

International MBA

#gobeyond

Placement Report 2012
2011-2012 Graduates

International MBA

Placement Report

2011-2012 Graduates

CONTENTS

I. Facts and Trends

II. Profile of the graduates

III. International placement statistics

1. 2011-2012 Results
2. Career choices
3. Salaries
4. International Mobility

IV. 2011-2012 Employers

1. Recruit at IE
2. Recruiting Partners

International offices







I. FACTS AND TRENDS

In 2011, as the world economy showed weak signs of recovery from the crisis, setting new levels of competitiveness in the job markets, the Career Management Center rose to the challenge of placing IE students globally.

We are certainly very proud of our achievements. We added a core career content to the program curricula; our advising team continuously provides personal career coaching and we have seen an incremental exposure to recruiters all over the world.

With the aim to train, coach and assist our students and alumni in their job search, we are happy to report that we have developed a well-rounded approach to career development. However, this is merely one aspect of the benefits that our well-equipped International MBA students enjoy.

Our International MBA program is designed to limit time away from the workplace while providing a complete International MBA experience which extends beyond academic achievement to include global networking, projects and business and leadership initiatives. As a result, 92% of 2011-2012 Graduates secured a job within 3 months of graduation. 36% received at least one job offer while still on campus, and 31% of these jobs were managed by the Career Management Center.



About 69% of the Class joined companies in the consulting, financial services, telecom/technology and consumer goods sectors. Other industries of choice included energy, pharma and biotech, manufacturing, non-profit, and media. With regards to functions, 21% accepted a job in consulting, 27% in marketing/sales, and 21% in finance/accounting. More than 7% of the graduates launched their own companies and ventures after graduation. Region-wise, while most of the graduates decided to work in Europe (38%), we have seen an increase in placements in North America and Asia. Latin America also remains a preferred location for our graduates.

In terms of geographical mobility, Asians showed the highest mobility in that 16% accepted jobs in Europe and 13% in Middle East & Africa. Europe has been the region receiving the highest number of students from other regions, followed by Latin America and the Middle East.

These new graduates joined the ranks of the more than 45,000 IE alumni who are based in more than 100 countries, in both public and private sectors and all types of industries with the aim of creating value for their communities.



II. PROFILE OF THE GRADUATES

International
MBA



Out of all our values, **diversity** is one of the features that distinguishes us the most. We strongly believe that our students learn not just from our faculty but also by interacting with classmates from diverse educational, professional and social backgrounds.

Gender	%	Undergraduate Degrees	%
Male	70	Business	35
Female	30	Engineering	28
		Social Sciences and Humanities	10
		Economics	9
Age	%	Sciences	6
80% range	26-33	Information Technology	5
Total average	29	Law	4
		Other (Architecture, Hospitality)	3
Work Experience	years		
Average	5.2		
		Sectors	%
Diversity		Financial Services	19
Nationalities	75	Industry, Energy and Construction	17
International Students	89%	Consumer Goods	16
		Consulting	15
Geographic Distribution	%	Technology/Telecom	12
Europe	33	Government, NGOs	6
Latin America	22	Media Entertainment	4
North America	18	Pharma/Biotech/Health	4
Asia	16	Other (Education, Transport, Tourism & Hospitality)	4
Africa and the Middle East	11	Law, Auditing and Tax	3

With over 70 nationalities on campus, and at least 50 in any given class, our graduates have definitely learned how to operate in a multicultural environment.



III. PLACEMENT STATISTICS

Entrepreneurs amount to 72% of non job seekers (7% of the whole class). Some came to IE with the idea of creating their own companies.

Others came up with a business plan while on campus.

But, the **entrepreneurial spirit is at the core of everything we do** at IE. By means of the mandatory and elective entrepreneurship classes, the Venture Lab and related activities, we instill entrepreneurial spirit in all our graduates, who in turn spread the entrepreneurial character throughout the corporate world.

A number of the students who decided to continue their education chose one of the **dual degrees** offered by IE Business School.



