



# MBA CAREERS 2010



**Wharton**  
UNIVERSITY of PENNSYLVANIA

# Recruiting at Wharton

*Recruiters build their brands on campus through Wharton MBA Career Management's comprehensive recruiting resources. Highlights of our services follow.*

## **EMPLOYER INFORMATION SESSIONS**

An Employer Information Session (EIS) is an educational presentation that allows a company to share information about opportunities, as well as possible career paths, for MBAs.

## **SECOND-YEAR NETWORKING EXPOS**

Second-Year Networking Expos are open forums that provide employers with maximum exposure to second-year students.

## **ONLINE RESUME BOOKS**

The Wharton Online Resume Books are a convenient way to access full-time and intern candidates. Our searchable resume books allow you to identify 1,650+ talented and qualified MBA candidates across a diverse mix of backgrounds and experiences. In addition, our Alumni Resume Book gives you access to talented Wharton alumni who are pursuing career transitions at all levels

## **JOB BOARD POSTINGS**

The Wharton MBA Job Board is a free online job board that allows employers to access our 1,650+ current MBA students and the thousands of alumni who register for our services.

## **ON-CAMPUS INTERVIEWS**

Interviewing on or near campus provides a great way to maximize your organization's exposure to Wharton talent. On-campus interviewing provides an efficient way to evaluate Wharton talent at no cost to employers.

## **VIDEO CONFERENCING**

We have the capability to facilitate video interviewing via ISDN and IP connections if you are not able to make the trip to campus.

*Each industry has a dedicated Recruiting Relationship Manager who helps recruiters develop a customized recruiting strategy. Visit our website for contact information.*

## **STUDENT CLUBS**

Wharton MBA professional and regional clubs work closely with MBA Career Management to link student members with alumni and leaders in relevant fields. Clubs find employer engagement a key component to the success of their events and activities.

## **WHARTON CONFERENCES**

Each year, Wharton students plan conferences that attract more than 5,000 executives, scholars, policy makers, MBA students, and alumni. These signature events provide a forum to explore ideas, trends, and challenges related to business, government, and policy. Most conferences are held in Philadelphia between October and March.

## **WHARTON CAREER TREK PROGRAM**

Students organize and manage visits to companies in various U.S. and international cities for the purposes of education and networking.



[employer.wharton.upenn.edu](http://employer.wharton.upenn.edu)



WHARTON MBA CAREER MANAGEMENT OFFERS COMPREHENSIVE RECRUITING RESOURCES that connect employers with students at our Philadelphia and San Francisco campuses, as well as alumni worldwide. Our flexible and wide-ranging services include in-person events, virtual interviews, and online resume books. We work directly with employers to develop specific strategies for identifying full-time, intern, and advanced-level Wharton MBA talent. [Recruit Wharton talent: employer.wharton.upenn.edu](http://employer.wharton.upenn.edu).



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## Demographics\*

	CLASS OF 2010		CLASS OF 2011	
	NUMBER	PERCENTAGE	NUMBER	PERCENTAGE
Total Enrolled	823	100%	862	100%
Male		64%		60%
Female		36%		40%
U.S. Students of Color		26%		29%
International		45%		37%
Countries Represented	72		70	
Median Work Experience	6 years		5 years	

## Employment Summary\*\*

	CLASS OF 2010 FULL-TIME		CLASS OF 2011 INTERNSHIPS	
	NUMBER	PERCENTAGE	NUMBER	PERCENTAGE
Total Number of Students	822	100%	874	100%
Students Seeking Employment	684	83%	792	91%
<i>Reporting Job Offers</i>	603	88%	785	99%
<i>Reporting Job Acceptances</i>	588	86%	780	98%
Students Not Seeking Employment	105	13%	35	4%
<i>Company-Sponsored (Returning to Company)</i>	61		20	
<i>Self-Employed/Starting Own Business</i>	30		12	
<i>Postponed Job Search/Continuing Education</i>	5		3	
<i>Personal Reasons</i>	9		-	
Students Not Responding to Survey	33	4%	47	5%

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

\*\* Information is as of September 30, 2010, and is collected and reported according to MBA-CSC Standards.

Employers interact with Wharton MBA students in a variety of ways.

