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*Inspiring futures*



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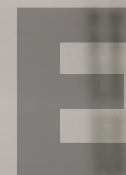
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# MBA

## Full Time

## Employment & Salaries Report

Graduating Class of 2013





# Employment & Salaries Report

ESADE is proud to present the 2013 MBA Full Time Employment & Salary Report. Despite prolonged economic difficult across Europe, ESADE MBA students from the class of 2013 have been able to secure senior positions in top companies around the world and have shown flexibility, perseverance and professionalism in their pursuit of their post-MBA dreams.

The progression of our MBAs proves the high caliber of our students, one of the highest on offer on a global scale. This and the diversity of our students is sought after by recruiters around the world and allows them to work in hugely diverse range of companies and sectors.

This report summarizes the industries our students have progressed into, their salaries and the companies for whom they work.

**Maria José Verastegui**  
Director, Corporate Partnerships  
Career Services - ESADE Business School



# Facts & Highlights of 2013

The ESADE MBA is one of the most diverse environments you could hope to experience, and our Class of 2013 is no different, with 171 students from 43 countries around the globe and 33% female students!

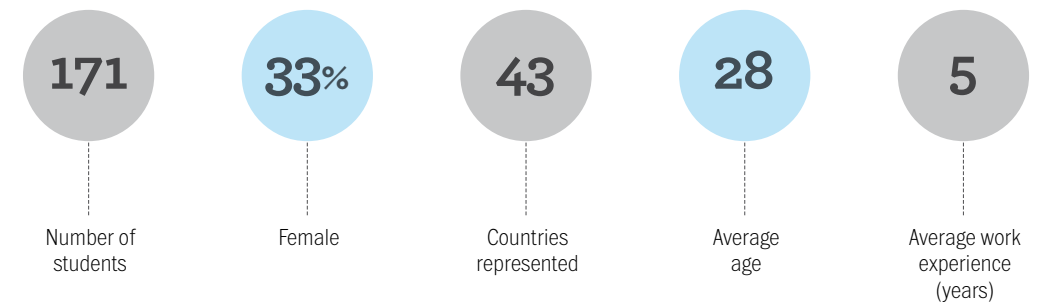
It stands to reason that this diversity gives the vast majority of our students a taste for all things international, with a huge 83% of graduates leaving Spain to work in top global companies the world over.

What about the possibility to **increase your base salary by more than 67%**? That's the average increase in income for this class, and **91%** had secured a top position within 3 months of graduation.



# Graduating Class 2013 Class Profile

As one of the most diverse MBA programmes in the world, in terms of both nationality and background, ESADE's teamwork-based approach increases students' global perspective and allows for a holistic learning experience. With 43 nationalities represented in our MBA classes, our students achieve a greater vision of the business world as a whole.



### By Academic Background

- 38%** Engineering
- 34%** Economics / Management
- 12%** Humanities / Social Sciences
- 7%** Sciences
- 9%** Other

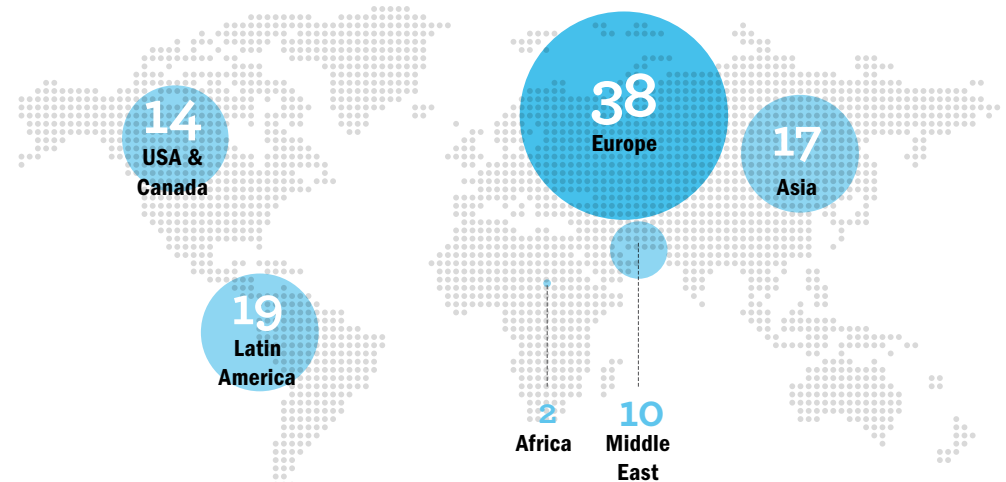
### By Functional Background

- 24%** Marketing / Sales
- 19%** Consulting
- 19%** Finance
- 17%** Operations / Logistics
- 10%** General Management
- 7%** MIS / IT Consulting
- 4%** Other

