



MBA CAREERS 2012



Wharton  
UNIVERSITY of PENNSYLVANIA

# Recruiting Wharton MBAs

*Employers build their brands 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.

*Industry-specific Relationship Managers develop a customized recruiting strategy with employers. Visit our website for contact information.*



**EMPLOYER.WHARTON.UPENN.EDU**

# Employers

*The following employers hired two or more members of the Class of 2012.*

A.T. Kearney, Inc.	Google, Inc.
Accenture	Greenhill & Co, Inc.
Advent International Corporation	H.I.G. Capital
Amazon	IBM
American Express Company	J.P. Morgan
Apax Partners, Inc.	Johnson & Johnson
Apple Inc.	Lazard, LLC
Bain & Company	Lubert-Adler Partners
Bank of America Merrill Lynch	McKesson Corporation
Barclays	McKinsey & Company
Becton, Dickinson and Company	Microsoft Corporation
Blackstone Group LP, The	Moelis & Company
Booz & Company	Monitor Group
Boston Consulting Group, The	Morgan Stanley
Canada Pension Plan Investment Board	NewYork-Presbyterian Hospital
CareCentrix	Norwest Venture Partners
Carlyle Group, The	Pacific Investment Management Company, LLC
Cisco Systems, Inc.	Parthenon Group, Inc., The
Citi	PepsiCo
Clorox Company, The	Perella Weinberg Partners
Credit Suisse	PIMCO
Deloitte Consulting, LLP	Quidsi Inc.
Deutsche Bank	Riot Games
Diageo PLC	Rocket Internet
Dow Chemical Company, The	Samsung Global Strategy Group
eBay, Inc.	Sullivan & Cromwell LLP
Evercore Partners	T. Rowe Price Group, Inc.
Facebook	UBS
Fidelity International	UCLA Medical Center
Fidelity Investments	Unilever PLC
First Reserve Corporation	Vista Equity Partners
Genentech, Inc.	Warburg Pincus LLC
General Mills, Inc.	York Capital Management
Goldman Sachs & Company	Yukon Capital LLC



WE OFFER RECRUITING RESOURCES TO EMPLOYERS, STUDENTS, AND ALUMNI, with the goal of connecting Wharton talent with the best employment opportunities available. Explore the many options for reaching students and alumni, including in-person events, virtual interviews, and online resume books. We also work directly with employers 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 2012		CLASS OF 2013	
	NUMBER	PERCENTAGE	NUMBER	PERCENTAGE
<b>Total Enrolled</b>	<b>818</b>	<b>100%</b>	<b>845</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 2012 FULL-TIME		CLASS OF 2013 INTERNSHIPS	
	NUMBER	PERCENTAGE	NUMBER	PERCENTAGE
<b>Total Number of Students</b>	<b>805</b>	<b>100%</b>	<b>858</b>	<b>100%</b>
Students Seeking Employment	640	79.5	717	83.6
<i>Reporting Job Offers</i>	611	95.5	712	99.3
<i>Reporting Job Acceptances</i>	595	93	709	98.9
Students Not Seeking Employment	123	15.3	26	3
<i>Company-Sponsored (Returning to Company)</i>	56		5	
<i>Self-Employed/Starting Own Business</i>	46		19	
<i>Postponed Job Search/Continuing Education</i>	16		2	
<i>Personal Reasons</i>	5		—	
Students Not Responding to Survey	42	5.2	115	13.4

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

\*\* Information is as of September 30, 2012 and is collected and reported according to MBA-CSC Standards.

Wharton's global alumni network represents an invaluable resource, not just at graduation, but over a lifetime.

