

International MBA

#gobeyond

Career Report 2013
2012-2013 Graduates

International MBA

Career Report

2012-2013 Graduates

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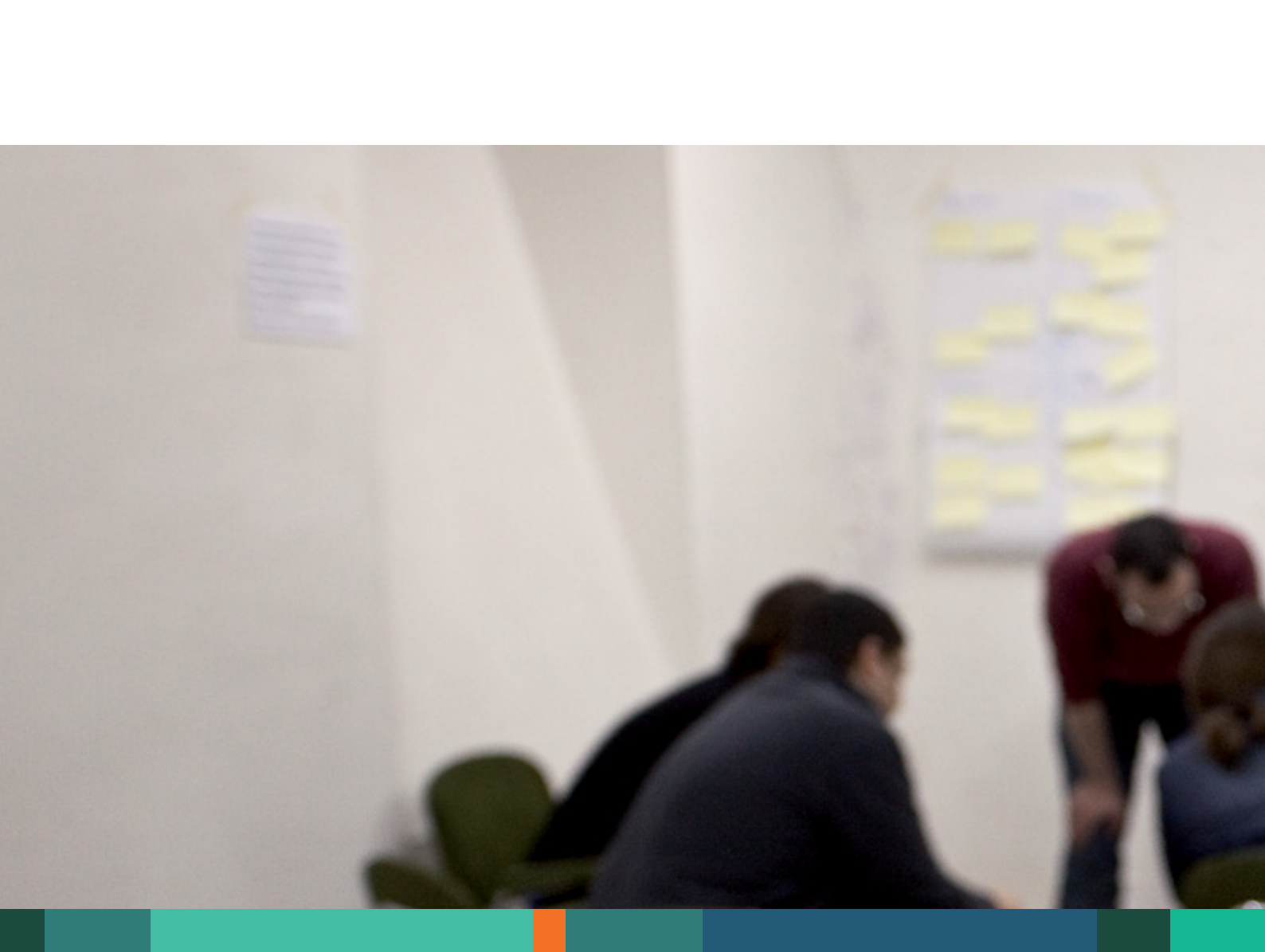
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I. FACTS AND TRENDS

In 2013, 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 generating opportunities for IE students globally.

