

Master in Management Placement Report 2012

2011 Graduates

www.ie.edu/master-management

master in
management

#gobeyond

I. FACTS AND TRENDS

We are very pleased to share the results of the placement report for our Master in Management (MIM) students.

Amid challenging economic times, especially in Europe, we are proud to communicate the results of our global recruiting outreach, which has proven to be effective for our MIM candidates with a specialization in a functional area and with an understanding of the broad picture of business realities and trends, achieved through hands-on learning.

We have also developed a series of activities to help our students secure opportunities in their preferred areas. With this goal in mind we offer a three-fold service:

1 Career Strategy module

The Career Strategy module consists of 20 sessions that focus on students' career and personal development throughout the MIM program. The module targets the development of personal skills, including courses on Personal Branding and Networking, alongside professional skills for a successful job search, covering topics such as interviewing techniques, salary negotiation, and CV and cover letter writing that prepare students with less than two years of work experience to operate in complex and diverse environments.

2 Career Immersion Week

The Career Immersion Week is an opportunity for students to continue their career development in an intensive format whereby they attend classes that belong to the Career Strategy module designed by the Career Management Center (CMC) in the

morning and in the afternoon have the opportunity to network with a wide variety of companies from different industries during company presentations and workshops, including Ikea, Warner Brothers, Europraxis, L'Oréal, Richemont and Red Bull, among others. The Career Immersion Week for the February intake is scheduled around IE's annual Career Fair and for the September intake takes place in April.

3 Executive Insight Series

The Executive Insight Series provides students frequent opportunities to network with national and international business leaders. The series adds another dimension to the educational experience at IE, allowing students to learn firsthand from CEOs, marketing directors, political analysts and entrepreneurs. In the past, conferences have focused on a wide variety of topics, from geopolitics to the future of mobile applications to the branding strategies of multinational retailers.



I. FACTS AND TRENDS

The unique program characteristics have resulted in 93% of MIM students working after 3 months of graduation in a variety of sectors, such as Financial Services (13%), Consulting (23%) and Consumer Goods (31%), revealing a shift from the previous year from Financial Services to Consumer Goods.

With regards to functions, Marketing & Sales rose to 44%; Consulting accounts for 23% and Finance & Accounting 19%, losing a few points to Marketing & Sales.

With regards to regions, we boast 16% of geographical mobility, especially in the case of Latin American students, 32% of whom secured a job in Europe (in some cases due to students who hold a double nationality status, for example with Spain). More specifically, this resulted in a placement of 76% of MIM students securing a job in Europe, when only 57% originally came from this region.

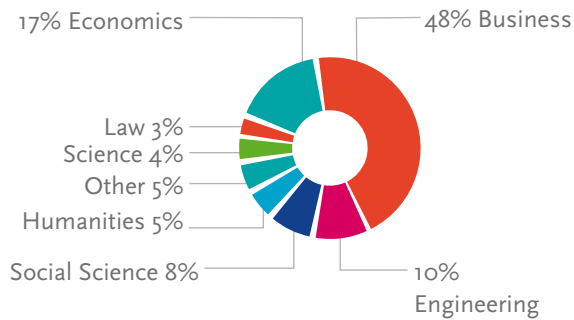
These new graduates joined the ranks of the more than 45,000 IE alumni who are based in more than 100 countries, both in public and private sectors, in all types of organizations.



II. PROFILE OF THE GRADUATES

Master in Management September 2010 and February 2011 intakes
Combined English and Spanish tracks

Undergraduate Degrees



Gender

Male	58%
Female	42%

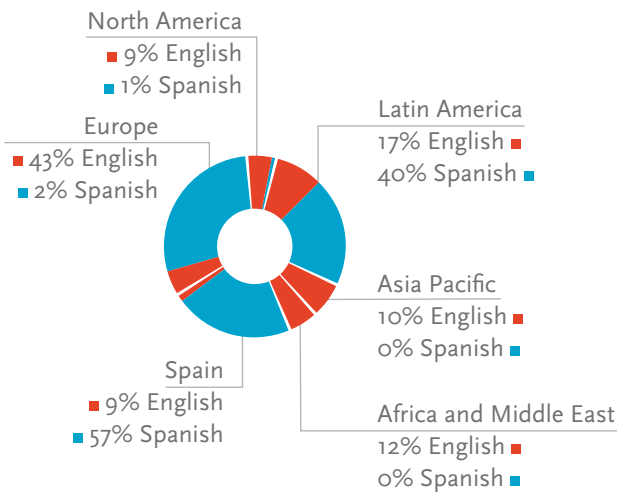
Age

Average	23
80% Range	21 - 25

Diversity

Nationalities	48
International Students	70%

Geographic Distribution*



Professional Experience

Average	1 year
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Countries Represented

Argentina, Austria, Brazil, Bulgaria, Chile, China, Colombia, Costa Rica, Dominican Republic, Ecuador, Egypt, El Salvador, France, Germany, Greece, Guatemala, Honduras, India, Ireland, Italy, Jordan, Lebanon, Mexico, Netherlands, Nigeria, Peru, Poland, Portugal, Romania, Russia, Singapore, Spain, South Korea, Sweden, Switzerland, Thailand, Turkey, Ukraine, UK, USA and Venezuela.

