

# MBA CAREERS 2013



Wharton  
UNIVERSITY *of* PENNSYLVANIA



# RECRUITING WHARTON MBAS

*Employers build relationships with students and alumni through Wharton MBA Career Management's comprehensive recruiting resources.*

## EMPLOYER INFORMATION SESSIONS

Host an in-person or virtual (ISDN, IP, Skype, or GoToMeeting) presentation to share insights about company culture, job opportunities, and career paths for MBAs.

## NETWORKING EXPOS

Participate in large networking forums that provide employers with maximum exposure and conversation time with students in the fall and spring.

## ONLINE RESUME BOOKS

Search resume books including 1,650+ talented and qualified MBA candidates, plus hundreds of alumni, across a diverse mix of backgrounds and experiences for full-time and intern roles.

## JOB BOARD POSTINGS

Post an opening on our free online job board to market positions to current MBA students and thousands of alumni.

## SCHEDULED INTERVIEWS

Interview students with the scheduling assistance of the MBA Career Management team. On-campus interviews take place at no cost to employers, and virtual connections are available for remote interviews (ISDN, IP, Skype, or GoToMeeting).

## STUDENT CLUBS

Connect with student professional and regional clubs via MBA Career Management to link student members with alumni and leaders in your organization.

## CONFERENCES

Attend or sponsor professional conferences that attract 5,000+ executives, scholars, policy makers, MBA students, and alumni.

## CAREER TREKS

Host a group of students at your location in various U.S. and international cities for the purposes of education and networking.

## COFFEE CHATS

Send a Wharton alumnus or company representative to share additional information about your company or job opportunity in a one-on-one format. These events tend to be informal in nature and may be held on or off campus at local venues.

*Visit our website to contact an industry-specific Relationship Manager.*



**EMPLOYER.WHARTON.UPENN.EDU**

# EMPLOYERS

*The following employers hired two or more members of the Class of 2013.*

A.T. Kearney, Inc.	International Finance Corporation
Accenture	J.P. Morgan
Alleghany Capital Partners	JLL Partners
Amazon	Kiwi, Inc.
American Express Company	L.E.K. Consulting
Apax Partners, Inc.	Lazard, LLC
Bain & Company	LinkedIn
Bank of America Merrill Lynch	Massachusetts General Hospital
Barclays	McKinsey & Company
Blackstone Group LP	Metlife Global Leadership Development Program
Booz & Company	Microsoft Corporation
Boston Consulting Group	Morgan Stanley
Box	Oaktree Capital Management, LLC
Canada Pension Plan Investment Board	Oxford Properties
Citi	PepsiCo
Clayton Dubilier & Rice	Perella Weinberg Partners
Colgate-Palmolive Company	Prospect Capital Corporation
Comcast Corporation	PwC
Credit Suisse	Rosetta
Cressey & Company LP	Samsung Global Strategy Group
DaVita, Inc.	Sears Holdings Corporation
Deloitte Consulting, LLP	The Estee Lauder Companies Inc.
Deutsche Bank	Tishman Speyer LP
Dow Chemical Company	Triangle Petroleum
eBay, Inc.	UBS
Evercore Partners	Unilever PLC
Fidelity International	Warburg Pincus LLC
Fidelity Investments	Wellington Management Company, LLP
Goldman Sachs & Company	Wells Fargo Securities
Google, Inc.	
Greenhill & Co, Inc.	
Hines Interests	
IBM	



WE OFFER A WIDE RANGE OF RECRUITING RESOURCES, with the goal of helping you connect with Wharton's exceptional students and alumni. Visit our website to explore the many options available for student engagement, including in-person events, virtual interviews, and online resume books. Our industry-specific teams work directly with you to develop tailored strategies for identifying full-time, intern, and advanced-level candidates.



