



भारतीय प्रबन्धन संस्थान रोहतक  
Indian Institute of Management Rohtak

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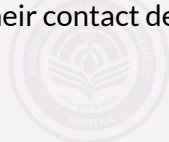
# FINAL PLACEMENT REPORT

2021-23



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# FOREWORD

The Placement Committee at IIM Rohtak takes immense pride on the successful completion of Final Placements for the PGP Batch of 2021-23. The institute maintained its 100% placement record in its 13th year of existence. We sincerely acknowledge every effort and contribution made by each individual who paved the way in raising the position of IIM Rohtak at a global level.

Foremost, we would like to express heartfelt gratitude to our loyal recruiters who have continued to lay faith in the capabilities of our students at IIM Rohtak. This placement season, the campus saw an overwhelming increase in the number of new recruiters and PPOs offered owing to the merit and diverse demography of the students.

The Committee would also like to thank its extensive Alumni network and the Placement Officials for their continuous guidance and support throughout the Placement Season. We owe the success of the placements to the outstanding cooperation and tireless efforts of each and every member of the institution.

We remain committed to strengthening stronger relationships with our recruiters and continue to nurture future managers and leaders of society through a common platform for corporate-academic collaboration.



# DIRECTOR'S MESSAGE



**Prof Dheeraj Sharma,**  
*Director*  
*IIM Rohtak*

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It gives me immense pleasure to share that the Indian Institute of Management, Rohtak has successfully concluded Final Placements for the batch of 2021-23. I am informed by the placement committee that we have achieved 100% placement of the eligible students. This is testimony of the trust of our recruiters in the dynamic, industrious, and ethical students of the institute. The unwavering support of our loyal recruiters and participation of several new companies in our placement process has helped us conclude our placement activities for this year well within time. The programme fee of the institute is at the lowest within IIM system in the country. Hence, IIM Rohtak is top B School with the best return on investment.

Institute adopts a strong and intensive corporate interaction process for its students, including leadership lecture series, live projects, industrial visits, management summits, workshops, and certification programs. All these activities continued this year as well in blended mode that provided the students with expertise and knowledge of the business environment that helped them prepare better for their future jobs. Our overall emphasis has been on the all-around growth and development of IIM Rohtak students.

This year, the institute forged new alliances with more than 45+ new recruiters like GAIL, AB InBev, Axis Bank, Barclays, Kotak Mahindra Bank, Samsung, and Wells Fargo among others. Loyal recruiters like Accenture, Aditya Birla, Tata Steel, Amazon, Bain Capability Network, Tata Steel, Capgemini, Cognizant, ICICI Bank, Mahindra & Mahindra, OfBusiness, and Yes Bank among others, continued to impose faith in the ability of our students. This year also witnessed a good number of Pre Placement offers being given by various recruiters. Consulting and General Management were the most sought-after domains with over 24% and 21% of the batch being recruited in each these domains respectively. This has been observed due to the diversified pool of student talent at our institute that catered to the wide range of profiles required by the industry. Also, it increased its diversity in course offerings.

I take this opportunity to express my gratitude to our recruiters for their continued trust in the ability of our students. I thank all the stakeholders for their constant support and encouragement. I also congratulate the placement committee, who worked round the clock for the successful completion of the entire process.

Finally, I reiterate that IIM Rohtak will continue to nurture the country's best management talent and will continue to work persistently to produce business leaders who will exhibit superior work-ethic, high commitment, strong persistence, and a positive attitude.

# BATCH HIGHLIGHTS

In the year 2021-23, Indian Institute of Management Rohtak welcomed its 12th batch of the Post Graduate Programme in Management (PGP). The PGP Class of 2023 comprises 237 talented students, with 158 female and 79 male students having an average work experience of 19 months. The academic diversity of the batch is skewed maximum toward Commerce and Engineering. Moreover, Marketing & Strategy was the most sought-after specialisation of the students, followed by Finance.

