



Rotman School of Management
UNIVERSITY OF TORONTO

EMPLOYMENT & SALARY REPORT

2016/2017

Full-Time MBA Employment and Summer Internship Statistics

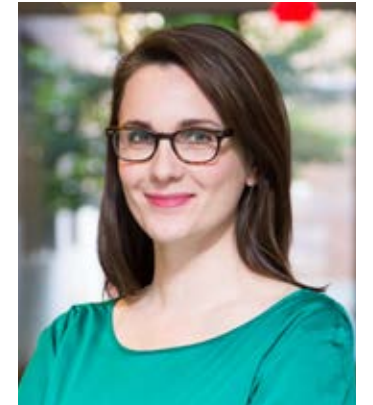


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DIRECTOR'S MESSAGE

I am pleased to share with you the Employment and Salary Report for the Rotman Full-Time MBA classes of 2016 and 2017. The *Financial Times* has ranked Rotman the **#1 business school in Canada for the past 11 years**. You will see that Rotman has maintained its strong position in the areas of Financial Services and Consulting, while growing interest abounds from both employers and students in Consumer Goods & Retail, Technology, Telecom, Start-up ventures, Energy and Natural Resources sectors.



The 2016 class is the first class to achieve an 80% employment rate within 3 months of graduation since Rotman grew its class size to 350. This class also reached an **85% employment rate** at 6 months post-graduation.

This past year, Rotman introduced an innovative and transformative approach to experiential learning, with a year round internship talent model. Rotman's new **Flexible Internship Program** provides our students with flexibility in customizing their experience, and our corporate partners now have access to MBA level talent when their organizations need it most. **90% of students in the class of 2017** secured an internship in either the Summer, Fall or Winter months in our inaugural year. With our fresh approach to the internship model and our steady stream of top global talent, Rotman will continue to lead the way in supplying globally minded, experienced MBAs who are ready to make a positive impact as leaders in the workforce.

You can read more about the breakdown of our class' performance and a few notable career stories from some of our amazing graduates from the Class of 2016 in the pages ahead.

Whether you are a prospective student, or a future employer, I hope you will partner with us and explore the opportunities and excitement that lies ahead!

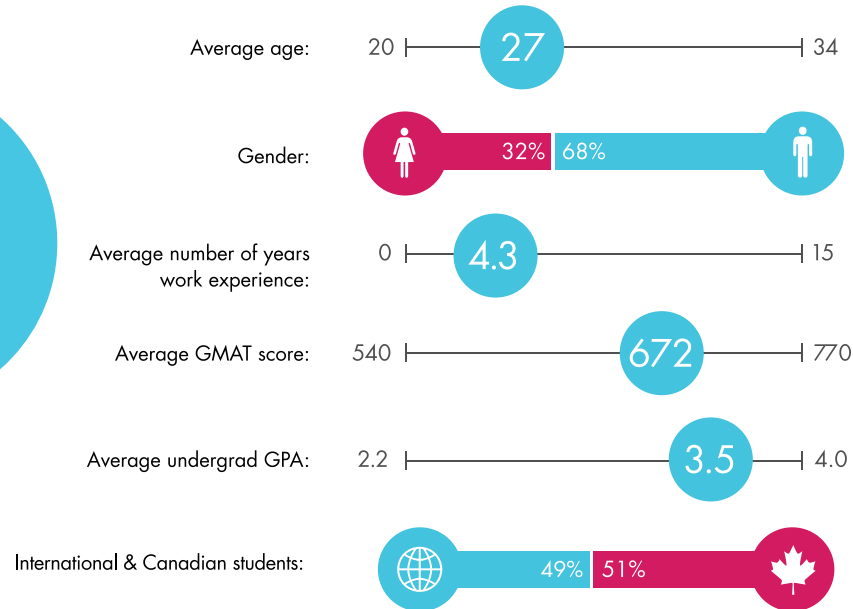
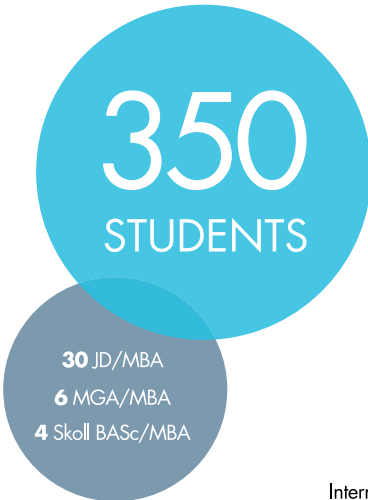
Erin Miller

Director, Careers, Full-Time MBA
Rotman School of Management

FULL-TIME EMPLOYMENT

MBA CLASS OF 2016

CLASS PROFILE

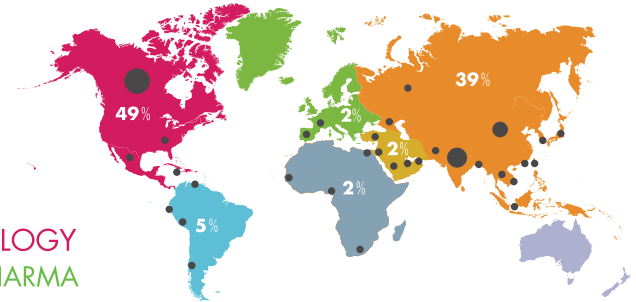


Academic background:

109 BUSINESS/COMMERCE **24 ECONOMICS**
28 LIFE SCIENCES **24 HUMANITIES** **5 PHYSICAL SCIENCE**
5 LAW **102 ENGINEERING** **30 SOCIAL SCIENCES**
10 MATH & COMPUTER SCIENCE **15 OTHER**

Industries represented:

23 MANUFACTURING **8 LEGAL** **26 TECHNOLOGY**
15 EDUCATION **15 HEALTHCARE/BIOTECH/PHARMA**
8 PROFESSIONAL SERVICE **1 NEUROSCIENCE** **2 MARKETING**
10 GOVERNMENT **95 FINANCE SERVICES**
13 MEDIA/PUBLISHING/ENTERTAINMENT
1 ENTREPRENEURIAL **4 TELECOM** **11 NON-PROFIT**
32 CONSULTING **1 HOSPITALITY**
2 OPERATIONS/LOGISTICS **10 REAL ESTATE**
9 RETAIL **19 CONSUMER GOODS**
22 ENERGY / NATURAL RESOURCES
13 OTHER



FULL-TIME EMPLOYMENT SALARIES

Mean Base Salary \$92,524
 Median Base Salary \$85,000
 Salary data based on information from 83.6% of employed students.

Mean Signing Bonus \$17,337
 Median Signing Bonus \$13,500
 Signing Bonus Range \$5,000 – \$90,000
 24.2% of employed students who reported salary information received signing bonuses.

FULL-TIME EMPLOYMENT RATES

85% of Full-Time MBA students seeking employment were employed within six months of graduation.

80% of Full-Time MBA students seeking employment were employed within three months of graduation.

FULL-TIME EMPLOYMENT SALARIES BY INDUSTRY

Industry	% of Total Employed	Mean	Median	Range
Financial Services	44%	\$87,129	\$85,000	\$59,000 – \$169,000
Consulting	21%	\$108,083	\$95,000	\$65,000 – \$204,000
Consumer Goods and Retail	10%	\$80,008	\$80,000	\$60,000 – \$113,668
Technology/Telecom	8%	\$93,689	\$90,000	\$40,000 – \$160,000
Energy and Natural Resources	4%	\$104,188	\$108,000	\$90,000 – \$110,000
Government	3%	\$73,924	\$72,500	\$55,000 – \$105,000
Entrepreneurship / Start-up	3%	\$77,500	\$82,500	\$40,000 – \$100,000
Legal Services	2%	\$157,690	\$200,000	\$80,000 – \$214,737
Manufacturing	2%	\$87,250	\$92,000	\$65,000 – \$100,000
Pharma/Healthcare/Biotech	1%	\$64,667	\$70,000	\$48,000 – \$76,000
Not-For Profit	1%	\$49,800	\$49,800	\$42,000 – \$57,600
Other*	1%	\$107,500	\$107,500	\$70,000 – \$145,000

* Includes Media / Entertainment, Other

FULL-TIME EMPLOYMENT SALARIES BY FUNCTION

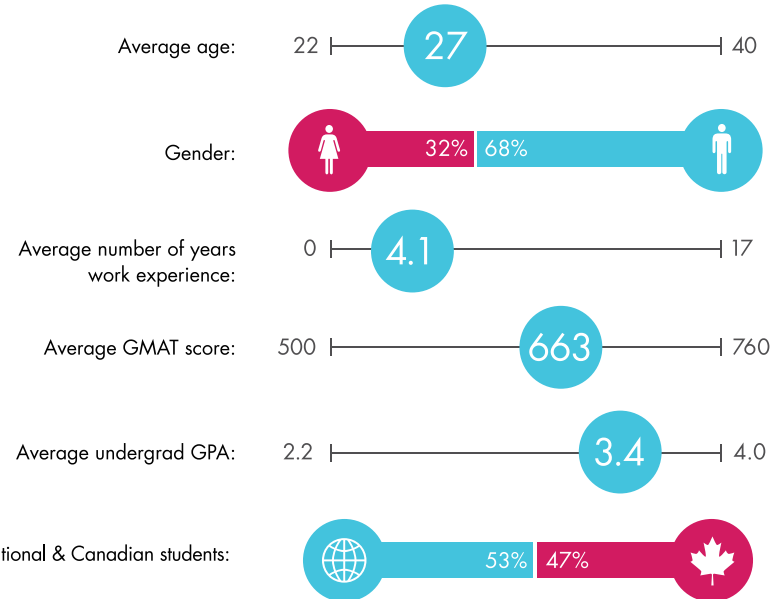
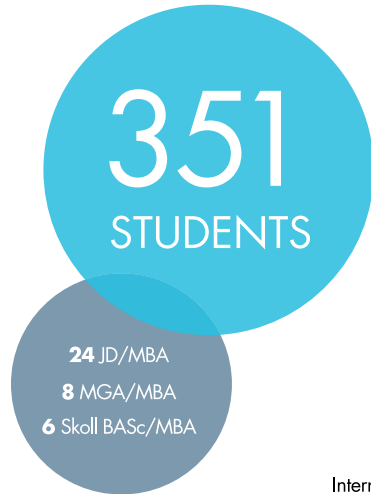
Function	% of Total Employed	Mean	Median	Range
Finance	34%	\$87,047	\$81,250	\$59,000 – \$169,000
Strategy/Consulting	29%	\$103,653	\$95,000	\$57,600 – \$204,000
Marketing	13%	\$80,504	\$80,000	\$40,000 – \$160,000
Other*	6%	\$91,778	\$90,000	\$42,000 – \$145,000
Business Analysis	4%	\$76,889	\$75,000	\$55,000 – \$95,000
Rotational Programs	4%	\$78,750	\$77,500	\$65,000 – \$90,000
Operations	3%	\$97,214	\$102,500	\$75,000 – \$125,000
General Management	3%	\$85,800	\$99,000	\$40,000 – \$110,000
Legal Services	3%	\$157,690	\$200,000	\$80,000 – \$214,737
Business Design	1%	\$80,000	\$80,000	\$70,000 – \$90,000