1. 2011-2012 Placement Results

Total Number of Students	631
Students for whom we have information	91%
Job Seekers	%
Students seeking jobs	89
Students not seeking jobs (*)	11
Situation 3 Months after Graduation	%
Students working (**)	92
Students not working	8

Reasons for not seeking jobs	%
Entrepreneurs	72
Continued Education	22
Other	6
TOTAL	100
Average Salary (*)	69,712 €
Highest Salary	184,120 €

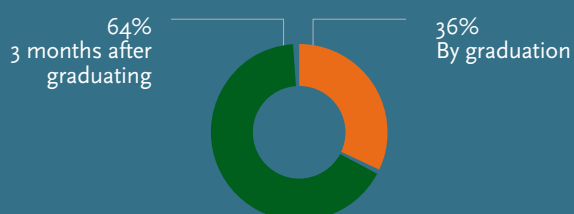
* Of the total number of respondents

** Of the total number of Job Seekers

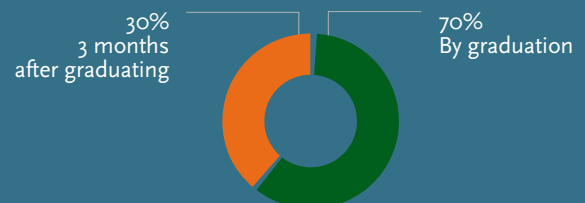
Job Opportunities and Placement Statistics

The career management courses, which are embedded in the Launch and Accelerate programs, and the career advisor's guidance, help students **identify their professional goals and develop a strategy to achieve them.**

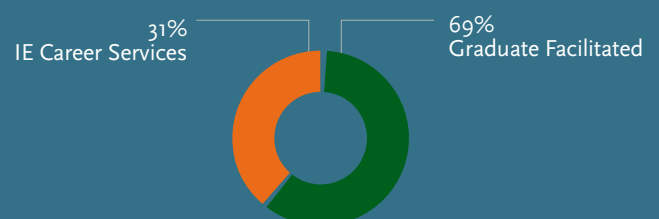
Job offers received



Job offers accepted



Source of Job Offer





2. CAREER CHOICES

The diversity of our student body results in an interest in jobs in all types of companies, multinationals and SMEs, private and public, across a wide range of industries. It is a challenging situation for the Career Management Center, but it also allows us to **serve all types of recruiters worldwide, making sure they always find a pool of qualified candidates among our students.**

While Financial Services and Consulting are still the first industries of choice, we have seen an increase in Consumer Goods (from 12% last year to 14% this year) and in IT/Telecom (from 10% last year to 13%). Our students are almost equally interested in jobs in other sectors.

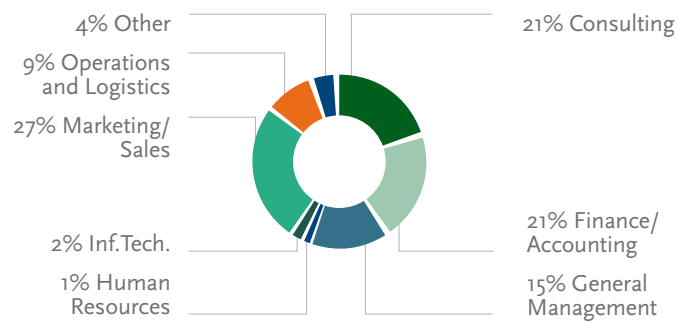
Regarding Functions, the main feature to signal this year is an important increase to 27% in Marketing and Sales positions

from other functions other than Consulting and Finance that still account for 42% of the total. Therefore nearly 70% of our students secured a job within these three functions.

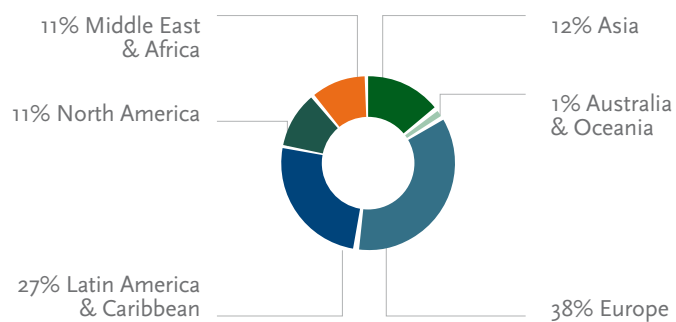
Regarding geographies and taking into account that our class profile has become much more global, increasing the number of students from other regions other than Europe, so has been the case in regards to the area of placement. Last year 52% secured a job in Europe when this year the number is much more spread between regions.

This is also a clear sign that IE Business School helps students find opportunities around the world, by building relationships with recruiters in different regions, facilitating contacts with our vast network of alumni, and by means of the more than 20 offices in all continents.