RECRUIT WHARTON TALENT: [EMPLOYER.WHARTON.UPENN.EDU](http://EMPLOYER.WHARTON.UPENN.EDU)



## DEMOGRAPHICS\*

	CLASS OF 2014		CLASS OF 2013	
	NUMBER	PERCENTAGE	NUMBER	PERCENTAGE
<b>Total Enrolled</b>	<b>842</b>	<b>100%</b>	<b>800</b>	<b>100%</b>
Male		60		55
Female		40		45
U.S. Students of Color		32		33
International		36		36
Countries Represented	68		73	
Median Work Experience	4 years		4 years	

## EMPLOYMENT SUMMARY\*\*

	CLASS OF 2014 INTERNSHIPS		CLASS OF 2013 FULL-TIME	
	NUMBER	PERCENTAGE	NUMBER	PERCENTAGE
<b>Total Number of Students</b>	<b>842</b>	<b>100%</b>	<b>800</b>	<b>100%</b>
Students Seeking Employment	731	90.8	590	73.7
<i>Reporting Job Offers</i>	728	99.6	577	97.8
<i>Reporting Job Acceptances</i>	722	98.8	566	95.9
Students Not Seeking Employment	65	7.7	153	19.1
<i>Company-Sponsored (Returning to Company)</i>	15		80	
<i>Self-Employed/Starting Own Business</i>	40		59	
<i>Postponed Job Search/Continuing Education</i>	7		12	
<i>Personal Reasons</i>	3		2	
Students Not Responding to Survey	46	5.5	57	7.1

\* Demographics are based on matriculated student data reported by MBA Admissions.

\*\* Information is as of September 30, 2013 and is collected and reported according to MBA CSEA Standards.

# Trends & Stats

WHARTON GRADS  
STARTING BUSINESSES

13  
IN 2007

59  
IN 2013

WHARTON GRADS  
HIRED BY COMPANY  
MAKING ONE OFFER

29%  
IN 2007

41%  
IN 2013

## COMPENSATION BY INDUSTRY\*

	CLASS OF 2014 INTERNSHIPS (MONTHLY)		CLASS OF 2013 FULL-TIME (ANNUAL)	
	PERCENT ACCEPTS	MEDIAN SALARY	PERCENT ACCEPTS	MEDIAN SALARY
<b>ALL INDUSTRIES</b>		<b>\$8,000</b>		<b>\$125,000</b>
<b>Consulting</b>	<b>15.9%</b>	<b>\$11,000</b>	<b>29.3%</b>	<b>\$135,000</b>
<b>Consumer Products &amp; Retail</b>	<b>10.3</b>	<b>6,000</b>	<b>6.5</b>	<b>100,000</b>
Consumer Products	1.1	6,050	1.0	—
Food, Beverage & Tobacco	3.5	6,240	1.6	100,000
Retail	4.8	5,711	3.0	100,000
<b>Energy &amp; Utilities</b>	<b>1.9</b>	<b>8,767</b>	<b>1.4</b>	<b>120,500</b>
<b>Financial Services</b>	<b>39.2</b>	<b>8,333</b>	<b>38.5</b>	<b>120,000</b>
Diversified Financial Services	2.6	8,000	2.3	112,500
Hedge Funds/Other Investments	4.2	8,333	4.2	122,500
Investment Banking/Brokerage	15.4	8,333	13.3	100,000
Investment Management	5.8	8,333	5.5	120,000
Private Equity/Buyouts/Other	9.1	6,667	10.6	150,000
Venture Capital	1.9	2,500	2.5	150,000
<b>Health Care</b>	<b>7.4</b>	<b>6,400</b>	<b>3.9</b>	<b>117,000</b>
Health Care Services	3.1	5,750	1.2	127,500
Medical Devices	0.4	—	0.7	—
Pharmaceuticals/Biotechnology	2.9	6,432	1.4	110,000
<b>Manufacturing</b>	<b>2.4</b>	<b>8,042</b>	<b>1.6</b>	<b>125,000</b>
<b>Media &amp; Entertainment</b>	<b>4.7</b>	<b>6,300</b>	<b>2.7</b>	<b>110,000</b>
Media	3.2	6,400	1.9	110,000
<b>Professional Services</b>	<b>1.0</b>	<b>—</b>	<b>1.0</b>	<b>168,000</b>
<b>Real Estate</b>	<b>2.7</b>	<b>5,000</b>	<b>2.8</b>	<b>110,000</b>
<b>Social Impact</b>	<b>4.6</b>	<b>2,500</b>	<b>1.2</b>	<b>83,000</b>
<b>Technology Industries</b>	<b>13.9</b>	<b>8,000</b>	<b>11.0</b>	<b>115,000</b>
Computer Software & Services	1.9	6,000	1.4	112,000
Internet Services	9.9	8,000	8.8	115,000

\* Guaranteed compensation for one year only. Does not include discretionary bonuses, options and carried interest in partnerships. In accordance with MBA Career Services and Employer Alliance Standards, compensation is not listed for categories reported by less than 1% of students seeking employment.