* Includes Human Resources, Management Information Systems

INTERNSHIPS

MBA CLASS OF 2017

CLASS PROFILE

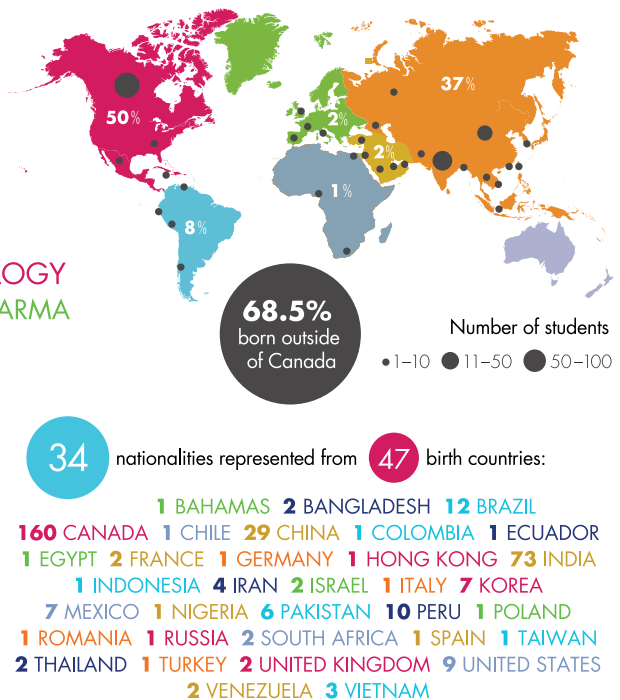


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20 PROFESSIONAL SERVICES **12 RETAIL**
15 GOVERNMENT **87 FINANCE SERVICES**
9 MEDIA/PUBLISHING/ENTERTAINMENT
7 TELECOM **6 NOT-FOR-PROFIT**
1 HOSPITALITY **33 CONSULTING**
11 REAL ESTATE **33 CONSUMER GOODS**
18 ENERGY / NATURAL RESOURCES
20 OTHER



INTERNSHIP SALARIES

Mean Monthly Salary: \$4,796
 Median Monthly Salary: \$4,200
 Monthly Salary data based on information from 74% of students employed for a summer internship.

INTERNSHIP EMPLOYMENT RATES

90% of Full-Time MBA students seeking employment were employed for an internship.

INTERNSHIPS AND MONTHLY SALARIES BY INDUSTRY

Industry	% of Total Employed	Mean	Median	Range
Financial Services	35%	\$5,718	\$5,500	\$400 – \$11,451
Consulting	20%	\$5,941	\$5,817	\$810 – \$13,900
Consumer Goods and Retail	8%	\$3,592	\$3,725	\$1,500 – \$5,200
Entrepreneurship / Start-up	7%	\$3,131	\$3,200	\$1,000 – \$5,500
Other*	7%	\$2,661	\$2,615	\$250 – \$5,000
Pharma/Healthcare/Biotech	5%	\$2,964	\$3,000	\$2,000 – \$4,000
Not-For-Profit	5%	\$3,121	\$2,500	\$2,114 – \$5,600
Technology/Telecom	4%	\$4,875	\$4,625	\$3,000 – \$8,500
Real Estate	3%	\$4,517	\$4,150	\$3,200 – \$7,000
Energy and Natural Resources	2%	\$3,374	\$3,424	\$2,500 – \$4,000
Legal Services	2%	\$8,388	\$8,388	\$4,375 – \$12,400
Manufacturing	1%	\$5,650	\$5,650	\$4,100 – \$7,200
Government	1%	\$2,889	\$3,168	\$2,300 – \$3,200

* Includes Media / Entertainment (Radio / TV / Cable / Film), Sports & Sports Management, Education, Hospitality / Tourism, Transportation / Logistics

