I. Facts and Trends

In 2010, as the world economy recovered from the crisis, setting new levels of competitiveness in the job markets, the Careers Management Centre rose to the challenge of placing IE students globally.

We are certainly proud of our achievements. We branched out into three specialized teams consisting of career advisors, recruitment relations managers and career education professionals. We added a core career content to the program curricula; our advising team continuously provides personal career coaching and we have seen an increased exposure to recruiters all over the world.

With the aim to train, advise 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 Master in International Management students enjoy.

The Master in International Management is a program designed for young professionals who are at the early stages of their professional development.

This program effectively covers the recruiters’ needs for young 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.

The unique program characteristics have resulted in more than (89%) of the students working after 3 months of graduation in a variety of sectors, such as Financial Services (18%), Consulting (24%) and Industry (58%).

Regarding functions, Consulting accounts for (31%*) with others including Marketing and Sales (27%), General Management (12%), Information Technology (5%) and Finance and Accounting (18%).

With regards to regions, due to their international profiles, our students have been placed all around the globe and with a concentration in Europe (85%).

These new graduates joined the ranks of the more than 42,000 IE alumni who are based in more than 100 countries, both in public and private sectors and all types of industries with the aim of creating value for their communities.

*Consulting roles in Consulting and Non-consulting companies
## II. Profile of the Graduates

### Master in International Management 2010 Profile

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Nationalities</strong></td>
<td>42</td>
<td></td>
</tr>
<tr>
<td><strong>Gender</strong></td>
<td>%</td>
<td>Male: 53, Female: 47</td>
</tr>
<tr>
<td><strong>Age</strong></td>
<td>%</td>
<td>Average: 25.1, Range: 20 - 32</td>
</tr>
<tr>
<td><strong>Work Experience</strong></td>
<td>years</td>
<td>Average: 2.2, Range: 0 - 7.4</td>
</tr>
<tr>
<td><strong>Undergraduate Degrees</strong></td>
<td>%</td>
<td>Business and Commerce: 44, Engineering and Technology: 15, Economics: 12, Social Sciences and Humanities: 11, Others: 9, Law: 6, Marketing, Advertising and Public Relations: 3</td>
</tr>
<tr>
<td><strong>Countries Represented:</strong></td>
<td></td>
<td>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</td>
</tr>
</tbody>
</table>
III. International Placement Statistics

### Master in International Management (MIM)

<table>
<thead>
<tr>
<th>Respondents to the Placement Survey</th>
<th>88%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Job Seekers*</td>
<td>96%</td>
</tr>
<tr>
<td>Placement 3 Months after Graduation**</td>
<td>89%</td>
</tr>
</tbody>
</table>

#### Source of Job Offer

<table>
<thead>
<tr>
<th></th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>IE Career Services</td>
<td>44</td>
</tr>
<tr>
<td>Graduate Facilitated</td>
<td>56</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Job offers received</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>By graduation</td>
<td>71</td>
</tr>
<tr>
<td>3 months after graduation</td>
<td>29</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Job offers accepted</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>By graduation</td>
<td>67</td>
</tr>
<tr>
<td>3 months after graduation</td>
<td>33</td>
</tr>
</tbody>
</table>

#### Placement by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry</td>
<td>58</td>
</tr>
<tr>
<td>Consulting</td>
<td>24</td>
</tr>
<tr>
<td>Financial Services</td>
<td>18</td>
</tr>
</tbody>
</table>

#### Placement by Function

<table>
<thead>
<tr>
<th>Function</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>31</td>
</tr>
<tr>
<td>Marketing / Sales</td>
<td>27</td>
</tr>
<tr>
<td>Finance and Accounting</td>
<td>18</td>
</tr>
<tr>
<td>General Management</td>
<td>12</td>
</tr>
<tr>
<td>Other</td>
<td>8</td>
</tr>
<tr>
<td>Information Technology and Telecommunications</td>
<td>5</td>
</tr>
</tbody>
</table>