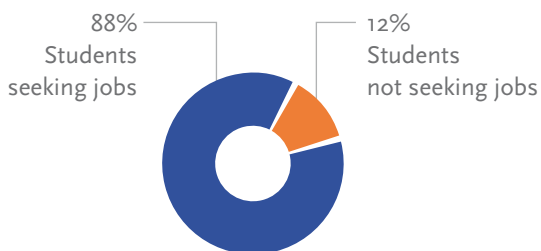
III. INTERNATIONAL PLACEMENT STATISTICS

Master in Management (MIM)

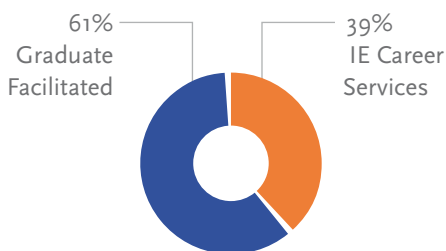
Total Number of Students 288
Students for whom we have information 86%

Average Salary 40,200€

Job Seekers

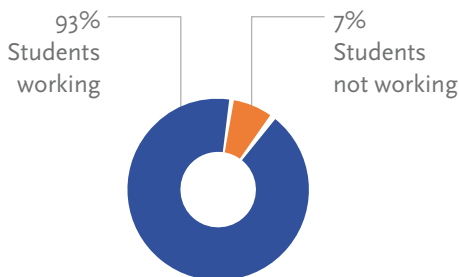


Source of Job Offer*



* Based on the situation after 3 months

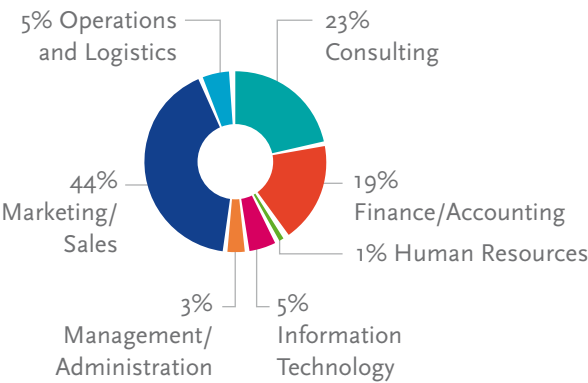
Situation 3 Months after Graduation



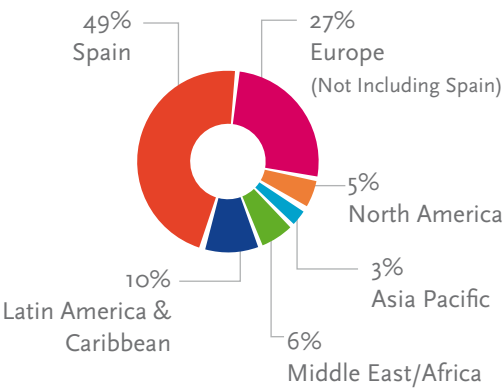
III. INTERNATIONAL PLACEMENT STATISTICS

Master in Management (MIM)

Placement by Function



Placement by Region



Placement by Industry

Placement by Industry	%
Consumer Goods	31
Consulting	23
Financial Services/Banking	13
Information Technology	10
Other	7
Media/Entertainment	4
Manufacturing	3
Pharma/Healthcare/Biotech	3
Petroleum/Energy	2
Government/Public Administration	1
Real estate/Construction/Infrastructure	1

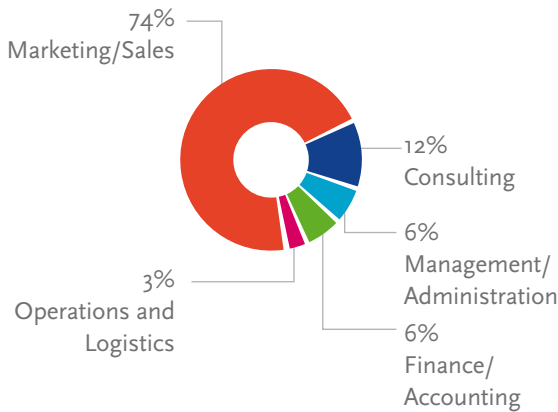


III. INTERNATIONAL PLACEMENT STATISTICS

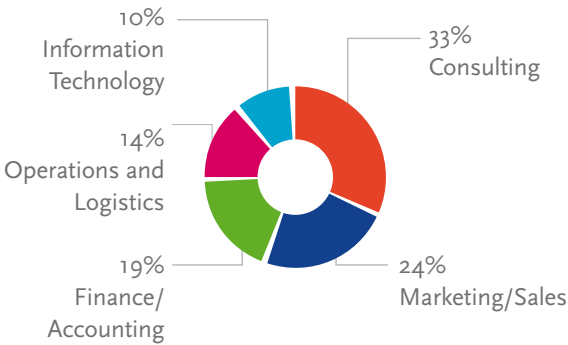
Master in Management (MIM)

