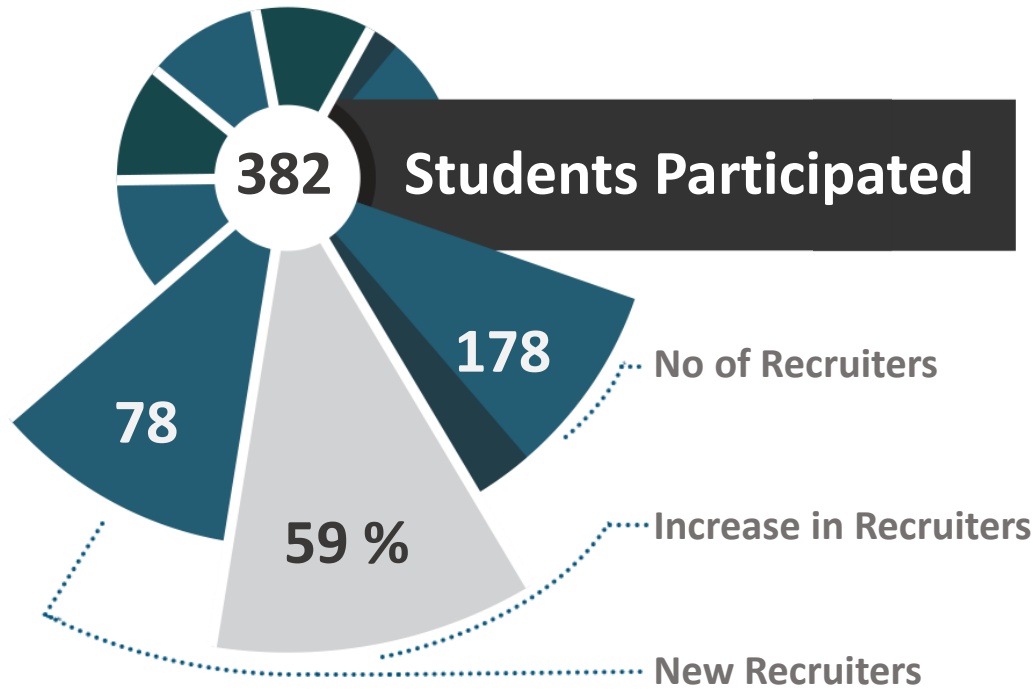


## Sector-wise Work Experience



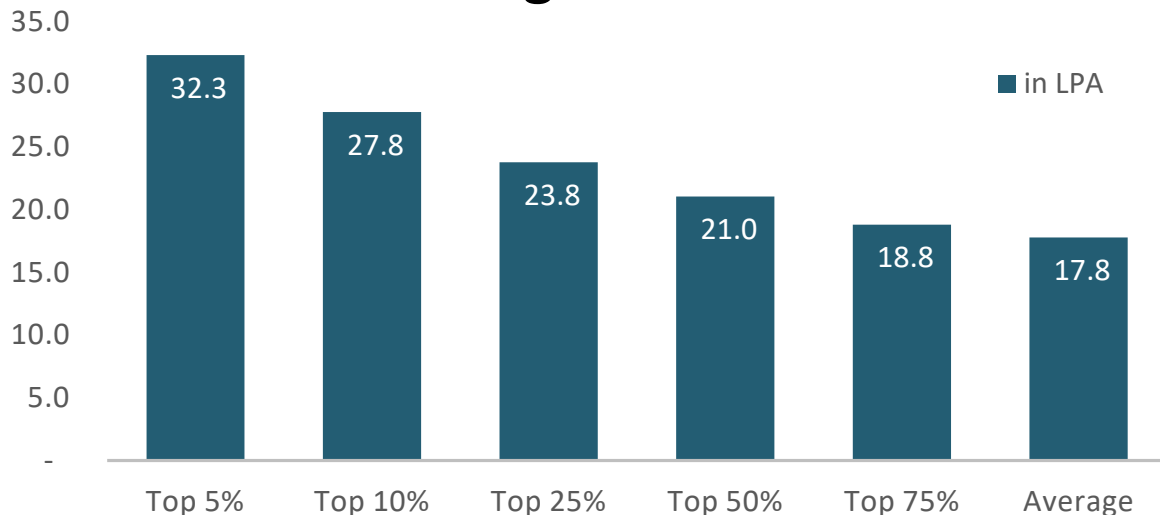
# Placements Statistics

The PGP batch of 2016-18 had 382 students participating in the placements process which involved major recruiters like Amazon, Avendus Capital, BCG, HUL, ITC, McKinsey, Microsoft among others. The average CTC saw an increase from 17.65 LPA in 2017 to 17.8 LPA in 2018. Also, the average salary offered to the top 50% of the batch maintained its upward trend increasing from 20.1 LPA in 2017 to 21.0 LPA in 2018.



