



Indian Institute of
Management Lucknow,
Noida Campus

IPMX-12 (2019-2020) PLACEMENT REPORT

IIM Lucknow concluded placement process for its 12th batch of International Programme in Management for Executives (IPMX) with an average salary of INR 21.5 LPA, median salary of 20 LPA and a highest salary of 52.96 LPA for the outgoing batch of 2020.

Recruitment Process

Institute conducts a rolling recruitment process for IPMX (International Programme in Management for Executives) participants at Noida Campus, which is spread over a few months allowing participants and recruiters an equal opportunity to interact with each other and find their desired fit. Career Development Services (CDS) Office supports and encourages participants to find their preferred career options and guides them throughout the process of conducting the placements.

The 12th batch of IPMX was the **largest ever batch** out of the 12 batches that graduated, with 101 participants from various industry and functional backgrounds such as Automotive, BFSI, Consulting, E-Commerce, Healthcare, Infrastructure, IT/ITES, Manufacturing, Power/Energy/Oil and Gas, PSUs, and Others. It was a heterogeneous class of professionals from different walks of life. The work experience ranged from 5 years to 20 years with an average of 8.3 years. The batch also had one of the best diversity ratios among b-schools with **~29% female members**.

This year 97 participants signed in for placement assistance from the institute. The process commenced in the second week of October 2019 at Noida Campus.

Recruiters and roles offered

Being the largest batch ever, it was set out to be a challenging task, but eventually several recruiters with adequate opportunities were provided for the participants. However, IPMX witnessed an overwhelming response from its regular and first-time recruiters from all sectors. This year **more than 90 companies** participated in the placement process though on campus and off-campus modes. Off-campus process includes inviting profiles and interviews through telephone/VC or at the recruiter's office. This year, **we witnessed 40% new recruiters participating in the placements**.

Regular Recruiters include Accenture, Axis Bank Ltd, Genpact, EY, HSBC, Mahindra & Mahindra, and Virtusa to name a few.

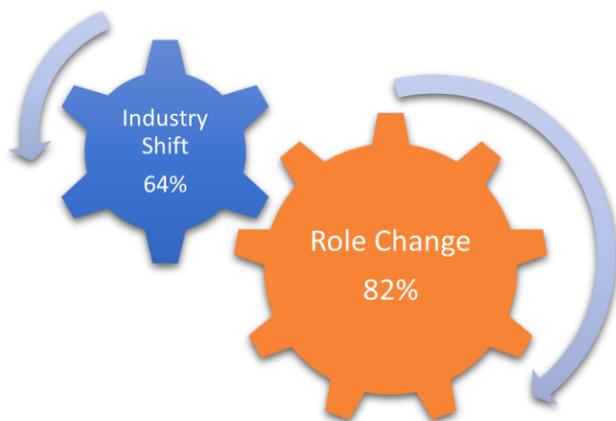
New Recruiters include Amazon, Aditya Birla, Boeing, DLF, Grant Thornton, Optum, Moglix and Udaan to name a few.

Summary of IPMX-12 Placement Status as on March 18, 2020

Total Graduates	101	100%
Number of participants with Offers	97	96%
Break-up of Offers		
a) Placement from campus process	85	84%
b) Offers from other means (company Sponsored/joining back to parent organization etc.)	12	12%
Students looking for suitable offers*	4	4%

*Career Development Services (CDS) office is helping 4 participants awaiting offers with interviews in multiple organizations. These participants have either niche backgrounds or very specific career preferences.