INTERNSHIPS AND MONTHLY SALARIES BY FUNCTION

Function	% of Total Employed	Mean	Median	Range
Finance	38%	\$5,557	\$5,360	\$400 – \$11,451
Strategy/Consulting	27%	\$5,200	\$4,800	\$810 – \$13,900
Other*	11%	\$3,070	\$2,800	\$500 – \$6,250
Operations	9%	\$3,684	\$3,600	\$2,000 – \$8,500
Marketing/Sales/Business Development	9%	\$3,803	\$3,600	\$250 – \$7,200
Business Design	2%	\$2,563	\$2,250	\$2,000 – \$3,750
Finance / Accounting - Rotational Programs	2%	\$5,833	\$5,833	\$5,833 – \$5,833
General Management	1%	\$3,100	\$3,100	\$3,000 – \$3,200
Legal	1%	\$8,388	\$8,388	\$4,375 – \$12,400

* Includes Business Analysis, Human Resources

CAREER STORIES

Carolina Cheung, MBA '16, on How Pursuing Her Interests and Building Connections Helped Land Her Dream Job

Carolina Cheung, MBA '16, is a woman of many interests.

In addition to designing her own jewellery line, Cheung has developed an online presence as a fashion, beauty and lifestyle influencer and maintained a strong interest in marketing and business design.

Today, as an associate with **Estée Lauder Companies' Presidential Management Associate program**, Cheung has managed to put her varied skills and experience to good use. Through the company's two-year rotational program, Cheung will work in various business areas—and potentially, in various offices all over the world—of the organization, towards strengthening its branding and social media initiatives.

The role is a perfect fit for Cheung, who recognizes that the knowledge and connections she acquired through Rotman have contributed to her success today.

Coming to Rotman

While researching schools, Cheung was looking for an MBA program that would align with her broad range of interests.

"I was drawn to Rotman's strong, all-around business program and focus on design-thinking," explains Cheung. "I knew the school could help me integrate my creativity with management best practices."

In addition to providing Cheung with a strong foundation in accounting, finance and statistics, many of her classes at Rotman gave her access to people and opportunities that she would not have been exposed to otherwise.

Notably, through her **Design Tour** class (which gives students the chance to tour different firms in New York and learn, first hand, how organizations are incorporating design concepts into their business strategies), Cheung got her first in-depth look at Estée Lauder Companies' operations.

"In hindsight, this course was one of the factors that helped me land my current role," says Cheung, who knew early on that the presidential management associate role was her target after she graduated.

"Going on the tour, being able to speak to the business innovation team at Estée Lauder and doing my final report on the company was the best interview preparation."

Building Relationships

Staying connected and networking has been another key contributor to Cheung's success. While at Rotman, Cheung surrounded herself with mentors and new connections who shared her interests in fashion, lifestyle and social media.

"I believe that if you build relationships and show people your skills, capabilities, passion and interests—opportunities will come up," said Cheung.

In fact, Cheung's interest and expertise in social media caught the attention of one of her connections, a marketing manager with **Benefit Cosmetics**. In the summer between her first year of the MBA program, Cheung completed an internship with the company, working on various social media initiatives.

Cheung also took advantage of the school's network to help her with her post-graduation plans. When applying for Estée Lauder's program, she reached out to **Karthik Kolagani, MBA '15**, a Rotman grad who had successfully applied for the program the year before.

"Speaking to Karthik and learning about the program through Rotman was so helpful in my interview preparation," says Cheung. "The other part was luck—I had the social media skills and relevant experience, through my summer internship, that they were looking for."

Today, after a year with **Estée Lauder Companies' Toronto office**, Cheung has worked on a social media strategy aimed at raising the company's online presence in Canada. Next, she'll be supporting and developing the marketing and social media campaign underlying a new store launch.

"My way of approaching problems has definitely become more strategic," explains Cheung. "The Rotman MBA gives you the tools to analyze issues in a systematic way. It makes you stand out."



Carolina Cheung, MBA '16

HOMETOWN
Vancouver, Canada

FULL-TIME POSITION
Presidential Management Associate
Estée Lauder Companies

EDUCATION
Economics and Political Science,
University of British Columbia

WORK EXPERIENCE
Financial services
Managing her jewellery line (LOVECOCO)



Satwik Sharma, MBA '16

HOMETOWN
Indore, India

FULL-TIME POSITION
Mergers & Acquisitions Associate
BMO Capital Markets

EDUCATION
Chemical Engineering
National Institute of Technology Karnataka

WORK EXPERIENCE
Goldman Sachs (India)
Standard Chartered Bank (India)

Satwik Sharma, MBA'16, on Making an Impact in Finance

When **Satwik Sharma, MBA '16**, came to Rotman, he aspired for a future where he could set financial trends, rather than just observe them.

Before this, Sharma had worked for several years as an analyst for various financial institutions, including **Goldman Sachs** and **Standard Chartered Bank**. In these roles, which took him to the UK, Dubai, India and other parts of Asia, Sharma would study market behaviours and predict future market directions so that clients could make wise investment decisions.

"As an analyst, I watched senior bankers make fascinating transactions. They were guiding large corporations in their strategic decision making. In doing so, they were shaping competitive dynamics in the industry," recalls Sharma. *"I wanted to have that same impact."*

Currently working as a mergers and acquisitions associate with **BMO Capital Markets**, Sharma has achieved his goal. He credits the school's strong curriculum and summer internship program with giving him the skills to succeed in his new role.