#### Placement by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe (including Spain)</td>
<td>85</td>
</tr>
<tr>
<td>Spain</td>
<td>65</td>
</tr>
<tr>
<td>Latin America and Caribbean</td>
<td>5</td>
</tr>
<tr>
<td>Asia</td>
<td>4</td>
</tr>
<tr>
<td>North America</td>
<td>3</td>
</tr>
<tr>
<td>Africa / Middle East</td>
<td>4</td>
</tr>
</tbody>
</table>

| Average Salary ***  | 39,500 |
| Highest Salary ***  | 79,500  |

* Of the total number of respondents  
** Of the total number of Job Seekers  
*** In Euros, base salary, excluding sign-on bonus, variable salary and fringe benefits
IV. Recruiting Partners

0

3M

A

A.T. Kearney
Abbott International
Abengoa Solar
Accenture
Acciona
Adidas Salomon
Acciona
Adobe
Air Liquide
Airbus
Allen & Overy
Allfunds Bank
Almirall
Alstom
Altran
Amadeus
Amazon
American Express
Amrop Hever Group
Anheuser-Bush InBev
AON
Apple
Arcano
Arthur D. Little
Arvato
Ashurst Morris Crisp
Asian Development Bank
AstraZeneca
Aveda (Estée Lauder)
Avon
AXA Group

B

Bain & Company
Baker & McKenzie
Banamex-Citigroup
Banca March
Banco Espírito Santo
Banco Popular
Banco Santander
Banesto
Banif
Bank of Georgia
Bank Of New York
Barclays
BASF Coatings
Bayer Schering Pharma
BBVA

BDF Beiersdorf
Beam Global
Bird & Bird
Blackberry - RIM Company
Bloomberg
Blue Orchard
BMW Financial Services
BNP Paribas
Bombardier
Booz & Company
Bourjois
BP Global
Bridgestone
Bristol-Myers Squibb
British American Tobacco
BT
Bulgari
Bureau Veritas
The Boston Consulting Group

C

Calyon
Capgemini
Carrefour
Cartier
Caterpillar
CB Richard Ellis
CCBC China Culture Business & Consulting
CEMEX
Cetelem
Chevron
Cigna Life Insurance
Cisco Systems
Citigroup
Clifford Chance
Coca-Cola
Consentino
Corporación Andina De Fomento
Crédit Agricole Suisse
Credit Suisse
Cuatrecasas

D

Daemon Quest
Daewoo
Danone
Decathlon
DELL
Deolate
Delta Partners
Deutsche Bank
Deutsche Post
Deutsche Telekom
IV. Recruiting Partners

Diageo
DLA Piper
DuPont

EA Games - Electronic Arts
EADS
eBay
EBRD European Bank for Reconstruction and Development
EDP
Elizabeth Arden
Eolia Renovables
Epson
Ericsson
Ernst & Young
Estée Lauder
European Council On Foreign Relations
European Investment Fund
European Patent Office
Eversis Consulting

Facebook
Ferrovial
Fitch Ratings
Fortis - BNP Paribas
France Telecom
Freshfields Bruckhaus Deringer
Fujitsu

Gamesa
Garrigues
GE - General Electric
General Mills
General Motors
GlaxoSmithKline
Goldman Sachs
Goodyear Dunlop
Google
Groupe Chantelle
Grünenthal
Grupo Prisa
Grupo Santander

Hammonds
Havas Media
HBO
Heineken
Hertz
Hewlett Packard
Hogan Lovells International LLP

Honeywell
HSBC
Huawei
Hyundai

IATA
IBM
IKEA
INDITEX Group
Indra
Infosys
ING
Ingersoll Rand
Inter-American Development Bank
Intermon Oxfam
International Finance Corporation

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

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

Latham & Watkins
Lazard
Lenovo
Leroy Merlin
LG Electronics
Lilly
Linklaters
L’Occitane
Loewe
Lombard Odier
L’Oréal
LVMH

Macquarie
Maersk
Mars
### IV. Recruiting Partners

| A | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | R | S | T | U | V | W | X | Y | Z |
V. International Offices

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Please download the Master in Management brochure: www.ie.edu/mim
or contact our international offices: www.ie.edu/offices

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