

# INTERNATIONAL MBA IE BUSINESS SCHOOL

CAREER REPORT 2014  
2013-2014 GRADUATES

# INTERNATIONAL MBA

## CAREER REPORT

2013-2014 GRADUATES

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ALEXIS A SELF-MADE  
IMPROVING NEW WAYS OF  
FROM PEER-TO-PEER DAILY TRADE

POINT

OF



## I. FACTS AND TRENDS

In 2014, 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 certainly very proud of our achievements. We strengthened the core career content in the program curricula; continued 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, 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.

Our International MBA (IMBA) 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 the 2013-2014 graduates secured a job within 3 months of graduation. Approximately 38% of the class joined companies in Consulting and Financial services but other sectors such as Consumer Goods (14%) and Technology (13%) continue to gain preference amongst our students.

With regards to functions, we have a strong 24% in Marketing & Sales, while a growing number accepted a job in Consulting (21%) and in Finance/Accounting (21%).

With regards to geographical destination, 35% of our graduates decided to work in Europe, and we saw 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 (non EU) showed the highest mobility, in that, 17% accepted jobs in the Middle East, 30% in Europe (EU) and 9% in North America. Europe (EU) was also the region to receive the highest number of students from other regions, 11% from Latin America and 7% from Asia.

These new graduates joined the ranks of the more than 50,000 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

Diversity is one of the 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.

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



With over 90 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. 2014 RESULTS

<b>Total Number of Students</b>	<b>615</b>
Respondents to the Career Survey	89%
<b>Job Seekers</b>	<b>90%</b>
<b>Situation 3 Months after Graduation</b>	<b>92%</b>
<b>Job Offers Received</b>	<b>%</b>
By Graduation	46
By 3 months	54
<b>Job Offers Accepted</b>	<b>%</b>
By Graduation	41
By 3 months	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 14%, while Technology accounts for 13%.

Regarding Functions, the main feature to highlight this year is an important increase to 24%

## Job Opportunities and Employment Statistics

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

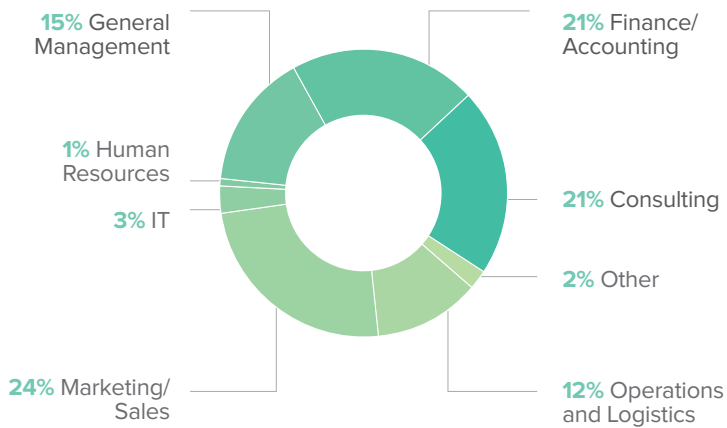
<b>Source of Job Offer</b>	<b>%</b>
IE Career Services	41
Graduate Facilitated	59

in Marketing and Sales positions from functions other than Consulting and Finance, which still account for 42% of the total. This year we saw a rise in Operations and Logistics positions, from 9% to 12%.

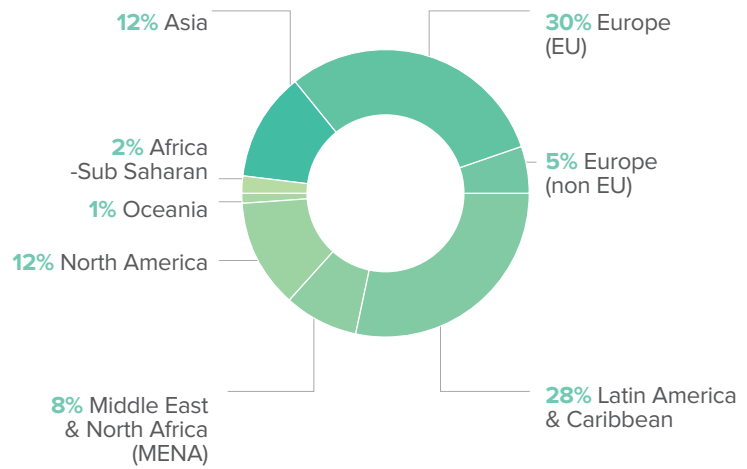
Taking into account that our class profile has become much more global, with an increase in the number of students from regions other than Europe, 35% secured a job in Europe, 28% in Latin America, 12% in Asia and 12% in North America. This is also a clear sign that IE Business School assists students 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.