A Rotman Advantage: Excellence in Finance Education

While deciding on which business schools to apply to, Sharma was based in India, working for Goldman Sachs as senior equity analyst. Though he was open to uprooting his life and studying in a new country, Sharma was only willing to do so for the right opportunity.

"My first priority was finding a school with a strong finance program," explains Sharma. *"To me, Rotman seemed to be so ahead of other schools in Canada. When I looked at what I was trying to achieve, Rotman was the school that could give it to me."*

The decision paid off. The school's finance and accounting classes filled in the gaps in Sharma's financial knowledge and made him a better investor.

"Accounting seems like such a dry subject, but the way it was taught at Rotman was fantastic and engaging," says Sharma. *"I really believe that we have the finest accounting faculty in the world at Rotman."*

Sharma's financial training was further enhanced by a hands-on summer internship at **RBC Capital Markets**, following his first year at Rotman.

"It was great preparation for working in Canadian finance. I was studying so many different sectors—energy, forestry, insurance," recalls Sharma.

"It was great exposure to understanding the main drivers and industries of this economy."

Community at Rotman

Outside of class, Sharma fondly remembers how the collaborative and supportive student and alumni network made his time at the school so memorable.

"You can feel the warmth in the people here," says Sharma. *"It was a very smooth transition into the country and the Canadian way of life."*

Sharma is particularly grateful to the many members of **Rotman's alumni network** who took time to speak with him about their experiences working in finance and tips for breaking into the industry. As well, he found the workshops, organized by the **Rotman Career Centre**, on interview preparation and tips for landing internships and full-time opportunities helpful.

Looking to pay this goodwill forward, Sharma served as the vice president of internal operations for the **Rotman Finance Association** during his second year at the school. In addition to organizing logistics for competitions, he explored ways for students to increase their interaction with alumni and broaden their thinking about career opportunities in the financial sector.

"I reflect back on how difficult it was to make that decision to leave my job, move halfway across the globe and make this two-year commitment to the MBA," recalls Sharma. *"It was worth it. It's a special feeling to be a part of Rotman."*

Kristina Koch, MBA '16, on Preparing for New Career Paths and Possibilities

For as long as she could recall, **Kristina Koch, MBA '16** had always envisioned a career in sports. Koch seemed to be on track for this—she had previously played hockey competitively (as a member of **Austria's women's national team**), earned a bachelor's degree in Sports and Leisure Management and taken on a number of roles with the **International Hockey Federation** in Switzerland.

Yet, somehow, in the second year of her Full-Time MBA program at Rotman, Koch found herself applying, interviewing and securing a position with **Deloitte's** Toronto office as a managerial design consultant.

Today, Koch works with a team that advises corporate clients on how to create high-performing teams and introduce processes so that they can operate more efficiently and effectively.

"At the time, accepting this position and moving out of sports really was unknown territory for me. Now, I realize that my experience, interests and personality really fit well with my current role," says Koch.

"While playing and working in sports, I always considered how to make teams come together and perform better. Now I apply these same principles in consulting."

"It's a step I wouldn't have considered had it not been for my time at Rotman," she adds.

Coming to Rotman

As soon as she walked through the doors, Koch knew that she wanted to come to Rotman. After seven years working—and steadily advancing—in the sports business sector, Koch was looking to up her game and develop her leadership and management skills.

"At Rotman, you are exposed to so many smart and accomplished people," says Koch. *"Everyone here made me think bigger and gave me the confidence to go further."*

She felt especially lucky to learn from female faculty members who had impressive careers in academia and industry, such as Rotman professors **Tiziana Casciaro** and **Beatrix Dart**.

Outside the classroom, Koch looked for ways to get the Rotman community excited about sports and business. While president of the **Sports Business Club**, during her second year at Rotman, Koch's team hosted engaging speakers and partnered with the **CBC** to organize a successful sports marketing case competition. As well, she is also remembered for her work in bringing the **Stanley Cup** to Rotman for a day for students and faculty to enjoy.

Preparing for the Next Step

Koch also took advantage of opportunities to broaden her knowledge in different areas within sports and business in the summer between her first and second years at Rotman. To better understand broadcast operations, she worked at the **FIFA Women's World Cup 2015** in Montreal. Koch also completed a second internship working with the **NHL's** Toronto office, where she helped organize the **2016 World Cup of Hockey**.

However, when it came to exploring post-graduation opportunities, a job in consulting that focused on shaping productive business practice and teams, caught her eye. With support from Rotman career services, Koch's application found its way on the desk of a partner at **Deloitte** and she was brought in for a successful interview.

"The job seemed like something so out-of-the-box for someone with my background, but now I am glad I got out of my comfort zone and pursued this amazing opportunity at Deloitte" recalls Koch.

"So many people here at Rotman have shown me that you have to believe in yourself and go for the opportunities that come your way."