We are very proud of our achievements. We added a core career content to the program curricula; continue to provide personalized sector-specific career advising and have seen an incremental exposure to recruiters all over the world. However, this is merely one aspect of the benefits that our well equipped International MBA students enjoy.

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.

Our International MBA program is designed to limit time away from the workplace while providing a complete experience, which extends beyond academic achievement to include global networking, projects and business and leadership initiatives.



As a result, 91% of the 2012-2013 graduates secured a job within 3 months of graduation. Approximately 37% of the class joined companies in Consulting and Financial services but other sectors such as Consumer Goods (15%) and Technology (13%) are gaining preference amongst our students.

With regards to functions, we have a strong 28% in Marketing & Sales, while 19% accepted a job in Consulting and 18% in Finance/Accounting.

With regards to geographical destination, graduates decided to work in Europe (37%) and 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, Europeans (EU) showed the highest mobility in that 12% accepted jobs in Latin America, 5% in North America and 6% in Europe (non EU). Europe (EU) was also the region to receive the highest number of students from other regions, 15% from Latin America and 3% from North America.

These new graduates joined the ranks of the more than 46,000 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



Diversity is one of our values 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	71	Business	34
Female	29	Engineering	28
		Social Sciences and Humanities	10
		Economics	9
		Sciences	6
		Information Technology	5
		Law	4
		Other (Architecture, Hospitality)	4
Age	years	Sectors/Industries	%
80% range	26-33	Financial Services	19
Total average	29	Industry, Energy and Construction	17
		Consumer Goods	14
		Consulting	15
		Technology/Telecom	12
		Government, NGOs	5
		Media/Entertainment	4
		Pharma/Biotech/Health	4
		Other (Education, Transport, Tourism & Hospitality)	4
		Law, Auditing and Tax	4
Work Experience	years		
Average	5.1		
Diversity			
Nationalities	68		
International Students	89%		
Geographic Distribution	%		
Europe	32		
Latin America	23		
North America	18		
Asia	15		
Africa and the Middle East	12		

With over 80 nationalities on campus, and at least 50 in any given class, our graduates have definitely learned how to operate in a multicultural environment.



III. INTERNATIONAL PLACEMENT STATISTICS



1. 2012 - 2013 Results

Total Number of Students	578
Respondents to the Placement Survey	88%
Job Seekers	89%
Situation 3 Months after Graduation	91%

Job Opportunities and Placement Statistics

The career management courses, which are embedded in the program, coupled with career advising, help students **identify their professional goals and develop a strategy to achieve them.**

Source of Job Offer	%
IE Career Services	41
Graduate Facilitated	59



2. CAREER CHOICES

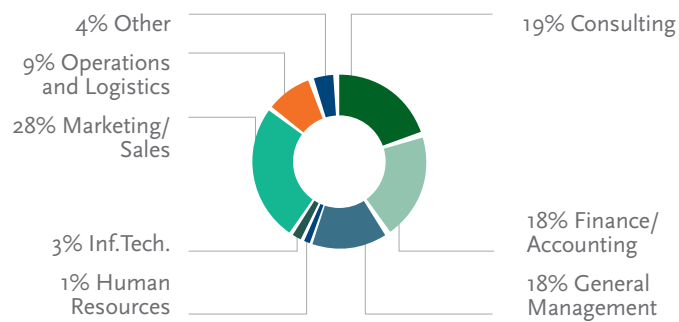
The diversity of our student body results in an interest in jobs in all types of companies, multinationals and SMEs, private and public, across a wide range of industries. It is a challenging situation for the Career Management Center, but it also allows us to **serve all types of recruiters worldwide, 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, Consumer Goods is becoming a very attractive sector for our students, accounting for 15%, while Technology accounts for 13%.