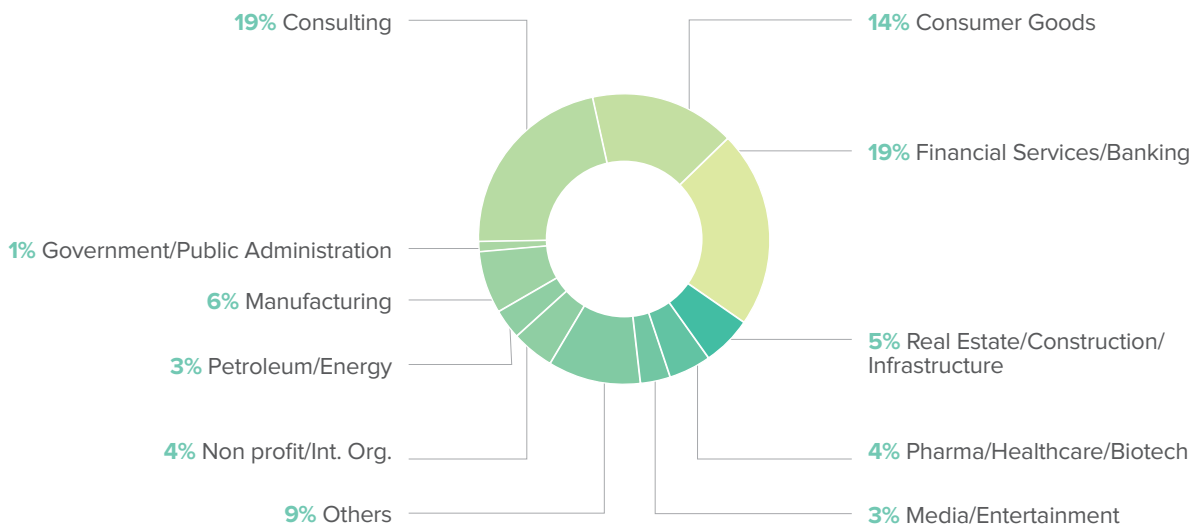
### Placement by Function



### Placement by Region



### Placement by Industry





The **International MBA** Class of 2014 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

<b>Salary by Industry (in Euros)</b>	<b>Average</b>	<b>Highest</b>
Consulting	81,519	118,000
Consumer Goods	65,672	96,558
Financial Services/Banking	85,393	123,594
Government/Public Administration	47,396	56,875
Manufacturing	68,203	123,594
Media/Entertainment	65,600	98,500
Non profit/International Organizations	55,797	85,680
Other	59,911	123,800
Petroleum/Energy	55,690	70,000
Pharma/Healthcare/Biotech	64,946	90,000
Real Estate/Construction/Infrastructure	67,714	67,402
Technology (IT)/Telecom	76,683	100,000
<b>Average Total</b>	<b>73,365</b>	<b>135,000</b>

<b>Salary by Region (in Euros)</b>	<b>Average</b>	<b>Highest</b>
Africa -sub Saharan	67,917	84,420
Asia	59,637	75,705
Europe (EU)	79,269	135,000
Europe (non EU)	82,829	105,764
Latin America & Caribbean	63,992	98,952
Middle East & North Africa (MENA)	67,318	92,640
North America	92,078	123,594
<b>Average Total</b>	<b>73,365</b>	<b>135,000</b>

<b>Salary by Function (in Euros)</b>	<b>Average</b>	<b>Highest</b>
Consulting	81,131	118,000
Finance/Accounting	72,049	93,600
General Management	73,295	135,000
Human Resources	68,900	91,883
IT	91,034	105,764
Marketing/Sales	60,656	96,558
Operations and Logistics	67,808	135,000
Other	69,580	97,400
<b>Average Total</b>	<b>73,365</b>	<b>135,000</b>



#### 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 visa regulations, 32% 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 50%, Asia 12% and North America 49%.