### By Sector

- 16%** Banking / Financial Services
- 22%** Consulting Services
- 6%** Government / Non-profit
- 47%** Industrial
- 9%** Other services

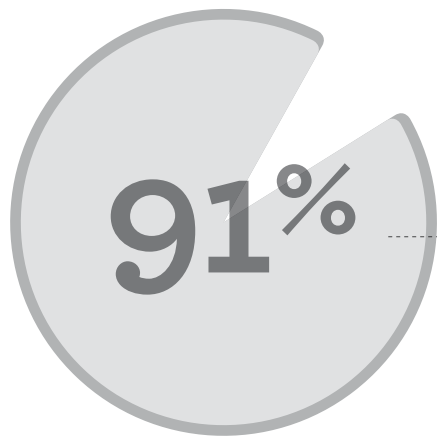
### Geographical Background (%)



# Graduating Class 2013 Full Time Employment & Salaries Report

Our MBA graduates go on to work in senior positions across a wide range of different sectors and industries across the globe.

Our Career Services Team provides unparalleled personalised attention to help orientate MBA students in their job search processes and help them aim high to reach their individual goals. This, coupled with the numerous career-focused events held on campus, it's no wonder the results are so positive on graduating from ESADE.



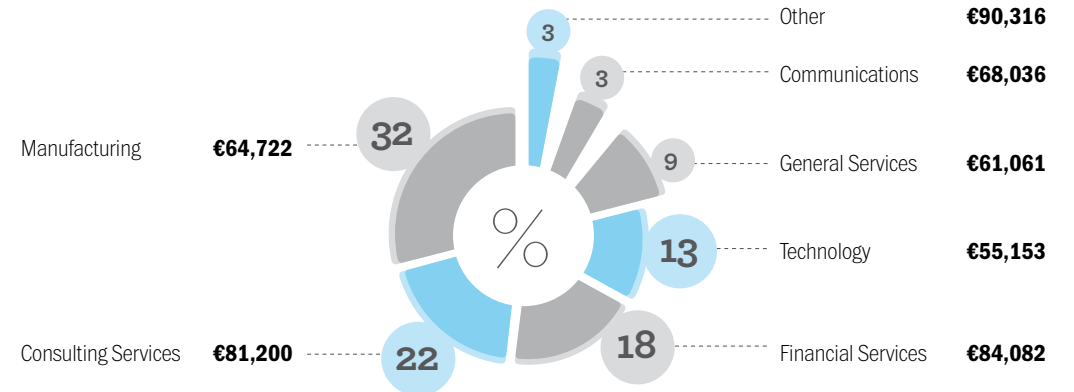
Students employed 3 months after graduation, as of September 30th.

## MBA 2013 Graduate Salary (in €)



## Graduating Class 2013 Full Time Employment & Salaries Report

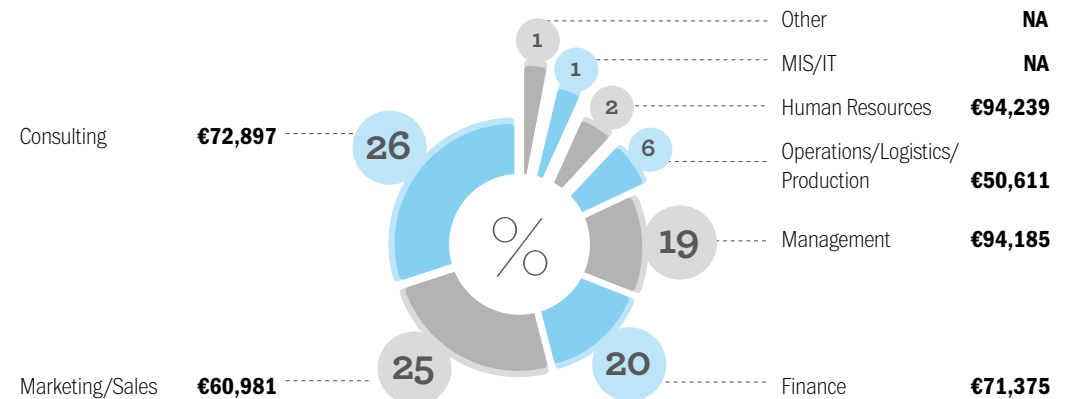
### Employment and Salary by Industry (Full Time Jobs and Mean Salary)