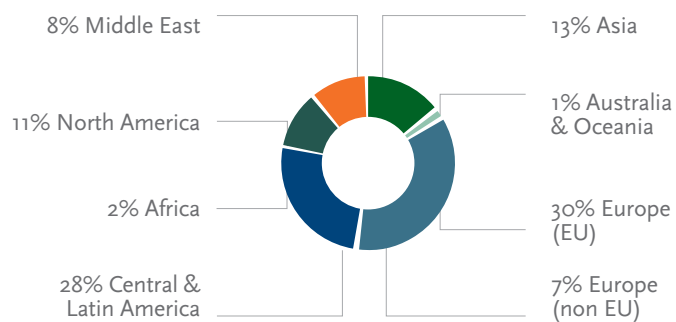
Regarding Functions, the main feature to highlight this year is an important increase to 28% in Marketing and Sales positions from functions other than Consulting and Finance, which still account for 37% of the total. This year we saw a rise in General Management positions, from 15% to 18%.

Taking into account that our class profile has become much more global, with an increase in the number of students from regions other than Europe, 37% secured a job in Europe, 28% in Latin America, 13% in Asia and 11% in North America. This is also a clear sign that IE Business School assists students in finding opportunities around the world, by cultivating relationships with recruiters in different regions, facilitating contacts with our vast network of alumni, and by means of the 27 IE representative offices on all continents.

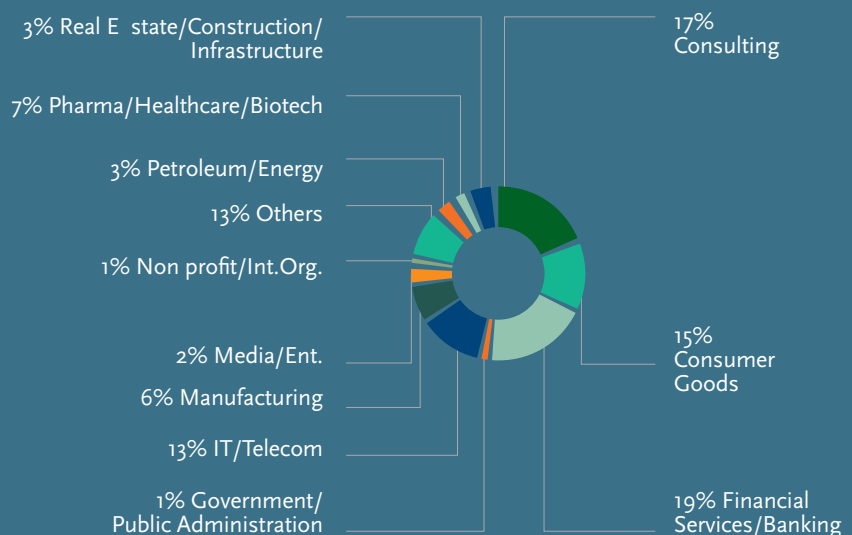
Placement by Function



Placement by Region



Placement by Industry





The **International MBA** Class of 2012 - 2013 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 Purchasing Power Parity (PPP).

3. SALARIES

Salary by Industry	Average	Highest
Consulting	69.871	129.458
Consumer Goods	72.257	115.000
Financial Services/Banking	70.424	131.088
Government/Public Administration	77.007	92.851
IT/Telecom	71.317	125.759
Manufacturing	66.603	96.819
Media/Entertainment	66.965	119.841
Non profit/International Organizations	74.795	110.964
Others	76.364	135.000
Petroleum/Energy	69.953	133.157
Pharma/Healthcare/Biotech	71.348	110.076
Real Estate/Construction/Infrastructure	68.025	97.510
Average Total	71.195	135.000

Salary by Region	Average	Highest
Africa	63.344	72.496
Asia	65.065	113.400
Australia & Oceania	68.040	68.040
Europe (EU)	70.857	135.000
Europe (non EU)	79.952	109.607
Central & Latin America	65.556	108.077
Middle East	71.803	131.088
North America	84.612	133.157
Average Total	71.195	135.000

Salary by Function	Average	Highest
Consulting	65.553	120.000
Finance/Accounting	65.829	115.000
General Management	87.745	135.000
Human Resources	72.064	101.488
Information Technology	72.661	113.400
Marketing/Sales	68.898	101.488
Operations and Logistics	66.334	110.964
Other	69.333	93.369
Average Total	71.195	135.000



4. INTERNATIONAL MOBILITY

A large number of our students come to IE with the aim of moving to another region. Although in some regions such as Europe this is becoming more difficult due to strict visa regulations, 30% of our students securing a job in Europe (EU) were not originally from the region. Also, Latin America received 14% of students from another region, Middle East 15%, Asia 12% and North America 28%.