Kristina Koch, MBA '16

HOMETOWN
Villach, Austria

FULL-TIME POSITION
Consultant, Managerial Design
Deloitte

EDUCATION
Bachelor of Sports and Leisure Management
Haaga-Helia University, Finland

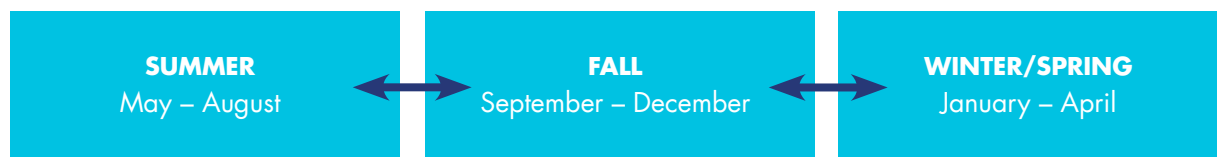
WORK EXPERIENCE
National Hockey League (Canada/US)
International Ice Hockey Federation (Switzerland)

FLEXIBLE INTERNSHIP PROGRAM

Employers have year-round access to talent with our **Flexible Internship Program (FIP)**. This is a government-recognized cooperative education program. Employers in Ontario who hire students through FIP may be eligible for the co-op tax credit of up to \$3000.

RECRUIT YEAR-AROUND IN THREE WORK TERMS

Employers may hire students for internships or co-op positions year-round during any of the following work terms:



CONSUMER GOODS AND RETAIL



“The Flexible Internship Program offers students more flexibility in their search for an internship and it provides hands-on support to students throughout the internship period. The mentorship provided to me during my internship gave me the guidance and support I needed to be able to create a significant **impact** at the organization where I was working in a short period of time.”

Conrad Balbinot, MBA '17

INTERNSHIP
Associate Marketing Manager Intern
General Mills Corporation

INTERNSHIPS AT ROTMAN

FINANCIAL SERVICES



Adam Cheung, MBA '17

INTERNSHIP
Business Architect Intern
RBC Business Architecture

TECHNOLOGY



Xinyi Zhao, MBA '17

INTERNSHIP
Extreme Blue Product Management Business Intern
IBM Canada

EMPLOYER PERSPECTIVE

“We have had a terrific experience recruiting talent from the Rotman MBA program over the past number of years. This is true for both full time and summer positions. We have appreciated the opportunity to bring people in over the fall through the new program as it nicely matches our cycle of workload which can often ramp up after summer.”

Kais Lakhdar

National Life Sciences Advisory Lead
KPMG Canada

INNOVATION & DESIGN



Suhaib Jalis Ahmed, MBA '17

INTERNSHIP
Forseight Intern
Idea Couture

CONSULTING



Jennifer Nachshen, MBA '17

INTERNSHIP
Research Associate
BEworks

HEALTHCARE



Philippe McDonald, MBA '17

INTERNSHIP
MBA Intern
Mount Sinai Hospital

CORPORATE PARTNERSHIP OPPORTUNITIES

ENGAGE WITH ROTMAN



Our Career Centre team will help you design the right campus recruitment strategy to achieve your hiring goals. Engage with Rotman to enhance your corporate presence and build relationships with our students before making important hiring decisions.

Capstone Course

This unique course partners with your company in collaboration with Rotman students to solve a real life problem that your company is currently facing. Over the six weeks of the course, teams of MBA students will perform a rigorous analysis of data provided by your company using Rotman's model-based approach to problem solving, and present their findings and recommendations to your senior management team.

Career Orientation Week

Every Rotman MBA student participates in this dedicated week of career education workshops and industry panels designed to prepare MBAs for navigating their career journey. Sponsorship opportunities are available to build your corporate presence and engage students by providing expert presenters and panelists.

Career Education Workshops

Inspire and inform our students by sharing your expertise in one of our many career education workshops hosted throughout the year.

Industry Clubs

Explore the many partnership opportunities with our student-run industry clubs through networking events, case competitions, industry guest speakers, and other sponsorship opportunities.

Information Sessions (on campus or online)

Host an information session to introduce students to your firm's culture and career paths for MBAs, and connect with your recruiters. We offer range of venues suitable for large or small events. AV, video conferencing, and event catering options are also available to suit your needs.

Networking Breakfasts and Coffee Chats

Industry professionals are invited to connect with our students and other industry peers to share career insights and exchange opportunities during our networking breakfast events and small group coffee chats.

Office Hours

Employers may book rooms at Rotman to meet in small groups or one-on-one with students to share company and career information. Room bookings are complimentary.

Corporate Roundtables

Corporate recruiters are invited to visit Rotman and meet our MBA Career Centre team. Sharing industry/company/program insights and hiring preferences with our student career coaches will result in prepared interview candidates for your recruiters.

Site Visits

Host a group of students at your location as a convenient alternative to on campus visits. Typical visits include a company presentation, a tour of your facilities, and a mix and mingle.

RECRUIT AT ROTMAN

Get access to the largest, brightest, and most diverse MBA talent pool in Canada to hire for year-round flexible internships, short-term projects, or full-time opportunities.