Placement by Undergraduate Major

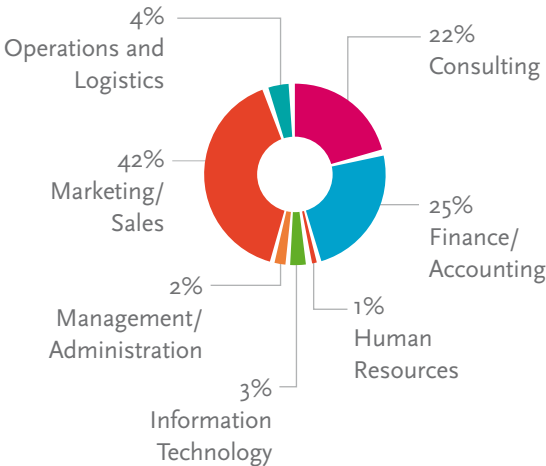
From: Humanities & Social Sciences/Law To:



From Science/Engineering To:



From Business To:



III. INTERNATIONAL PLACEMENT STATISTICS

Master in Management (MIM)

International Mobility %

Spanish nationals moving to:

Europe	8
Total Mobility	8

Latin Americans moving to:

Europe	8
Spain	23
Total Mobility	32

North Americans moving to:

Asia	15
Europe	10
Total Mobility	25

Europeans (excluding Spaniards), moving to:

Spain	7
Latin America	3
Asia	3
North America	3
Total Mobility	15

Asians/Africans moving to:

Europe	12
Total Mobility	12

Total Mobility (All origins) 16 %



IV. RECRUITING COMPANIES

A

Accenture
Adidas Group
Alfa Consulting
Altair Management Consultants
Amazon
American Leaders
Argus Capital
Arthur D. Little
Avon Cosmetics
Axa España
Axis Corporate
Grupo Admirall

B

Banca March
Banco del Progreso
Banco Español de Crédito (Banesto) SA
Bank of New York Mellon
BASF
Bausch & Lomb
BBVA
Beam Global
Becton Dickinson
Beiersdorf
BNP Paribas
Booz & Company
BTS
Bulgari

C

CapGemini Consulting
Carrefour
CBRE
CEM JWT
CEMEX
Center of Islamic Economics and Finance
CEPSA
Cesine
Chalhoub Group
Chase Bank Kenia
CITI Group
Coca Cola
Codere
Consultia it
Credit Suisse
CRF
Cumberland Consulting Group
Cumbria Consulting

D

Daemond Quest
Dell
Deloitte
Delta Partners
Desigual

E

EBRD
EDF Trading
Electrolux
Elogos
Emzingo Group
Ericsson
Ernst & Young
Europraxis

F

Ferrovial
Fundación Microfinanzas BBVA

G

Gamesa
Gonvarri
Google
Gowex
Groupon
Grupo Banco Popular
Grupo Mahou-San Miguel
Grupo Percassi
Grupo San Jose
Grupo Santander

H

Hanse Ventures
HealthStream
Heineken International
Helppy Media
Hermes Iberica
Hero
Hilti
Howden Insurance Group

I

IATA
Ikea
IMS Health
Indra
Instituto Galene
Inter American Development Bank
Iridium
ISBAN - Grupo Santander

J

Johnson & Johnson
Jones Lang Lasalle
JT International

K

Kellogg's
Kiko Make Up
KPMG
Kraft Foods
Kroll

IV. RECRUITING COMPANIES

L

Leo Burnett
LG Electronics
Lidl
Lightyears AG
Loewe
L'Oreal
Lufthansa
LVMH Iberia
LVMH Perfumes

M

Makro
Mantequeras Arias
McKinsey & Company
Mcleods Pharmaceutical LTD
Medtronic
Microsoft
Monitor Group
Montealto
MSD (Merck-Sharp & Dohme)

N

Neoris
Nestle
Nexium Customer Solutions
NH Hoteles
Niscayah

O

OCBC Bank

P

P&G
Pepsico
Pernod Ricard
Philip Morris
Philips
Pricewaterhouse Coopers
Procter & Gamble
Promontory Financial Group
Prosegur

R

Rd2B Limited
Rocket Internet
Roland Berger

S

Sabmiller
Sacyr Vallehermoso
Saxonia Franke
Schüco Iberia
Schweppes
Seur
Simon-Kucher
Smartmatic
Sodexo
Sol Meliá
Starcom Mediavest Group
Swisscom

T

Telefónica de España
Telefónica Internacional
THR
TUI Travel

U

Unibail-Rodamco
UniCredit Italy
Unilever
UNISYS
Universal Music Group

V

Vestas
Vodafone
Vodafone España

Z

Zurich



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If you would like to learn more about the program, our faculty and other IE initiatives, please download the Master in Management brochure: www.ie.edu/master-management or contact our international offices: www.ie.edu/offices

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