## BATCH PROFILE

Batch Strength

237 

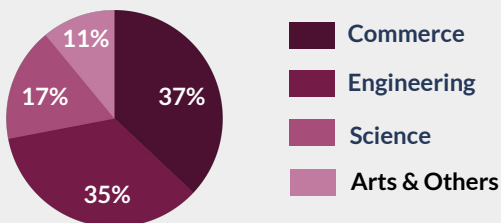
Gender Diversity

1:2 

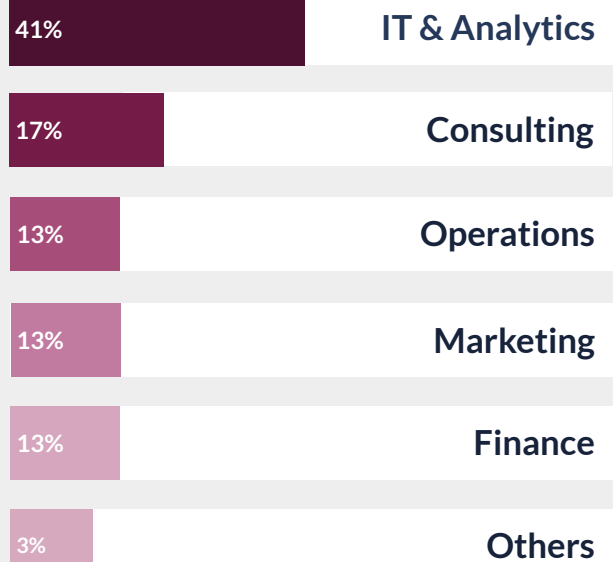
Average Work Experience

19 MONTHS 

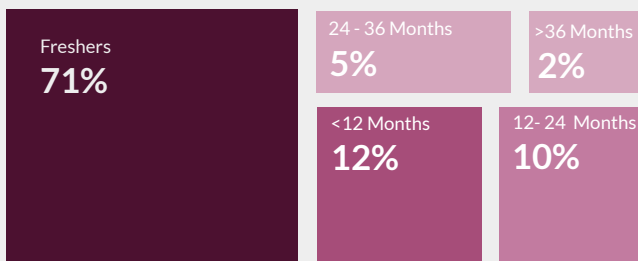
## ACADEMIC DIVERSITY



## WORK DOMAIN

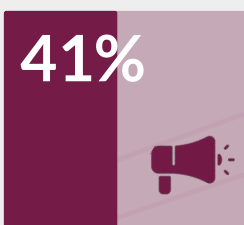


## WORK EXPERIENCE

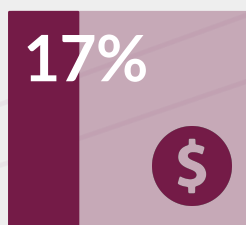


## MBA SPECIALIZATION

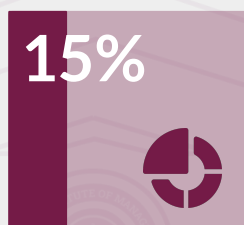
Marketing & Strategy



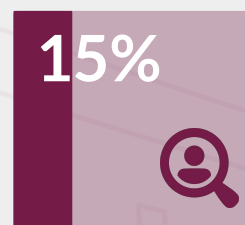
Finance



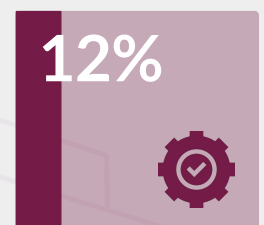
MIS / IT Analytics



Human Resources



Operations



# PLACEMENT OVERVIEW

IIM Rohtak continued to witness the 100% placement record with its 12th PGP batch, comprising 237 students. More than 120 recruiters participated, out of which 45 were new companies. The highest domestic CTC offered was 36 LPA, whereas the average CTC was 18.73 LPA. The institute saw a remarkable year-on-year increase of 16.7% in the annual CTC offer to its students. The top 10% of the batch received an average CTC offer of 34.68 LPA. IIM Rohtak also witnessed a steep increase in the number of PPOs & PPIs offered to the students, with a rise of 65% over last year.

PARTICIPATION FROM

**120+**

RECRUITERS

RECEIVED

**37+**

PPOs

FAITH OF

**45+**

NEW RECRUITERS

INR

**36 L**

HIGHEST CTC OFFERED

INR

**18.73 L**

AVERAGE CTC OFFERED

INR

**17.5 L**

MEDIAN CTC OFFERED

INCREASE

**16.7 %**

YoY AVERAGE CTC INCREASE

TOP 10%

INR  
**34.68 LPA**

TOP 25%

INR  
**27.15 LPA**

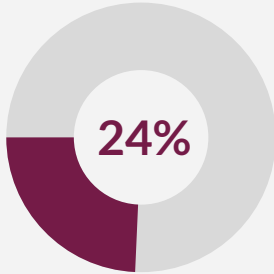
TOP 50%

INR  
**22.64 LPA**

# FUNCTION WISE

## CONSULTING

24%



IIM Rohtak strengthens its position with ~24% of the offers received in Consulting. Various roles like Business Analyst and Associate Consultant were offered by industry leaders such as Accenture, Bain Capability Network, Cognizant, Deloitte, Gartner, EY, Genpact, TheMathCompany, and others.