COUNTRIES

140

ACTIVE  
ALUMNI  
CLUBS

78

ALUMNI

91,000

## Compensation by Industry\*

	CLASS OF 2012 FULL-TIME (ANNUAL)		CLASS OF 2013 INTERNSHIPS (MONTHLY)	
	PERCENT ACCEPTS	MEDIAN SALARY	PERCENT ACCEPTS	MEDIAN SALARY
<b>ALL INDUSTRIES</b>		<b>\$120,000</b>		<b>\$7,693</b>
<b>Consulting</b>	<b>26.7%</b>	<b>\$135,000</b>	<b>15.2%</b>	<b>\$10,500</b>
<b>Consumer Products &amp; Retail</b>	<b>6.4</b>	<b>100,000</b>	<b>7.6</b>	<b>6,000</b>
Consumer Products	1.7	97,000	1.6	6,000
Food, Beverage & Tobacco	2.2	100,000	2.3	6,500
Retail	2.2	107,500	3.6	4,900
<b>Energy &amp; Utilities</b>	<b>1.2</b>	<b>107,500</b>	<b>2.3</b>	<b>7,750</b>
<b>Financial Services</b>	<b>41.0</b>	<b>110,000</b>	<b>40.3</b>	<b>8,333</b>
Diversified Financial Services	1.3	100,000	1.7	7,692
Hedge Funds/Other Investments	3.7	120,000	4.8	8,000
Investment Banking/Brokerage	17.5	100,000	16.7	8,333
Investment Management	6.7	116,000	5.3	9,166
Private Equity/Buyouts/Other	9.6	150,000	10.0	8,225
Venture Capital	2.2	<b>135,000</b>	1.7	3,700
<b>Health Care</b>	<b>5.5</b>	<b>110,000</b>	<b>6.5</b>	<b>6,800</b>
Health Care Services	1.8	110,000	1.5	6,800
Medical Devices	1.2	110,000	0.7	—
Pharmaceuticals/Biotechnology	1.8	110,000	3.9	6,600
<b>Manufacturing</b>	<b>0.8</b>	<b>—</b>	<b>1.2</b>	<b>6,750</b>
<b>Media &amp; Entertainment</b>	<b>2.5</b>	<b>110,000</b>	<b>4.0</b>	<b>6,450</b>
Media	2.4	110,000	3.1	6,200
<b>Professional Services</b>	<b>1.2</b>	<b>160,000</b>	<b>0.5</b>	<b>—</b>
<b>Real Estate</b>	<b>2.2</b>	<b>105,000</b>	<b>2.1</b>	<b>6,600</b>
<b>Social Impact</b>	<b>0.8</b>	<b>—</b>	<b>5.2</b>	<b>2,800</b>
<b>Technology Industries</b>	<b>11.6</b>	<b>115,000</b>	<b>14.7</b>	<b>8,000</b>
Computer Software & Services	3.9	110,000	2.3	6,633
Internet Services	6.2	115,000	9.9	8,000

\* 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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## We are pleased to share with you the 2012 Career Report.



Wharton students are prepared to innovate and influence today's global business environment. The class of 2012 put knowledge into action here on campus and in experiences around the world, and they are ready to make an impact wherever they go next.

Wharton MBA Career Management is committed to creating relationships and building opportunities to connect you with Wharton students. Whether your firm is an established global leader or a start-up breaking through in your market, we can provide you a pipeline of talent to help achieve your company's goals and mission.

Our students want to be on the front lines, and Wharton continues to transform and prepare graduates through rigorous academics and leadership opportunities. You'll find Wharton students with a diversity of interests and appetite for change ready to successfully enter into any business environment. This year, we began our Semester in San Francisco

program allowing 50+ students to start their second year at our West Coast campus. These students immersed themselves in the entrepreneurial and technology-rich environment of the Bay Area, connecting with companies in private equity, venture capital, and technology industries.

On a personal note, the highlight of my role at Wharton is working with such a dedicated and passionate group of students, employers, and colleagues. I've had an amazing experience interacting with students who are so diverse, enthusiastic, engaged, and driven – they are the leaders who will make change happen and shape the future of business. It's truly satisfying to find and make connections between companies and students, and I appreciate the commitment of all who make these efforts successful.

On behalf of Wharton and the MBA Career Management office, I thank all of our employers who recruited and hired Wharton students in the past year. We look forward to working with you in the future.