2009-2010  
number of  
companies...

posting a job  
on the MBA  
Job Board =

conducting  
interviews  
on campus =

participating in MBA  
Career Management  
facilitated event =

purchasing  
Wharton online  
resume books =

1,561

236

181

170

## Compensation by Industry\*

	CLASS OF 2010 FULL-TIME (ANNUAL)		CLASS OF 2011 INTERNSHIPS (MONTHLY)	
	PERCENT ACCEPTS	MEDIAN SALARY	PERCENT ACCEPTS	MEDIAN SALARY
<b>ALL INDUSTRIES</b>		<b>\$110,000</b>		<b>\$7,693</b>
<b>Consulting</b>	<b>29.1%</b>	<b>\$120,000</b>	<b>16.8%</b>	<b>\$10,000</b>
<b>Consumer Products &amp; Retail</b>	<b>5.8</b>	<b>95,000</b>	<b>9.6</b>	<b>6,000</b>
Food, Beverage & Tobacco	1.4	95,000	2.5	6,675
Consumer Products	2.7	95,000	3.2	6,000
Retail	0.9	-	2.8	6,000
<b>Energy &amp; Utilities</b>	<b>2.0</b>	<b>110,000</b>	<b>1.7</b>	<b>7,000</b>
<b>Financial Services</b>	<b>40.5</b>	<b>100,000</b>	<b>42.8</b>	<b>8,000</b>
Diversified Financial Services	3.7	100,000	3.7	7,000
Hedge Funds/Other Investments	2.6	125,000	5.0	8,333
Investment Banking/Brokerage	20.6	100,000	18.0	8,333
Investment Management	5.4	115,000	4.8	7,704
Private Equity/Buyouts/Other	7.3	140,000	8.0	8,000
Venture Capital	0.5	-	2.8	4,050
<b>Health Care</b>	<b>7.0</b>	<b>110,000</b>	<b>8.2</b>	<b>6,500</b>
Health Care Services	1.0	109,000	1.0	-
Medical Devices	2.4	100,504	1.8	6,910
Pharmaceuticals/Biotechnology	2.9	110,000	4.4	6,200
<b>Manufacturing</b>	<b>2.4</b>	<b>112,500</b>	<b>1.4</b>	<b>6,338</b>
<b>Media &amp; Entertainment</b>	<b>2.0</b>	<b>100,000</b>	<b>3.4</b>	<b>5,000</b>
Media	1.4	105,000	1.8	5,420
<b>Professional Services</b>	<b>1.2</b>	<b>140,000</b>	<b>0.4</b>	<b>-</b>
<b>Public Interest</b>	<b>1.7</b>	<b>90,000</b>	<b>6.2</b>	<b>2,609</b>
<b>Real Estate</b>	<b>2.7</b>	<b>100,000</b>	<b>2.8</b>	<b>6,000</b>
<b>Technology Industries</b>	<b>5.6</b>	<b>110,000</b>	<b>6.8</b>	<b>6,450</b>
Computer Software & Services	1.5	105,350	1.6	6,875
Internet Services	1.9	110,000	3.5	6,500

\* Guaranteed compensation for one year only. Does not include discretionary bonuses, options and carried interest in partnerships. In accordance with MBA-Career Services Council (MBA-CSC) Standards, compensation is not listed for categories reported by less than 1% of the class.



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## Employers

*The following employers hired two or more members of the Class of 2010.*

A.T. Kearney, Inc.	L.E.K. Consulting
Accenture	LAACMA Consulting
Amazon	Laureate Education, Inc.
American Express Company	L'Oreal, Inc.
Amgen Inc.	Macquarie Capital Advisors
Apax Partners, Inc.	Maverick Capital
Apple Inc.	McKinsey & Company
Bain & Company	Medtronic, Inc.
Bank of America Merrill Lynch	Merrill Lynch & Co., Inc.
Barclays Bank PLC	Microsoft Corporation
Becton, Dickinson and Company	Miller Buckfire & Co. LLC
BlackRock, Inc.	Moelis & Company
Blackstone Group LP	Monitor Company Group, LP
Booz & Company	Morgan Stanley
Booz Allen Hamilton	New York City Economic Development Corporation
Boston Consulting Group	Nokia Corporation
BTG Pactual	Nomura Holding America Inc.
Carlyle Group	Novartis AG
Citigroup	Pacific Investment Management Company, LLC
Clorox Company	PepsiCo
Credit Suisse	Procter & Gamble Company
Deloitte Consulting, LLP	RBC Capital Markets
Deutsche Bank	Reckitt Benckiser
ExxonMobil Corporation	Rothschild Inc.
Fidelity Investments	Samsung Global Strategy Group
Gabelli & Company	Standard Chartered Bank
General Mills, Inc.	TD Securities Inc.
Goldman Sachs & Company	UBS Financial Services Inc.
Gotham Consulting Partners	Unilever PLC
Greenhill & Co, Inc.	University of Pennsylvania Health System
Henry Schein, Inc.	Warburg Pincus LLC
IBM	
Johnson & Johnson - Corporate US	
JPMorgan Chase & Co.	



## Functional Choices

- Business Development
- Consulting/Strategy
- Control/Accounting
- Corporate Finance/M&A
- Entrepreneurial Management
- General Management
- Human Resource Management
- Investment Banking
- Investment/Portfolio Management
- Legal Services
- Operations/Production Management
- Private Equity
- Product Development/Structuring
- Product/Brand Marketing
- Real Estate
- Research
- Restructuring
- Risk Management
- Sales
- Sales & Trading