Industry/role shift and Level of Offers

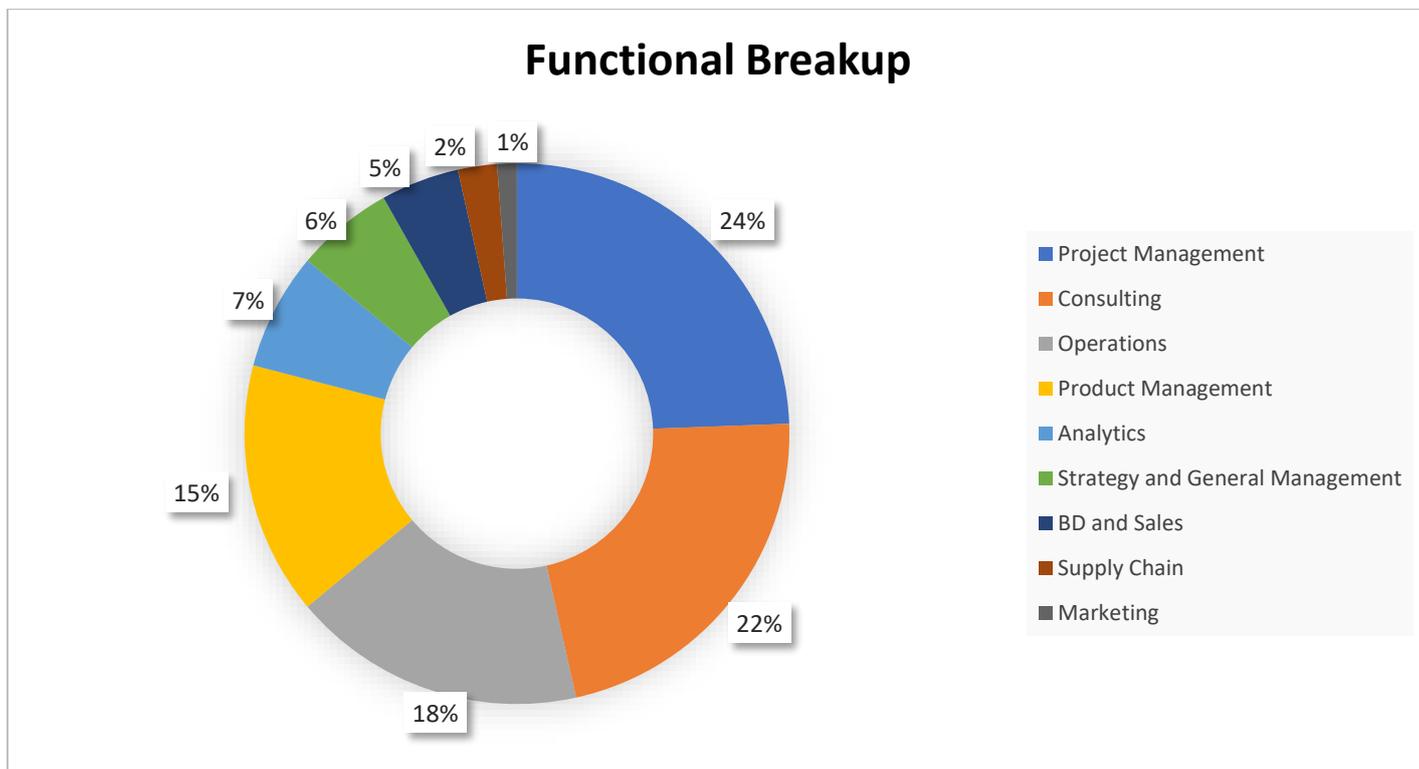


In furtherance of the goal to provide candidates with opportunities to achieve their aspirations, this year most of the candidates who desired to change the industry/role were able to shift to the desired industry/role. ~82% and ~64% of the batch **switched roles** and **industries** respectively. A major chunk of the batch also received a considerable vertical growth

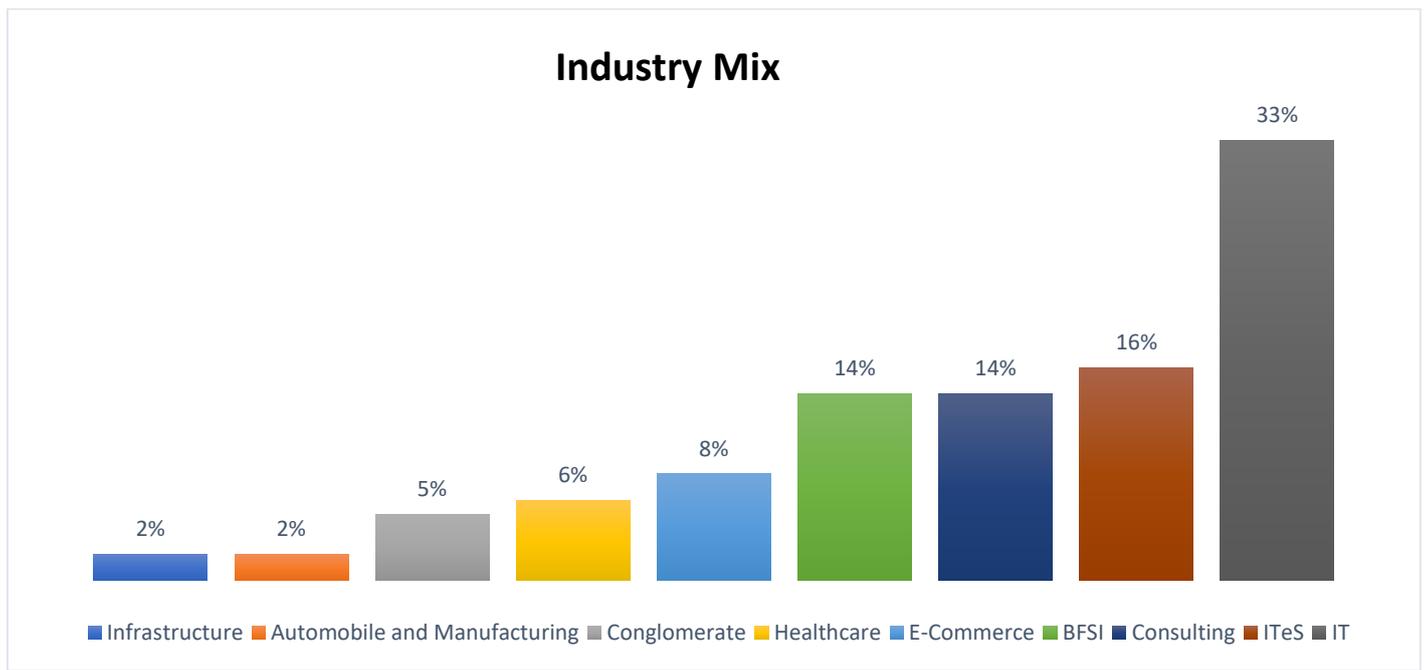
The roles offered were middle and senior-level management positions such as **AVP-Products, AVP-Retail banking, AVP-Insurance, AVP-Pricing, AVP-Business Development, Associate Director-Products, Sr. Product Manager, Product Manager, Sr. Program Manager, Digital Marketing Manager, Plant Manager, Strategy Consultant, Pre-sales Consultant** etc., across the board in various geographies.

Functional Breakup and Industry Mix of offers

Typical roles on offer were from **Consulting, Operations, Project Management, Supply Chain, Product Management, Strategy & General Management, BD & Sales, Analytics**, etc.



With new recruiters lining up for IPMX, this year we had excellent industry mix from **Infrastructure** to **E-commerce** and from **Healthcare** to **Automobile and Manufacturing** sector.



Compensation

As the experience varies substantially in the batch, so does the compensation offered to the participants. Below are the indicators of compensation offered to the IPMX-12 batch:

INDICATORS	CTC in LPA (INR) Excluding Joining/Retention Bonus and ESOP
Median CTC	20.00
Average CTC	21.56*

*(Highest package offer was **52.96** LPA)