INR  
**32.21 L**

HIGHEST

INR  
**16.58 L**

AVERAGE

accenture



Capgemini

Cognizant

Deloitte

Gartner



genpact

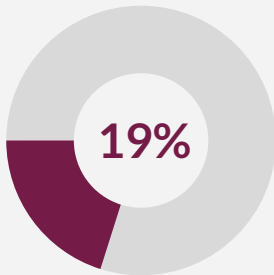


TheMathCompany



## FINANCE

19%



IIM Rohtak students received ~19% of the offers in Finance, which included the BFSI and FinTech domains. New associations were established with top recruiters such as Barclays, RBL Bank, SBI Capital Markets, and Wells Fargo.

INR  
**24.00 L**

HIGHEST

INR  
**15.82 L**

AVERAGE

ANANDRATHI

ASK

AXIS BANK

Bandhan Bank

BARCLAYS

HDFC BANK

INDUS VALLEY PARTNERS



RBL BANK



TresVista  
Catalyzing Your Impact

TRIBECA

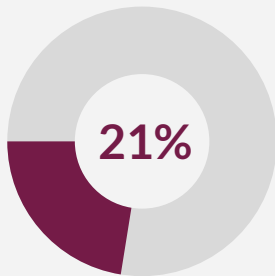
WELLS FARGO

YES BANK

# FUNCTION WISE

## GENERAL MANAGEMENT

21%



Marquee organisations like Amazon, Bombay Shaving Company, ICICI Bank, Reliance Retail, Samsung, and UltraTech Cement continued to strengthen their trust in IIM Rohtak students, with ~21% of the offers made in this domain.

INR  
**19.05 L**

HIGHEST

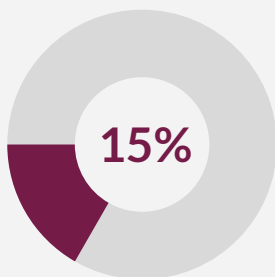
INR  
**17.08 L**

AVERAGE



## IT/OPERATIONS/PROD MAN

15%



IT, Operations, and Product Management roles continued to be a domain of choice for the IIM Rohtak students, with ~15% of the offers received from corporate leaders like Amazon, ElasticRun, EXL, IDFC First Bank, Infosys, NPCI, and Wakefit, among many others.

INR  
**35.51 L**

HIGHEST

INR  
**22.63 L**

AVERAGE

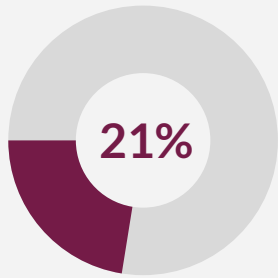




# FUNCTION WISE

## SALES & MARKETING

21%



Sales and Marketing continued to make one of the highest CTC offering domains and remained the top choice with ~21% of the offers received. New recruiters like AB InBev, Anand Group, Cyfuture, and GAIL bestowed their faith in the legacy of IIM Rohtak.