Geographic Mobility %**Africa**

Region of Destination	
Africa	89
Asia	0
Australia & Oceania	0
Europe (EU)	11
Europe (Non EU)	0
Latin America	0
Middle East	0
North America	0
Total	100

Asia

Region of Destination	
Africa	2
Asia	81
Australia & Oceania	2
Europe (EU)	13
Europe (Non EU)	0
Latin America	2
Middle East	0
North America	0
Total	100

Australia & Oceania

Region of Destination	
Africa	0
Asia	40
Australia & Oceania	40
Europe (EU)	0
Europe (Non EU)	0
Latin America	0
Middle East	0
North America	20
Total	100

Geographic Mobility %**Europe (EU)**

Region of Destination	
Africa	1
Asia	2
Australia & Oceania	0
Europe (EU)	72
Europe (Non EU)	6
Latin America	12
Middle East	2
North America	5
Total	100

Europe (Non EU)

Region of Destination	
Africa	0
Asia	0
Australia & Oceania	0
Europe (EU)	15
Europe (Non EU)	85
Latin America	0
Middle East	0
North America	0
Total	100

Latin America

Region of Destination	
Africa	0
Asia	2
Australia & Oceania	0
Europe (EU)	15
Europe (Non EU)	2
Latin America	78
Middle East	0
North America	3
Total	100

North America

Region of Destination	
Africa	0
Asia	0
Australia & Oceania	0
Europe (EU)	8
Europe (Non EU)	0
Latin America	3
Middle East	7
North America	82
Total	100





IV. EMPLOYERS OF INTERNATIONAL MBA CLASS OF 2012 - 2013


1. RECRUIT AT IE

A large number of companies, organizations and executive search firms come to 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.



A photograph of three men in a meeting. One man on the left is gesturing with his hands while speaking to two other men who are listening attentively. They are in a room with a whiteboard in the background.

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 125 companies attended the IE Career Fair organized on the IE campus in October 2013. HR representatives from local and international companies had the opportunity to meet our students and initiate contacts that led to interviews and selection processes both 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 urge them to **take responsibility in managing their careers**, making the most of all the activities we organize to bring them in contact with recruiters at early stages of the MBA.

The following are a selection of the companies that attended our Annual Career Fair, conducted on-campus interviews and presentations and/or hired students from IE Business School during 2012-2013:

A

A.T. Kearney
ABB Group
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
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
BBVA
BDF Beiersdorf
Beam Global
Benteler International AG
Bird & Bird
Blackberry - RIM Company
Bloomberg
BMW Financial Services
BNP Paribas
Bombardier
Booz & Company
Boston Consulting Group
Bottega Veneta
BP Global
Bristol-Myers Squibb

British American Tobacco
BT
Bulgari
Bureau Veritas
BuyVip

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
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
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

TOP EMPLOYERS

Telefonica	Nissan Motor Co
McKinsey	Accenture
Samsung Group	Banco Santander
Bayer	BP
BBVA	Credit Suisse
Citi	EDP Renovaveis
Deloitte	Ericsson
Amazon	EY
AT Kearney	J.P. Morgan
KPMG	Siemens AG

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
J.P 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
Merrill Lynch
Microsoft
Mitsubishi
Mittal
Monsanto
Montealto
Moodys
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
Philip 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 & Savings 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
Thomson Reuters
Toys R Us

U

UBS
UNICEF
Unicredit Group
Unilever
United Nations

V

Vale
Vestas
Vodafone
Volkswagen AG
Votorantim Cimentos

W

Walt Disney Company
Warner Bros
World Bank Group

X

Xerox Business Services

Y

Yoigo

Z

Zurich

o

3M

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