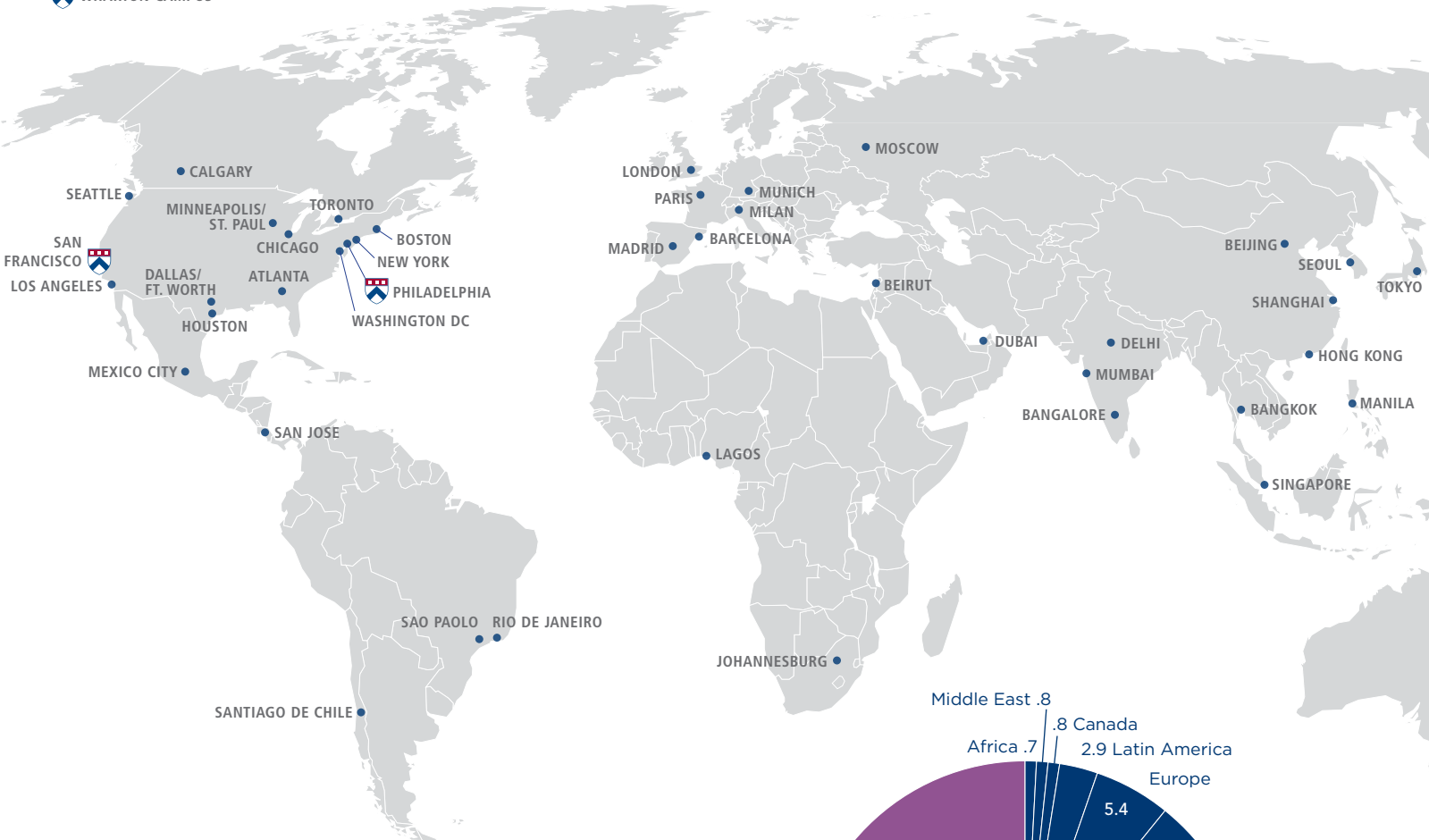
Regards,

*Maryellen Lamb*

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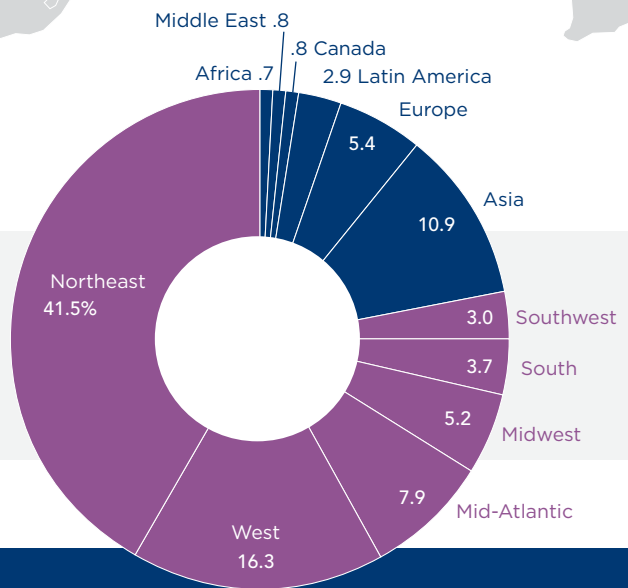
# Location Choices

MEMBERS OF THE CLASS OF 2012 CAN BE FOUND IN CITIES AROUND THE GLOBE.



## EMPLOYMENT BY LOCATION CLASS OF 2012 FULL-TIME

**United States of America 78.5%**  
**International 21.5%**



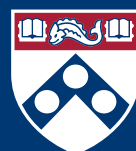
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KNOWLEDGE FOR ACTION



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