EMPLOYER.WHARTON.UPENN.EDU

*We are pleased to share with you the 2013 Career Report.*



It has been a truly exceptional year here at Wharton! Though the data presented in this report speaks for itself, I'd like to share with you some highlights on trends and give you a glimpse behind the scenes as to how success like this is achieved.

This graduating class saw an increase in the number of students

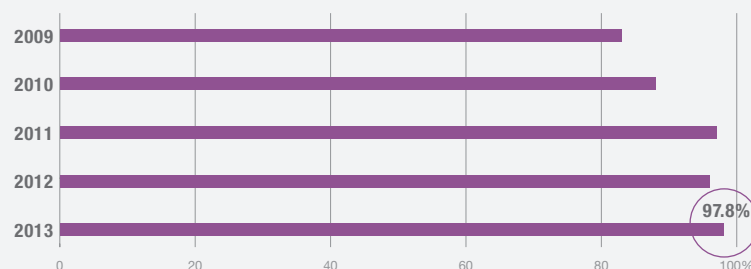
accepting employment in consulting and private equity/venture capital, with technology remaining strong and stable after years of dramatic increase. Our median base salary rose, for the first time in two years, to \$125,000.

**But the greatest highlight of this year's metrics: 97.8%.**

This is the percent of the class of 2013 seeking employment who received a full-time offer—the best number we have seen in over 10 years.

The recruiting landscape is changing, and we at Wharton are changing with it. We responded to growing student interest in technology, start-ups, retail, private equity, and hedge funds as well as in companies that may not traditionally hire MBAs, or may hire sporadically. In 2013 we visited and had conversations with over 600 companies,

#### FULL-TIME OFFERS



PERCENT OF STUDENTS SEEKING FULL-TIME EMPLOYMENT WHO REPORTED OFFERS

including those that will hire 30 students in a year, one per year or maybe one every 3 to 4 years. Whether your organization is an established global leader or a start-up breaking through in your market, we can connect you to talent to help achieve your company's goals and mission.

On behalf of Wharton and the MBA Career Management office, I thank all of our employers who recruited and hired from Wharton this year, especially the 126 companies who hired for the first time. We look forward to working with you in 2014 and beyond.