CONNECT WITH OUR BUSINESS DEVELOPMENT TEAM



Sischa Maharaj
Associate Director,
Business Development and
Client Relations



Kelly Heggie
Industry Advisor
CANADIAN BANKS,
PAYMENT CARDS



Ryan McKee
Industry Advisor
GLOBAL FINANCIAL SERVICES
(BUY SIDE, SELL SIDE, INSURANCE),
GLOBAL ENERGY (OIL, GAS AND
MINING), GLOBAL REAL ESTATE



James Kisyk
Industry Advisor:
CONSUMER GOODS & RETAIL,
MANUFACTURING, SPORTS, MEDIA
AND ENTERTAINMENT



Gil Panuncialman
Industry Advisor
CONSULTING, NFP, GOVERNMENT



Rob Woon-Fat
Industry Advisor
TECH, TELECOMM, HEALTHCARE,
AUTOMOTIVE

For more information on our employer opportunities, please contact the Career Centre:

mbacareers@rotman.utoronto.ca

416.946.7953

www.rotman.utoronto.ca/Connect/Recruit

HOW TO CONNECT WITH OUR STUDENTS

Résumé Books

Get private access to the résumés of our graduating class and current students to screen candidates for invitations to company recruiting events or interviews. You can log in to our recruitment system to view our online student résumé directory (searchable by keyword, previous experience, and career interests), or email mbacareers@rotman.utoronto.ca to request a customized résumé book.

Job Postings

If you are hiring for full-time, contract, or summer internships, email your job descriptions in a Word document, including deadline and application documents required, to mbacareers@rotman.utoronto.ca, or sign up for our private employer recruitment system to post your opportunity to our current students and recent graduates.

Confidential Search

We will help you identify qualified candidates based on your search criteria within 48 hours.

Interviews

We will contact short-listed students and set up an interview schedule for you at your office or in our dedicated interview rooms.

ROTMAN MBA TALENT	RECENT GRADUATES	INTERNS / PROJECTS	EXPERIENCED HIRES
Profile	<ul style="list-style-type: none"> Graduating Students Avg 4.5 years of work experience 2 years of MBA education 1 internship 	<ul style="list-style-type: none"> Current Students Avg 3-4 years of work experience 1 year of MBA education 	<ul style="list-style-type: none"> 14,000 Rotman MBA alumni 7+ years of experience Working professionals
Recruiting Timeline	September onwards	November onwards	Year-round
Availability for Work	May of graduating year	Summer (May - Aug), Fall (Sept - Dec), or Winter (Jan - April)	Immediate
Sample roles or internship projects			
<ul style="list-style-type: none"> Build and maintain financial models in support of live and proposed transactions, or to determine the best strategy for refinancing debt Perform enterprise-wide risk assessment to identify various types and levels of risk exposure Develop social media strategy, interpret analytics, and implement best practices to maximize engagement and reach, and drive traffic in digital marketing campaigns Model outsourcing options for the business unit or department to identify cost savings or operational efficiencies Execute customer research and segmentation to derive key insights, develop sales strategy (structure and size), and project revenues 			

COMPANIES HIRING

FROM ROTMAN IN 2016

The companies listed below hired Rotman MBAs from the Class of 2016 (for full-time employment) and from the Class of 2017 (for internships) in 2016.

A

A.T. Kearney Ltd. (Canada)
Accenture Inc. (Canada)
 Adveq (Swiss PE Fund)
 Algocian
Amazon.com Inc.
 Avison Young Commercial
 Real Estate

B

Bain & Company (Canada)
 Baylis Medical
 BEA@R (Behavioural Economics
 in Action at Rotman)
 BEworks
 Blackberry Limited
 BMO Financial Group
Boston Consulting Group (Canada)
 BPE Partners (Bellone Private Equity)
 Brand Energy &
 Infrastructure Services
 British Columbia Investment
 Management Corporation (bcIMC)
 Brookfield Global
 Integrated Solutions

C

Cadillac Fairview
 Campbell Company of Canada
 Canada Post
 Canadian Tire Corporation Ltd.
 Capco
 Capital One (Canada)
 CGI Inc.
 Charity Intelligence Canada
 China Construction Bank Corporation
 CI Investments
 CIBC
 City of Toronto, Toronto Public Health
 Clarus Securities
 CleanSlate UV
 Company & Co
 CPP Investment Board
 Crowdbabble
 Cuso International
 CWB Maxium Financial

D

Davis Polk & Wardwell LLP
 Delmar International Inc.
Deloitte (Canada)
 Dentons Canada LLP
 Dorel Juvenile Canada
 Dream Unlimited
 DW Healthcare Partners
 Dymaxia
 Dynamex Canada Limited

E

eCAMION Inc.
 Edenshaw Developments Ltd.
 Ehvert Mission Critical
 Entrepreneurship Hatchery
Eli Lilly Canada, Inc.
Ernst & Young LLP (Canada)
 Estée Lauder Companies
 Everest Group

F

Fio Corporation
 Forgestone Capital
 Four Seasons Hotels and Resorts
 (Canada)

G

GCP - CUSO
General Electric (Canada)
 General Mills Canada Corporation
 Golden Voice English Online Education
 Goodwin Procter LLP
Google
 Gravitas Securities Inc.
 Greenchip Financial Corp.
 Groundlayer Capital

H

Hospital for Sick Children
 Home Depot (Canada)
 Homeward Bound Developments Inc.
 Hudbay Minerals
 Hudson's Bay Company

I

IBM Canada
 Idea Couture
 Imagine Communications
 Imperial Oil (Canada)
 Infor
 Inter-American Development Bank

J

Jackman Reinvents
 Jarislowsky Fraser
Johnson & Johnson Family
 of Companies (Canada)

K

KPMG

L

Labatt Breweries, Anheuser-Busch InBev
 Laurentian Bank
 LifeLabs
 Loblaw Companies Ltd.