INR  
**36.00 L**

HIGHEST

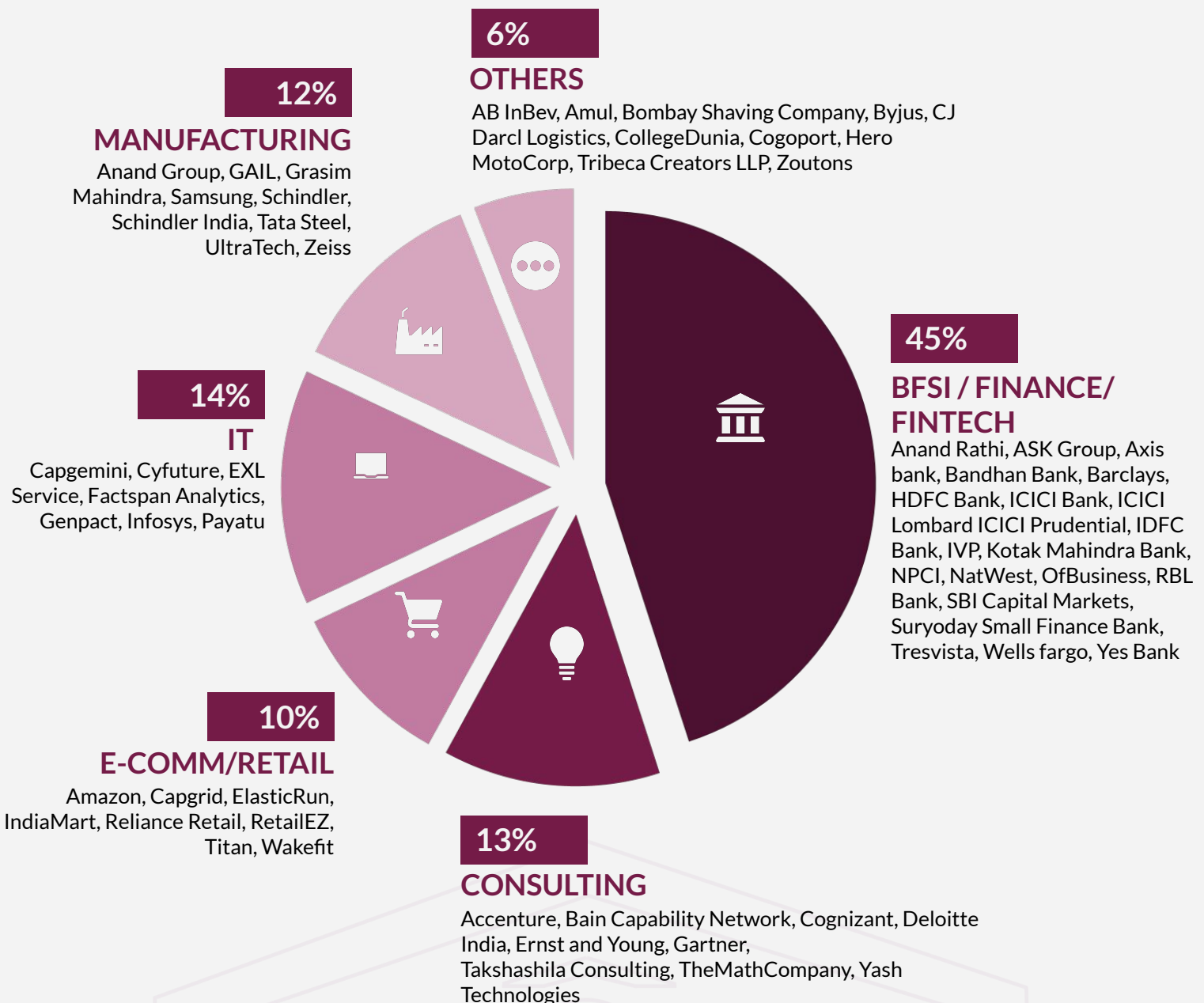
INR  
**19.90 L**

AVERAGE



# SECTOR WISE

IIM Rohtak emerged as the preferred campus for BFSI and Finance sector offering various roles in Wealth Management, Risk Management, Investment Management, and Relationship Management. Several loyal recruiters, like Accenture, Capgemini, Cognizant, ICICI Bank, OfBusiness, and Tata Steel, among others continued to make multiple offers. The institute formed new associations with top companies in their respective sectors like AB InBev, Anand Group, Cyfuture, GAIL, Kotak Mahindra Bank, Wells Fargo and other known brands.



# FROM PLACEMENT DESK



**Prof Neha Gupta,**  
*Co-Chairperson  
Placements*

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It gives me immense pleasure to announce the successful completion of the final placements at IIM Rohtak for the year 2021-2023. Students of IIM Rohtak have once again proven their industry readiness through their spectacular performance in the placement process. The highest domestic CTC stood at 36 LPA with an exceptional 16.7% year on year growth in the average salaries offered to our students. Additionally, this year we also saw a significant rise in the number of companies, with 45+ new recruiters, visiting our campus for their recruitment. This has been made possible only by the untiring dedication of the Placement Office, Student Placement Committee, the Placement Preparation Committee, and the Industry Relations and Interactions Cell. The guidance and mentorship of our Director was commendable throughout this journey. The support provided by the Dean and the faculty Placement Executive Committee is also worth mentioning. We would also take this opportunity to thank all our loyal recruiters and organizations that participated in the placement process and exhibited their confidence and faith in IIM Rohtak and its students. We hope to continue this relationship and seek your endorsement for the years to come. Lastly, I would like to wish all the best to the students for their wonderful careers ahead.

I am delighted to announce the successful completion of the placement process for 2022-23. The placement season concluded in record time, a testament to the dedication of all stakeholders and the capability of our students. The highest domestic CTC for this year was 36 LPA, a 12.5 % YoY increase. The average salary recorded a strong 16.7% YoY growth while the number of PPOs and PPIs offered to students increased by a stupendous 65 percent. The impressive performance can be attributed to the support and vision of our top management; the dedication of our faculty; the efforts of the Placement Office and associated student bodies and the hardwork and calibre of our students. Prof. Dheeraj Sharma, Director, IIM Rohtak, was a rock of support and beacon of light during the entire placement process. The faculty body went beyond the call of duty to ensure students were industry-ready. The staff of Placement Office and student bodies literally burned the midnight oil to ensure smooth conduct of processes. The continued trust of our recruiters was instrumental in ensuring that we maintain and improve upon our high standards. Before concluding, I would like to express again my heartfelt thanks to all stakeholders and congratulations the students for the successful beginning of their long and distinguished careers.



**Prof Sanket Dash,**  
*Co-Chairperson  
Placements*

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# PROMINENT RECRUITERS



# PLACEMENT TEAM

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