## GEOGRAPHIC MOBILITY BY REGION OF ORIGIN

TOTAL MOBILITY 30%

**Geographic Mobility** %**Africa****Region of Destination**

Africa	80
Europe	20
<b>Total</b>	<b>100</b>

**Asia****Region of Destination**

Africa	2
Asia	61
Europe (EU)	12
Europe (Non EU)	5
Middle East	13
North America	7
<b>Total</b>	<b>100</b>

**Europe (EU)****Region of Destination**

Europe (EU)	80
Europe (Non EU)	2
Latin America	12
Middle East	3
North America	3
<b>Total</b>	<b>100</b>

**Europe (Non EU)****Region of Destination**

Asia	4
Europe (EU)	30
Europe (Non EU)	40
Middle East	17
North America	9
<b>Total</b>	<b>100</b>

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

Asia	2
Europe (EU)	10
Europe (Non EU)	2
Latin America	75
North America	11
<b>Total</b>	<b>100</b>

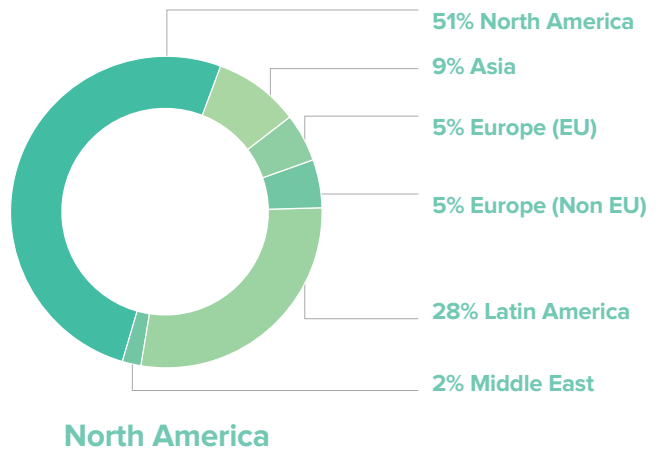
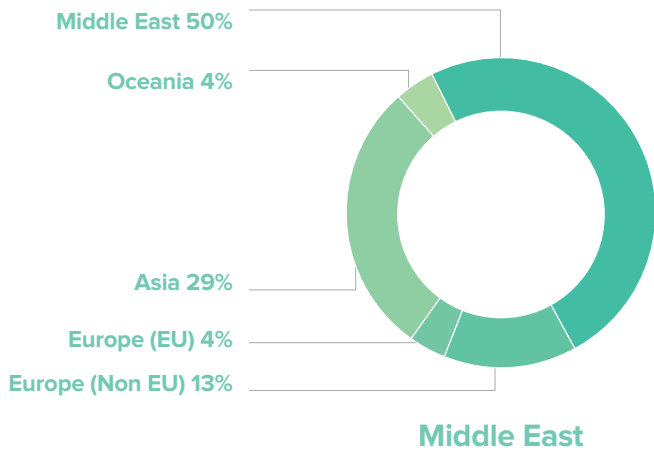
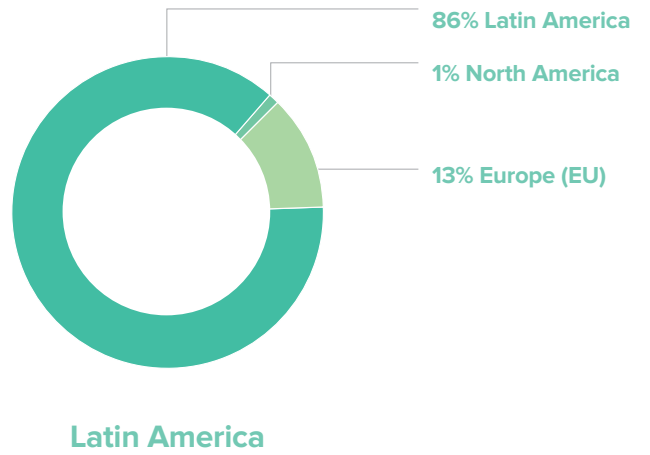
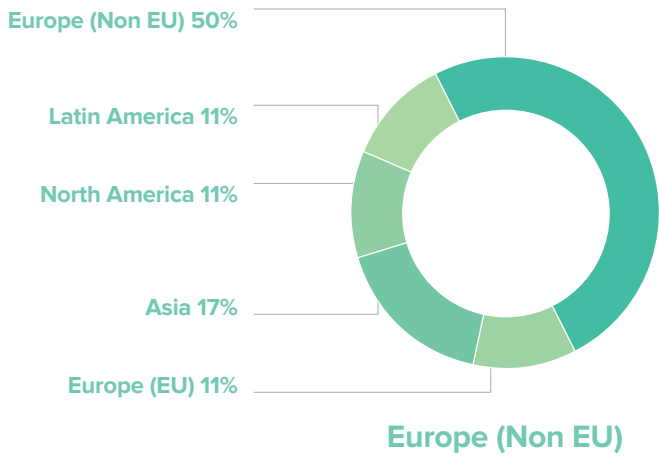
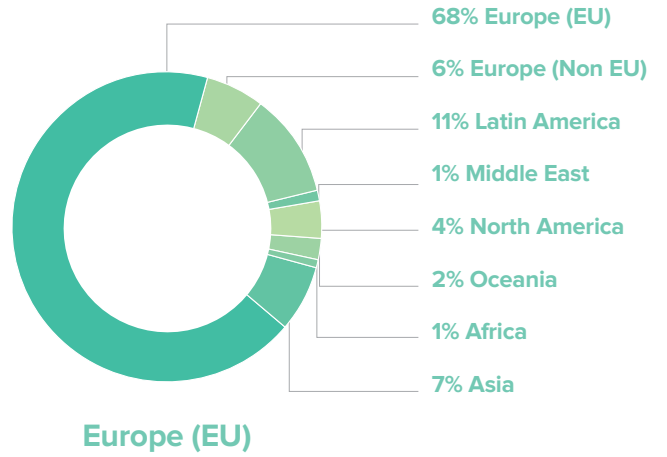
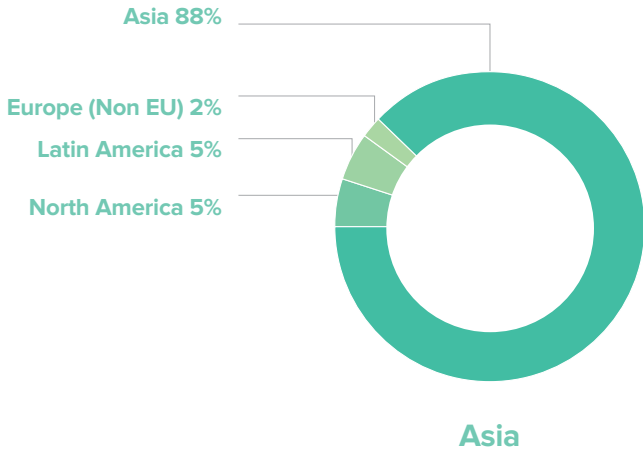
**Middle East****Region of Destination**