M

Manitou Investment Management
 Manulife Financial
 Maple Leaf Sports & Entertainment
 Toronto Raptors
 Mars Canada
 Marsan Foods Limited
 Martin Prosperity Institute
 McCarthy Tetrault LLP
McKinsey & Company (Canada)
 Metroland Media
 Ministry of Health and
 Long Term Care
Mount Sinai Hospital
 mPulse Mobile

N

National Angel Capital Organization
 Navigant
 NeXus Consulting Group
 North Atlantic Refining
 NYX Capital Corp

O

Oak Hill Advisors Inc.
 Ontario Bioscience Innovation
 Organization (OBIO)
 Ontario Lottery and Gaming
 Corporation
 Ontario Ministry of Energy
 Ontario Public Service
 Ontario Teachers' Pension Plan Board
 Osler, Hoskin & Harcourt LLP

P

Pacific Investment Management
 Company (PIMCO) LLC
 Partners in Performance International
 Paul, Weiss, Rifkind, Wharton &
 Garrison LLP
 Paytm
 Points International
 Procter & Gamble
 PSP Investments

R

Rasko Diamonds
 Raymond James Ltd
 RBC Financial Group
 Real Time Data Solutions Inc
 Red Mobile Consulting
 Regimen Partners
 Region of Peel
 Revera Inc.
 Revlo
 Right to Play International
 RocketChefs
 Rogers Communications Inc.

Rosedale Academy
 Rothchild (India) Private Limited
 Rotman Global Consulting Project
 Rotman School of Management
 Royaltie

S

Saint Elizabeth Health Care
 SAMETRICA
 Satov Consultants
Scarborough Hospital
 Schulze Global Investments
 Scotiabank
 Shearman and Sterling LLP
Siemens Canada Limited
 Sistema B - Fruandes
 St Elizabeth Healthcare
 Stealth Startup
 Sun Life Financial

T

Tacit
 TAQIA
 TD Bank Financial Group
 TELUS
Tesla Motors
 Thomson Reuters
 Tim Hortons - Restaurant Brands
 International
 Tonic Marketing
 Toronto Central Community
 Care Access Centre
 Toronto Hydro
 Toronto Transit Commission
 Torys LLP
 Trident Management Consulting

U

University of Toronto
 Urbery

V

Vanguard Artists Management Ltd.
 VW Credit, Inc.

W

Walmart Canada Corp.
 Walter Surface Technologies
 Waterton Global Resource Management
 Wave Accounting
 Willis Towers Watson
 Workplace Safety and Insurance Board
 World Wildlife Fund for Nature
 (WWF Canada)

Z

ZS Associates

#

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CAREER EDUCATION AND COACHING



Zania Mauricette
 Associate Director,
 Career Education & Coaching



Katie Armstrong
 Career Coach
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Robyn Behlke
 Career Coach
 FINANCE, STRATEGY



Cindy Chong
 Career Coach
 FINANCE



Chris Jones
 Career Coach
 CONSULTING/STRATEGY, GENERAL
 MANAGEMENT, PROJECT MANAGEMENT



Beti Ivanov
 Career Coach
 CONSULTING/STRATEGY,
 OPERATIONS, SUPPLY CHAIN,
 TECHNOLOGY



Maria Parente
 Career Coach
 FINANCE



Amy Richards
 Career Coach
 JD/MBAs, HUMAN RESOURCES,
 ENTREPRENEURSHIP

INTERNSHIPS



Julie Foisy
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Arwa Showbeg
 Event Coordinator



Simone Richard
 Student/Corporate Liaison

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Located in the heart of downtown Toronto, just blocks from Canada's business and financial centre, the Rotman School is ideally positioned to help employers connect with top students. The Rotman Career Centre is a team of dedicated and experienced career professionals driven by one overarching goal: to support all Full-Time MBA students in fulfilling their career objectives.

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HOW TO INTERPRET OUR STATISTICS

Reporting Standards

The Rotman Career Centre is a member of the MBA Career Services and Employer Alliance (MBA CSEA). The MBA CSEA together with GMAC, the organization that administers the GMAT test among other programs, set out guidelines for reporting employment, salary, and other related statistics. These guidelines establish the standards for reporting statistics to rankings as well as the MBA CSEA itself.

Salary Statistics

In addition to looking at the average for salary compensation, it is important to note the median (midpoint) and range since these data points provide a broader view to how the salaries are distributed for the class. A small number of students receiving high salary offers can skew the average up while some that receive lower salary offers can skew the average down.

We report in local dollars and foreign salaries are converted at the going exchange rate. Please note that exchange rate conversions are not reflective of the cost of living and wage profiles where the students are employed.

Employment Rate

The employment rate is the percentage of students in the Full-Time MBA class with accepted offers of employment, based on the number of students reporting back and actively looking for work.