

Final Placement Report for XLRI PGDM (BM) and PGDM (HRM) Batch 2021-23

XLRI Jamshedpur and XLRI Delhi NCR has successfully achieved 100% placements for the outgoing batch of **2021-23** for its flagship programs Two-year PGDM (BM) and Two-year PGDM (HRM) with all **463** candidates securing offers through the Final Recruitment Process. The Final Placement process was conducted in two stages. The first stage - the Lateral Recruitment Process (LRP) – was conducted over a week in January 2023 where students with prior work experience were interviewed and were offered higher than entry-level positions. The second stage – the Campus Recruitment Process (CRP) – was conducted in a single day in February 2023 where there was no segregation basis the work experience. The process saw participation from **117** recruiters with **484** domestic offers and **3** international offers, including **30 new recruiters**. These also include pre-placement offers (PPOs) which were offered to **43.8%** of the batch on the basis of their performance during their Summer Internships. The students from Jamshedpur and Delhi NCR campuses participated in the placement process.

Father S George, Director, XLRI congratulated and appreciated all the students for this achievement. He said “We have great students who will take greater responsibility in India Inc. as responsible leaders. We are delighted to announce that XLRI has achieved the feat of 100% placements in a record timeframe this year amidst tough market conditions. We attribute the outstanding placements as an affirmation by the corporate world of the highly relevant management-centric education we strive to deliver to our students year after year. This stellar success is a testimony to our students’ resilient calibre in navigating the industry’s shifting trends and their future journey as young business leaders of tomorrow and eminent faculty who mould, mentor and accompany their journey. We thank all the recruiters who participated and recruited our students.”

Key Highlights of XLRI Final Placements 2023:

- *The median salary offered to the batch stood at **INR 30 lakhs per annum** with the top 10th and 25th percentile average being **INR 57.7 lakhs and INR 46.8 lakhs per annum**, respectively.*
- *The average salary saw an increase to **INR 32.7 lakhs per annum** from **INR 30.7 lakhs per annum** in 2022.*
- *No. of new recruiters: **30***
- *The top domains based on the roles offered were Consulting, Sales & Marketing and BFSI.*
- *Accenture Strategy, Amazon, Bain and Company, Boston Consulting Group, HUL, ITC, PayTM, and PwC made the highest number of offers among the regular recruiters*
- ***43.8%** of the students received **Pre-Placement Offers**.*
- *New final recruiters included Barclays, Deutsche Bank, Emaar Properties, HSBC, Indigo Edge, Mercedes Benz, Nykaa, Samagra Governance, Shell, Zomato.*

Sector-wise Turnout:

The top segments based on roles offered were Consulting, ITES, E-Commerce, Sales & Marketing and General Management. Consulting firms extended offers to **29%** of the candidates. ITES, E-Commerce, Sales & Marketing constituted 27% and 25% of the roles offered to the students respectively. **Accenture Strategy, Amazon, Bain & Company, BCG, PayTM**, and **PwC** made the highest number of offers amongst other legacy recruiters such as Aditya Birla Group, American Express, Asian Paints, Hindustan Unilever, P&G, TAS, Microsoft, and others. Other new recruiters included DTDC, EY Parthenon, Pine Labs, Redseer Strategy Consultants, and Texas Instruments.

Consulting

XLRI continued to be the destination of choice for consulting firms such as Accenture Strategy, Alvarez & Marsal, Aon, Bain & Company, Boston Consulting Group, Deloitte, EY, Kearney, KPMG, McKinsey, PwC, Synergy Consulting, Vector Consulting and others participating in the process. The increase in consulting roles can be attributed to a higher number of candidates opting for these roles and the recognition of the talent pool at XLRI by these consulting firms, accentuated by our pedagogic rigour. The increased interest is also attributable to the established track record of XLRI graduates over the years in prestigious management consulting firms in India and abroad.

ITES, E-commerce, Gaming and Online Services

Overcoming the blues of the technology sector market, there was sustainable hiring in these sectors in Product Management, Analytics & Programme Management roles. Major recruiters included Amazon, Google, Microsoft, Media.net, PayTM, Walmart, Flipkart, Star Disney, Uber, Games 24x7, and Head Digital Works.

FMCG, Pharma and Real Estate

XLRI has established itself as a campus preferred by FMCGs, and the trend continued this year with top firms such as P&G, Hindustan Unilever, ITC, Colgate Palmolive, Johnson & Johnson, Asian Paints, Nestle, Samsung, Mondelez, Nykaa, Reckitt, Pidilite, Pernod Ricard, AB InBev, Haleon GSK and others participating. The process witnessed hiring by companies in the pharma chemical sector such as Cipla, Dr. Reddy's, Sun Pharma, EpiCacy, PI Industries, among others. Real estate developers viz. Emaar and Aliens Group participated in the process for the first time. Roles in Strategy, Sales & Marketing, Supply Chain, Operations, IT and Human Resources were offered to the graduating students.

BFSI

The Finance sector was another major contributor, with the participation of firms such as Goldman Sachs, J.P Morgan Chase, Avendus Capital, Indigo Edge, HSBC, American Express, Citibank, FinIQ, Mastercard, Natwest and Standard Chartered, Société Générale, among others. The roles offered in this domain were Front End Investment Banking, Asset Management, Portfolio Management, Global and Corporate Banking, Wealth Management, Global Markets, Equity Research, and Retail Banking.

Automotive, Energy and Telecommunications

Automobile sector witnessed the boarding of premium recruiters such as Mercedes Benz and Power Finance Corporation. Other legacy recruiters in these sectors were Bajaj Auto, Renew Power, Shell, Varroc and Vedanta. Airtel, Tata Communications and Vi were among other established firms in the telecommunications sector.

General Management

Roles in General Management were offered by conglomerates such as TAS, Aditya Birla Group, Mahindra, Bajaj Finserv, Kotak, Capgemini ELITE, Reliance Industries, RPG group, Hinduja group and other firms.

HR

XLRI is widely regarded as the best institution in the country for HR. HR roles were offered by firms spanning the spectrum of domains such as P&G, HUL, ITC, Colgate Palmolive, Marico, JP Morgan Chase and Co., Google, Samsung, Bajaj Auto, and others. HR roles offered included HR Consulting, Recruitment, Compensation & Benefits, HR Analytics and Chief of Staff. Premier consulting firms like KPMG, PwC, EY, and Deloitte open exclusive HR consulting roles for XLRI students reaffirming their trust in XL-ers as HR leaders of tomorrow.