<b>52.1 Lakh</b>	Highest International CTC
<b>38.5 Lakh</b>	Highest Domestic CTC
<b>17.8 Lakh</b>	Mean CTC
<b>16.0 Lakh</b>	Median CTC

## Average Salaries



Students also secured International offers from companies like Arthur D. Little and Tolaram Group. The number of firms participating in the placements process in 2018 increased by more than 50% as compared to last year. Notably, 59 companies which participated were Fortune 500.

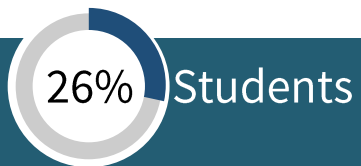


# Final Placements 2018 | Domain



## Consulting

Consulting emerged as the preferred vertical for the students of IIM Kozhikode and continued its upward trend with 26% of the batch bagging offers at coveted firms such as Arthur D. Little, Boston Consulting Group, United Health Group and the Big Four – Deloitte, EY, KPMG and PwC.



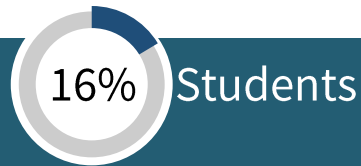
**38.4 Lakh** Highest CTC

**17.4 Lakh** Average CTC



## Finance

The institute witnessed marquee recruiters such as Avendus Capital, Goldman Sachs and JP Morgan Chase & Company opening Investment Banking profiles and established names such as Axis Bank, HDFC Bank, ICICI Bank and Standard Chartered Bank extending offers in the Commercial Banking domain.



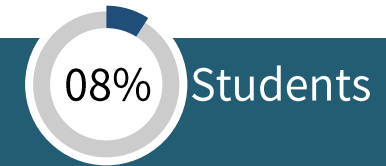
**29.0 Lakh** Highest CTC

**16.0 Lakh** Average CTC



## General Management

IIM Kozhikode remains a haven for conglomerates in the General Management vertical and witnessed participation from companies such as TAS, Mahindra & Mahindra, Reliance Industries, RPG Group, Airtel, Cipla and Saint Gobain for the management leadership programmes.



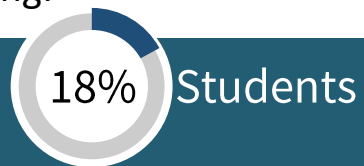
**52.1 Lakh** Highest CTC

**18.7 Lakh** Average CTC



## IT and Analytics

The technology, business intelligence and allied fields included companies like Microsoft, Accenture, American Express, Shell and other regular recruiters who posited their faith in the students of IIM Kozhikode. 18% of the batch was recruited for prestigious roles such as Product Management and Technology Consulting.

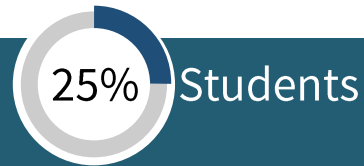


**35.9 Lakh** Highest CTC

**15.9 Lakh** Average CTC

## Sales & Marketing

One of the most popular verticals at IIM Kozhikode – Sales & Marketing witnessed participation by firms such as HUL, Reckitt Benckiser, Colgate Palmolive, ITC & Samsung. PSUs such as BPCL and IOCL also recruited for their Marketing cadre in large numbers.

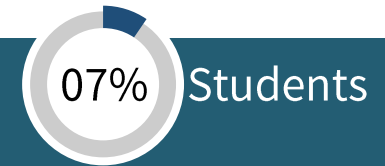


**27.0 Lakh** Highest CTC

**17.2 Lakh** Average CTC

## Strategy & Operations

Candidates seeking exposure to Supply Chain Management and Logistics were offered operations roles by notable recruiters such as Amazon, Asian Paints and Larsen & Toubro. Conglomerates such as Shapoorji Pallonji and various transnational firms like Citibank offered strategy roles.



**38.5 Lakh** Highest CTC

**18.5 Lakh** Average CTC

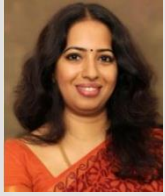


# Our Top Recruiters



# Placements Team

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