Europe (EU)	6
Middle East	88
North America	6
<b>Total</b>	<b>100</b>

**North America****Region of Destination**

Africa	8
Asia	6
Europe (EU)	12
Europe (Non EU)	6
Latin America	3
North America	65
<b>Total</b>	<b>100</b>

## GEOGRAPHIC MOBILITY BY DESTINATION REGION



**Geographic Mobility by Destination Region** %**Regions of origin of graduates employed in Asia**

Asia	88
Europe (Non EU)	2
Latin America	5
North America	5
<b>Total</b>	<b>100</b>

**Regions of origin of graduates employed in Europe (EU)**

Africa	1
Asia	7
Europe (EU)	68
Europe (Non EU)	6
Latin America	11
Middle East	1
North America	4
Oceania	2
<b>Total</b>	<b>100</b>

**Regions of origin of graduates employed in Europe (Non EU)**

Asia	17
Europe (EU)	11
Europe (Non EU)	50
Latin America	11
North America	11
<b>Total</b>	<b>100</b>

**Geographic Mobility by Destination Region** %**Regions of origin of graduates employed in Latin America**

Europe (EU)	13
Latin America	86
North America	1
<b>Total</b>	<b>100</b>

**Regions of origin of graduates employed in Middle East**

Asia	29
Europe (EU)	4
Europe (Non EU)	13
Middle East	50
Oceania	4
<b>Total</b>	<b>100</b>

**Regions of origin of graduates employed in North America**

Asia	9
Europe (EU)	5
Europe (Non EU)	5
Latin America	28
Middle East	2
North America	51
<b>Total</b>	<b>100</b>

# IV. INTERNATIONAL MBA CLASS OF 2014 EMPLOYERS

## 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.

### HOW TO RECRUIT AT IE - OVERVIEW

ON CAMPUS	ONLINE/ INTERNATIONAL	MEETING THE STUDENTS
<ul style="list-style-type: none"><li>• Company presentations</li><li>• Career Fair</li><li>• Interviews</li></ul>	<ul style="list-style-type: none"><li>• Job Board</li><li>• CV Books</li><li>• Calls for Applications</li><li>• Online Presentations/ Fairs</li><li>• Interviews (Videoconference)</li></ul>	<ul style="list-style-type: none"><li>• Business Competitions</li><li>• Networking and Student Club Activities</li><li>• Seminars and Workshops</li></ul>

## 2. RECRUITING PARTNERS

Over 125 companies attended the IE Career Fair organized on the IE campus in October 2014. 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.