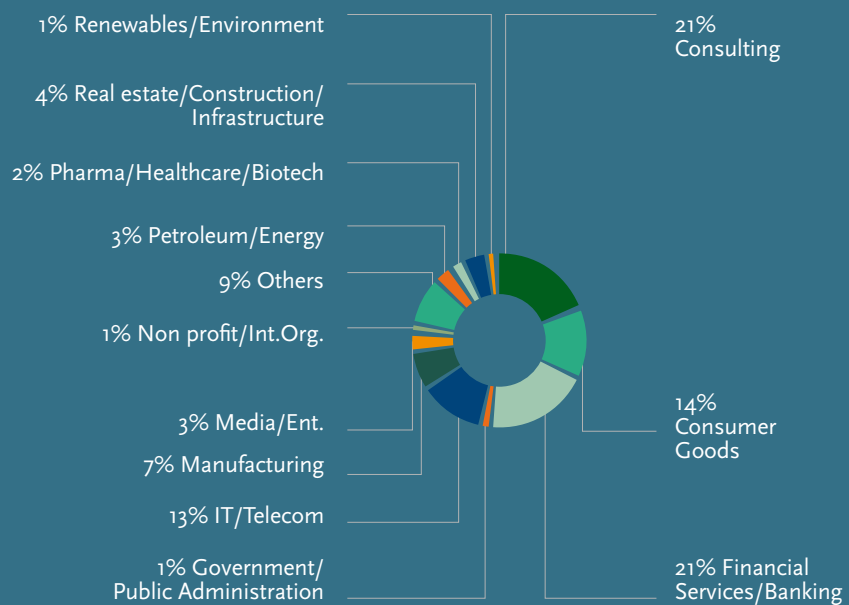
Placement by Function



Placement by Region



Placement by Industry





The **International MBA class of 2011** accepted job offers in a wide variety of industries, functional areas and countries, which accounts for the diversity of the salaries. All salaries are reported in Euros, without taking into consideration cost of living, taxes, or PPP.

3. SALARIES*

Average Salary (*)	69,712
Highest Salary	184,120

(*) In Euros, base salary, excluding sign-on bonus, variable salary and fringe benefits.

Salary by Industry	Average	Highest
Consulting	74,111	124,800
Consumer Goods	64,688	110,410
Financial Services/Banking	75,524	184,120
Government/Public Administration	56,866	85,000
IT/Telecom	65,011	112,102
Manufacturing	68,274	90,000
Media/Entertainment	65,597	120,020
Non profit/International Organizations	42,507	52,000
Others	69,691	124,500
Petroleum/Energy	65,351	82,000
Pharma/Healthcare/Biotech	67,577	117,050
Real estate/Construction/Infrastructure	70,517	124,800
Average Total	69,712	184,120

Salary by Region	Average	Highest
Asia	62,381	98,000
Australia & Oceania	84,370	112,000
Europe	70,488	184,120
Latin America & Caribbean	66,522	120,000
Middle East & Africa	67,067	101,388
North America	77,175	124,800
Average Total	69,712	184,120

Salary by Function	Average	Highest
Consulting	70,919	124,800
Finance/Accounting	75,112	118,950
General Management	82,608	184,120
Information Technology	63,967	86,422
Marketing/Sales	60,883	109,850
Operations and Logistics	66,775	124,800
Other	65,337	124,500
Average Total	69,712	184,120



4. INTERNATIONAL MOBILITY

A large number of our students come to IE with the aim of moving to other regions. Although in some regions like Europe this is becoming more and more difficult due to strict visa regulations, we have seen that 22% of students securing a job in Europe were not originally from the region. Also, Latin America received 16% of students from other regions, Middle East & Africa 27%, North America 28% and Asia 36%.

Geographic Mobility %**Asia****Region of Destination**

a. Asia	64
b. Australia & Oceania	0
c. Europe	16
d. Latin America & Caribbean	2
e. Middle East & Africa	13
f. North America	5
TOTAL	100

Australia & Oceania**Region of Destination**

a. Asia	22
b. Australia & Oceania	34
c. Europe	33
d. Latin America & Caribbean	0
e. Middle East & Africa	11
f. North America	0
TOTAL	100

Europe**Region of Destination**

a. Asia	4
b. Australia & Oceania	1
c. Europe	78
d. Latin America & Caribbean	12
e. Middle East & Africa	3
f. North America	2
TOTAL	100

Geographic Mobility %**Latin America & Caribbean****Region of Destination**

a. Asia	1
b. Australia & Oceania	0
c. Europe	10
d. Latin America & Caribbean	84
e. Middle East & Africa	0
f. North America	5
TOTAL	100

Middle East & Africa**Region of Destination**

a. Asia	0
b. Australia & Oceania	0
c. Europe	28
d. Latin America & Caribbean	0
e. Middle East & Africa	72
f. North America	0
TOTAL	100

North America**Region of Destination**

a. Asia	2
b. Australia & Oceania	0
c. Europe	14
d. Latin America & Caribbean	12
e. Middle East & Africa	0
f. North America	72
TOTAL	100





IV. 2011-2012 EMPLOYERS OF INTERNATIONAL MBA GRADUATES

1. RECRUIT AT IE

A large number of companies and executive search firms count on IE Business School year after year in their search for top professionals, attracted by the quality and diversity of our students and graduates.

We partner with companies across industries and regions to help them identify the talent they need to succeed in today's complex, competitive business environment, adapting to their needs and recruitment cycles.

The Career Management Center helps companies recruit from junior professionals to middle managers and senior executives, both on and off campus, from our full-time and part-time programs, as well as among our alumni network.





How to recruit at IE - Overview

On campus

- Company presentations
- Career Fair
- Interviews

Online/International

- Job Board
- CV Books
- Calls for applications
- Online Presentations/Fairs
- Interviews (Videoconference)

Meeting the students

- Business Competitions
- Networking and Student Club Activities
- Seminars and Workshops



2. RECRUITING PARTNERS

Over 100 companies attended the Career Fair organized on the IE campus in October 2011. HR representatives from local and international companies had the opportunity to meet our students, and initiate contacts that led to interviews and selection processes on- and off-campus.

Other companies chose to conduct on-campus presentations or post their job opportunities on our online job board. Besides making these opportunities available to our students, we insist that they **take responsibility in managing their careers**, making the most of all the activities we offer to put them in contact with recruiters at early stages of the MBA. Round tables, students clubs activities, and presentations by top executives from leading corporations, are just a few examples of how we empower our students in their job search.

The following are some of the companies that attended our Annual Career Fair, conducted on-campus interviews and presentations and/or hired students from IE Business School during 2011-2012:

A

A.T. Kearney
Abbott International
Abengoa Solar
Abercrombie & Fitch
Accenture
Acciona
Adidas Group
Admirall Group
African Development Bank
Airbus
Al Ahli Bank of Kuwait
Allen & Overy
Almirall
Alstom
Altran
Amadeus
Amazon
American Express
Amrop Hever Group
Anheuser-Busch InBev
AON
Apple
Arcano
Arthur D. Little
Arvato
Asian Development Bank
AstraZeneca
Aveda (Estée Lauder)
Avon
AXA Group
Axis Corporate

B

Bain & Company
Bacardi
Baker & McKenzie
Banamex-Citigroup
Banca March
Banco de Crédito (BCP)
Banco Espirito Santo
Banco Popular
Banco Santander
Banco Wiese Sudameris
Banesto
Banif
Bank Mandiri
Bank of Georgia
Bank of New York
Bank of Nova Scotia
Barclays
Basf
BASF Coatings
Bayer AG
Bayer Schering Pharma
BBVA
BDF Beiersdorf
Beam Global
Benteler International AG
Bird & Bird
Blackberry - RIM Company
Bloomberg
BMW Financial Services
BNP Paribas
Bombardier
Booz & Company
Bottega Veneta
BP Global
Bristol-Myers Squibb

British American Tobacco
BT
Bulgari
Bureau Veritas
BuyVip
The Boston Consulting Group

C

Cámara Chilena de la Construcción
Capgemini
Cargill
Carolina Herrera
Carrefour
Cartier
CB Richard Ellis
CEMEX
Cetelem
Cisco Systems
Citigroup
Clifford Chance
CNH International
Coca-Cola
Credit Agricole
Credit Suisse
Cuatrecasas

D

Daimler Chrysler AG
Daewoo
Danone
Decathlon
Dell
Deloitte
Delta Partners
Deutsche Bank
Deutsche Post
Deutsche Telekom
Diageo
DLA Piper
Dupont Iberia

E

EADS
eBay
EBRD
EDP
Elizabeth Arden
International
Epson
Ergon Capital
Ericsson
Ernst & Young
Erste Group Bank
Estée Lauder
Euro RSCG Worldwide
España
European Investment Fund
Europraxis
Everis Consulting

F

Fedex
Ferrovia
Fitch Ratings
Fortis - BNP Paribas
FOX Telecolombia
France Telecom
Freshfields Bruckhaus
Deringer
Fujitsu

G

Gamesa
Garrigues
GE - General Electric
General Mills
General Motors
Glaxosmithkline
Goldman Sachs
Goodyear Dunlop
Google
Grupo Prisa
Grupo Santander
Grupo Unicomer

H

Hammonds
Havas Media
Heineken
Hertz Europe Limited
Hewlett Packard
Hochschild Mining PLC
Hogan Lovells International LLP
HSBC
Huawei
Hyundai

I

IATA
IBM
ICFO
IKEA
Inditex Group
Indra
Infosys
ING
Ingersoll Rand
International Finance Corporation
Intervial Chile S.A.
IT Consulting

J

Janssen-Cilag
John Deere
Johnson & Johnson
Johnson Controls
Johnson Wax
Jones Lang Lasalle
JP Morgan
JTI

K

Kellogg's
Kimberly Clark
Knorr-Bremse Group
Korea Finance Corporation
KPMG
Kraft Foods

L

Latham & Watkins
LAN Airlines
Lenovo
Leroy Merlin
LG Electronics
Lilly
Linklaters
Loewe
L'Oreal
LVMH

M

Maersk
Mars
McKinsey
Medtronic
Mercer
Merck
Merril Lynch
Microsoft
Mitsubishi
Mittal
Monsanto
Montealto
Moody's
Morgan Stanley

N

Nestlé
NH Hotels
Nielsen Company
Nike
Nokia
Nomura
Novartis

O

One West Bank
Oliver Wyman
ONO
Oracle
Orange

P

Parfums Givenchy
Paypal
Pepsico
Pernod Ricard
Philips
Philips Morris International
PricewaterhouseCoopers
Procter & Gamble

R

Rabita Bank
Reckitt Benckiser
Repsol YPF
Ripley
Robert Bosch
Roche Pharmaceuticals
Roland Berger
Rolls-Royce, North America

S

SABMiller
Samsung
Samsung Fire & Marine Insurance
Samsung Life
Sanofi-Aventis España
SAP
Saudi Credit & Saving Bank
Scotiabank
Securitas Direct
Shiseido
Siemens
SK Group
Sodexo
Sol Melia
Sonae
Sony
Sovereign Bank (Banco Santander)
Standard & Poors
Standard Chartered Bank
Stryker
Syngenta

T

Tata Group
Tata Motors
Telefónica
Tetra Pak
The ABB Group
The Boston Consulting Group
The Walt Disney Company
Thomson Reuters
Toys R Us

U

UBS
UNICEF
Unicredit Group
Unilever
United Nations

V

Vale
Vestas
Vodafone
Volkswagen AG
Votorantim Cimentos

W

Warner Bros
World Bank Group

X

Xerox Business Services

Y

Yoigo

Z

Zurich

O

3M

IE BUSINESS SCHOOL

Admissions Department
Maria de Molina, 11
28006 Madrid, Spain

T: +34 915 689 610
imba.admissions@ie.edu

For more information please visit our:

Website: www.ie.edu/international-mba

Blog: news.imba.ie.edu

Events Page: www.ie.edu/events

INTERNATIONAL OFFICES

Argentina / Buenos Aires
argentina@ie.edu

Japan / Tokyo
japan@ie.edu

Australia / Sydney
australia@ie.edu

Peru & Bolivia / Lima
peru@ie.edu
bolivia@ie.edu

Brazil / Sao Paulo
brasil@ie.edu

Portugal / Lisbon
portugal@ie.edu

Chile / Santiago de Chile
chile@ie.edu

Russia & Ukraine / Moscow
russia@ie.edu
ukraine@ie.edu

China / Shanghai
china@ie.edu

**Singapore & Southeast Asia
/ Singapore**
singapore@ie.edu

**Colombia & Central America
/ Bogota**
colombia@ie.edu
centroamerica@ie.edu

South Korea / Seoul
korea@ie.edu

Ecuador / Quito
ecuador@ie.edu

Turkey / Istanbul
turkey@ie.edu

Egypt / Cairo
egypt@ie.edu

**UAE, Qatar, Bahrain &
Kuwait / Dubai**
uae@ie.edu

Germany / Munich
germany@ie.edu

UK & Ireland / London
uk@ie.edu

**Guatemala & Mexico /
Mexico City**
guatemala@ie.edu
mexico@ie.edu

USA / Los Angeles
westcoast@ie.edu

India / Mumbai
india@ie.edu

USA / Miami
southusa@ie.edu

Italy / Milan
italia@ie.edu

USA / New York
northeast@ie.edu

Venezuela / Caracas
venezuela@ie.edu

If you would like to learn more about the program, our faculty and other IE initiatives, please download the International MBA brochure: www.ie.edu/international-mba or contact our international offices www.ie.edu/offices

FOLLOW US