Regards,

Maryellen Lamb

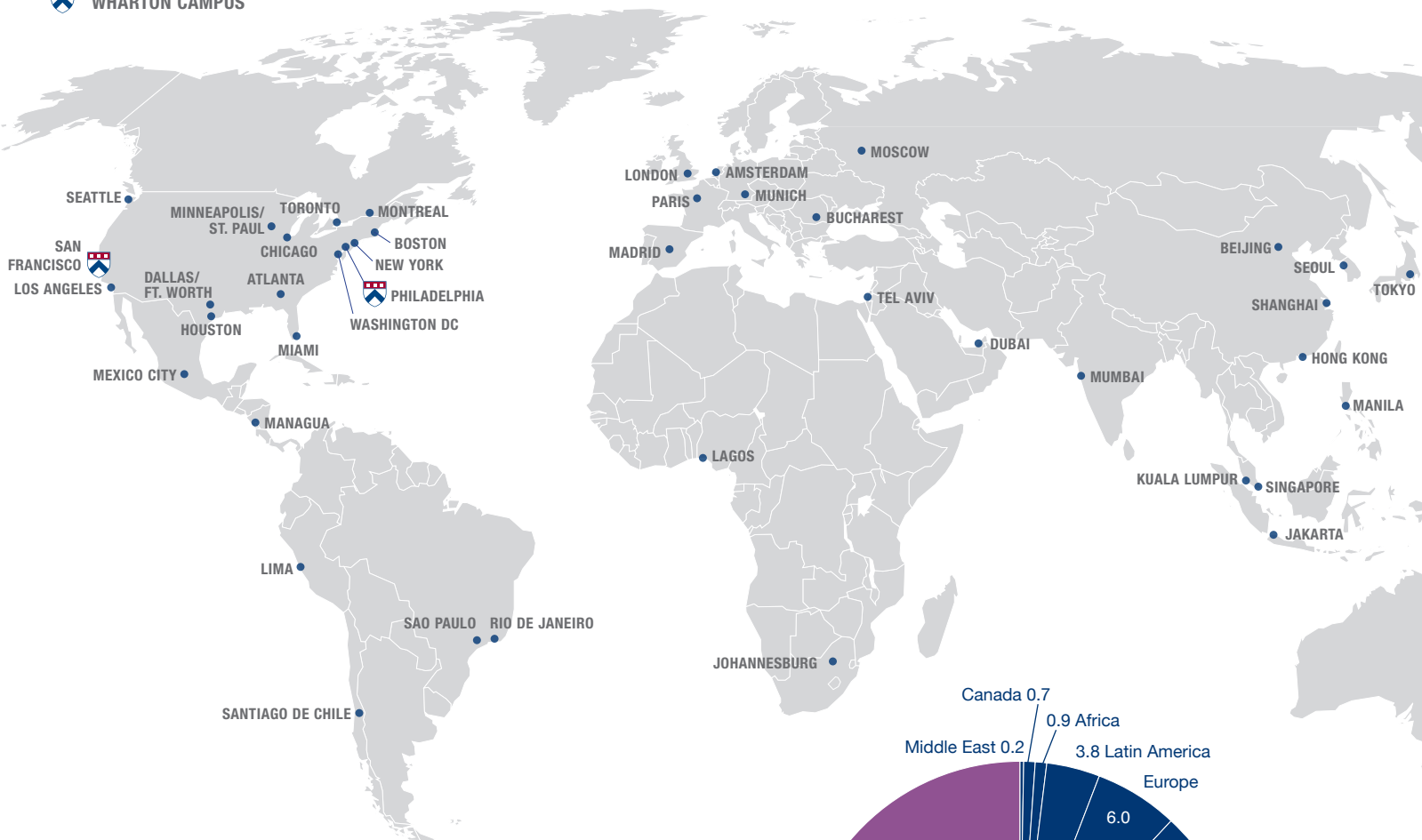
Deputy Vice Dean of Wharton MBA Career Management,  
Admissions and Financial Aid

# LOCATION CHOICES

- MEMBERS OF THE CLASS OF 2013 CAN BE FOUND IN CITIES AROUND THE GLOBE.

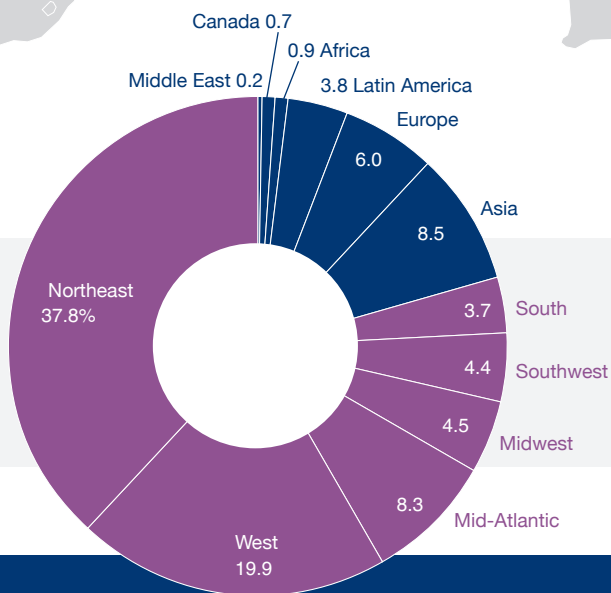


WHARTON CAMPUS



## EMPLOYMENT BY LOCATION CLASS OF 2013 FULL-TIME

United States of America	79.5%
International	20.4%



### Wharton MBA Career Management

Graduate Division  
The Wharton School  
University of Pennsylvania  
50 McNeil Building  
3718 Locust Walk  
Philadelphia, PA 19104-6209

215.898.4383 phone  
mbarecruiting@wharton.upenn.edu e-mail



EMPLOYER.WHARTON.UPENN.EDU

KNOWLEDGE FOR ACTION



Wharton  
UNIVERSITY of PENNSYLVANIA