### LIST OF TOP RECRUITERS 2013-2014

A.T. Kearney	Google
Microsoft	IBM
Accenture	KPMG
Amazon	PepsiCo
Credit Suisse	Pfizer
Johnson & Johnson	PwC
Telefonica	Reckitt Benckiser
Arthur D. Little	SabMiller
Axon Partners Group	Siemens
Citi	UBS
EasyJet	
EY	
Genpact	



# IE'S GLOBAL PRESENCE

[www.ie.edu/offices](http://www.ie.edu/offices)

Please do not hesitate to contact the office nearest to you should you need any additional information. You can also contact us via [iecontact@ie.edu](mailto:iecontact@ie.edu)

## EUROPE [europe@ie.edu](mailto:europe@ie.edu)

**France, Monaco - Paris**  
[france@ie.edu](mailto:france@ie.edu)

**Portugal - Lisbon**  
[portugal@ie.edu](mailto:portugal@ie.edu)

**Turkey - Istanbul**  
[turkey@ie.edu](mailto:turkey@ie.edu)

**Germany, Switzerland & Austria - Munich**  
[germany@ie.edu](mailto:germany@ie.edu)

**Russia & Ukraine - Moscow**  
[russia@ie.edu](mailto:russia@ie.edu)  
[ukraine@ie.edu](mailto:ukraine@ie.edu)

**UK & Ireland - London**  
[uk@ie.edu](mailto:uk@ie.edu)

**Italy, Croatia & Slovenia - Milan**  
[italia@ie.edu](mailto:italia@ie.edu)

**Spain - Madrid & Segovia**  
[iespain@ie.edu](mailto:iespain@ie.edu)

## NORTH AMERICA

**USA & Canada - Los Angeles**  
[westcoast@ie.edu](mailto:westcoast@ie.edu)

**- Miami**  
[southusa@ie.edu](mailto:southusa@ie.edu)

**- New York**  
[northeast@ie.edu](mailto:northeast@ie.edu)

## LATIN AMERICA [latam@ie.edu](mailto:latam@ie.edu)

**Argentina & Uruguay - Buenos Aires**  
[argentina@ie.edu](mailto:argentina@ie.edu)  
[uruguay@ie.edu](mailto:uruguay@ie.edu)

**Colombia - Bogota**  
[colombia@ie.edu](mailto:colombia@ie.edu)  
[centroamerica@ie.edu](mailto:centroamerica@ie.edu)

**Peru, Bolivia & Paraguay - Lima**  
[peru@ie.edu](mailto:peru@ie.edu)  
[bolivia@ie.edu](mailto:bolivia@ie.edu)  
[paraguay@ie.edu](mailto:paraguay@ie.edu)

**Brazil - Sao Paulo**  
[brasil@ie.edu](mailto:brasil@ie.edu)

**Ecuador - Quito**  
[ecuador@ie.edu](mailto:ecuador@ie.edu)

**Venezuela - Caracas**  
[venezuela@ie.edu](mailto:venezuela@ie.edu)

**Chile - Santiago de Chile**  
[chile@ie.edu](mailto:chile@ie.edu)

**Mexico City - Mexico**  
[mexico@ie.edu](mailto:mexico@ie.edu)

## ASIA-PACIFIC [asia-pacific@ie.edu](mailto:asia-pacific@ie.edu)

**Australia & New Zealand - Sydney**  
[australia@ie.edu](mailto:australia@ie.edu)

**India & South Asia - Mumbai**  
[india@ie.edu](mailto:india@ie.edu)

**Singapore & Southeast Asia - Singapore**  
[singapore@ie.edu](mailto:singapore@ie.edu)  
[southeastasia@ie.edu](mailto:southeastasia@ie.edu)

**China - Shanghai**  
[china@ie.edu](mailto:china@ie.edu)

**Japan - Tokyo**  
[japan@ie.edu](mailto:japan@ie.edu)

**South Korea - Seoul**  
[korea@ie.edu](mailto:korea@ie.edu)

## MIDDLE EAST / AFRICA [mena@ie.edu](mailto:mena@ie.edu) / [africa@ie.edu](mailto:africa@ie.edu)

**Saudi Arabia - Jeddah**  
[saudi@ie.edu](mailto:saudi@ie.edu)

**UAE, Qatar, Bahrain, Kuwait, Iran & Oman - Dubai**  
[uae@ie.edu](mailto:uae@ie.edu)

**Nigeria - Lagos**  
[nigeria@ie.edu](mailto:nigeria@ie.edu)

### ADMISSIONS DEPARTMENT

María de Molina 11  
Madrid, Spain

[imba.admissions@ie.edu](mailto:imba.admissions@ie.edu)

T: + 34 915 689 610  
F: + 34 915 689 710

### OTHER WAYS TO GET IN TOUCH:

