

XLRI Completes Final Placements for the batch of 2020-22

XLRI - Xavier School of Management has successfully achieved 100% placements for the outgoing batch of **2020-22** for its flagship programs: Two-year Postgraduate Diploma in Management - Human Resource Management and the Two-year Postgraduate Diploma in Management - Business Management with all **427** 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 2022 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 2022 where there was no segregation basis the work experience. The process saw participation from **99** recruiters with **437** domestic offers, including **23 new recruiters**. These also include pre-placement offers (PPOs) which were offered to **40%** of the batch on the basis of their performance during their summer internships.

Father Paul Fernandes, director, XLRI - Xavier School of Management congratulated and appreciated all the students for this achievement, "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. 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. We had conducted the entire placement process in a virtual mode this year."

Key Highlights of XLRI Final Placements 2022:

- *The median salary offered to the batch stood at **INR 30 lakhs per annum** with the top 10th and 25th percentile average being **INR 48 lakhs and INR 43 lakhs per annum**, respectively*
- *The average salary saw an increase to **INR 30.7 lakhs per annum** from **INR 23.91 lakhs per annum** in 2020.*
- *Highest domestic offer at **INR 60+ lakhs per annum** from the BFSI sector.*
- *No. of new recruiters: **23***
- *The top domains based on the roles offered were Consulting, Sales & Marketing and BFSI.*
- *Boston Consulting Group, Bain and Co., Accenture Strategy, Amazon, PayTM, ITC and Microsoft made the highest number of offers among the regular recruiters.*
- **40.28%** of the students received **Pre-Placement Offers**.
- *New final recruiters included American Express, Freshworks, Swiggy, MoEngage Inc., slice and Zynga amongst others.*
- *Senior positions like Associate Director and new economy roles such as Chief of Staff and Founder's Office were offered by multiple recruiters.*

Sector-wise Turnout:

The top segments based on roles offered were Consulting, ITES, E-Commerce, Gaming & Online Services and Sales & Marketing. Consulting firms extended offers to 24% of the candidates. ITES, E-Commerce, Gaming & Online Services and Sales & Marketing constituted 27% and 25% of the roles offered to the students respectively. **BCG, Bain & Co., Accenture Strategy, Amazon, PayTM, ITC and Microsoft** made the highest number of offers amongst other regular recruiters such as Aditya Birla Group, Asian Paints, Capgemini ELITE, Hindustan Unilever, Nestle, P&G, TAS and others. New recruiters included American Express, Freshworks, Swiggy, MoEngage Inc. and slice, amongst others.

Consulting

XLRI continued to be the destination of choice for consulting firms such as Boston Consulting Group, Bain & Company, Kearney, Accenture Strategy, Aon, Deloitte, PwC, EY, Everest Group, 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

With the adoption of technology and accelerated digitization induced by subsequent waves of the pandemic, there was a major uptick in hiring by this sector in Product Management & Programme Management roles. Major recruiters included Amazon, PayTM, Microsoft, Google, Freshworks, Media.net, Walmart, Flipkart, Myntra, PhonePe, Star Disney, Uber, Ola, Jio Platforms, Times Internet, Info Edge, Udaan, Swiggy and Licious. Gaming companies such as Zynga, Jungle Games, Games 24x7 and Dangal Games hired at XLRI for the first time.

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, Asian Paints, Nestle, Samsung, Mondelez, Dabur, Reckitt, Pidilite, PepsiCo and others participating. The process witnessed hiring by companies in the pharma sector such as Cipla, Dr. Reddy's, Sun Pharma, Thermofisher, Novozymes, among others. Real estate developers viz. Lodha and M3M participated in the process for the first time. Roles in Strategy, Sales & Marketing, Product Supply, 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, Citibank, ProgCap and Standard Chartered and 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.

General Management

Roles in General Management were offered by conglomerates such as TAS, Aditya Birla Group, Mahindra, Capgemini ELITE, Reliance Industries, 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, Myntra, Ola and others. HR roles offered included HR Consulting, Recruitment, Compensation & Benefits, HR Analytics and Chief of Staff. Premier consulting firms like PwC, EY, and Deloitte open exclusive HR consulting roles for XLRI students reaffirming their trust in XL-ers as HR leaders of tomorrow.