### Employment and Salary by Sector (Full Time Jobs and Mean Salary)



### Employment and Salary by Function (Full Time Jobs and Salary)



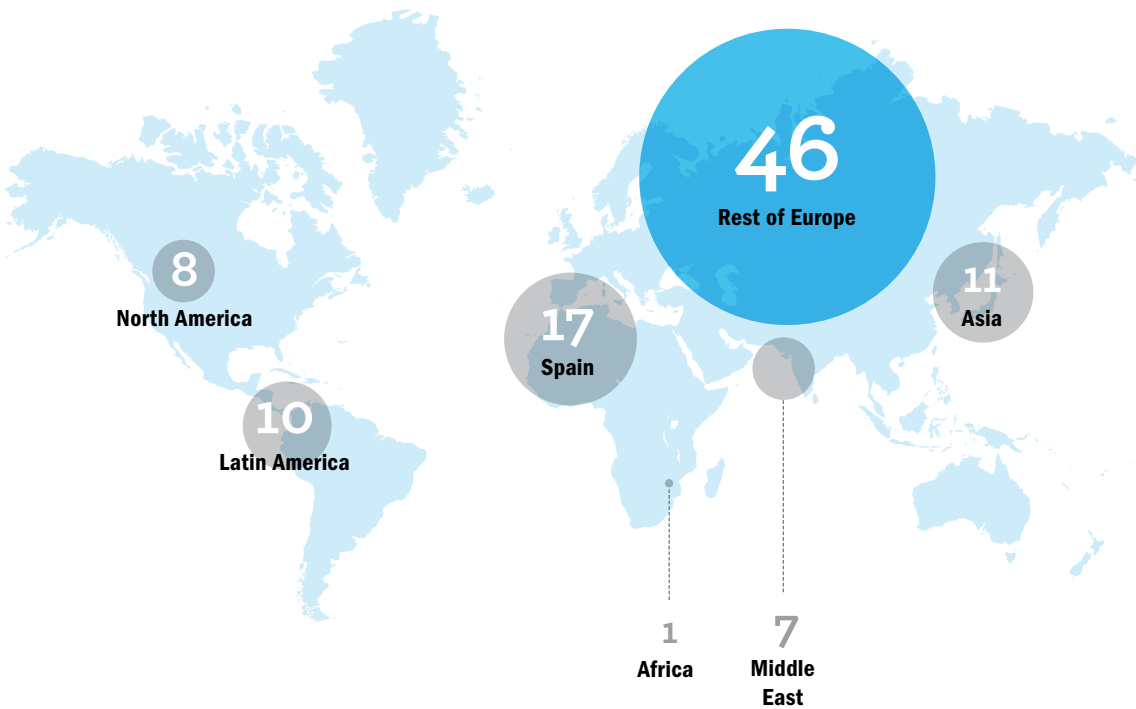
**CONSULTING Average Salary by Geographical Region**

<b>43%</b> Western Europe	<b>€77,634</b>
<b>24%</b> Spain (not in Western Europe total)	<b>€49,800</b>
<b>10%</b> Latin America	<b>€87,086</b>
<b>10%</b> USA & Canada	<b>€78,291</b>
<b>5%</b> Middle East	<b>NA</b>
<b>5%</b> Central & Eastern Europe	<b>NA</b>
<b>5%</b> Africa	<b>NA</b>

**FINANCE Average Salary by Geographical Region**

<b>35%</b> Western Europe	<b>€83,003</b>
<b>35%</b> Central & Eastern Europe	<b>€101,988</b>
<b>12%</b> Latin America	<b>€122,670</b>
<b>12%</b> Asia	<b>€17,407</b>
<b>6%</b> USA & Canada	<b>NA</b>

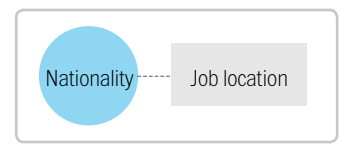
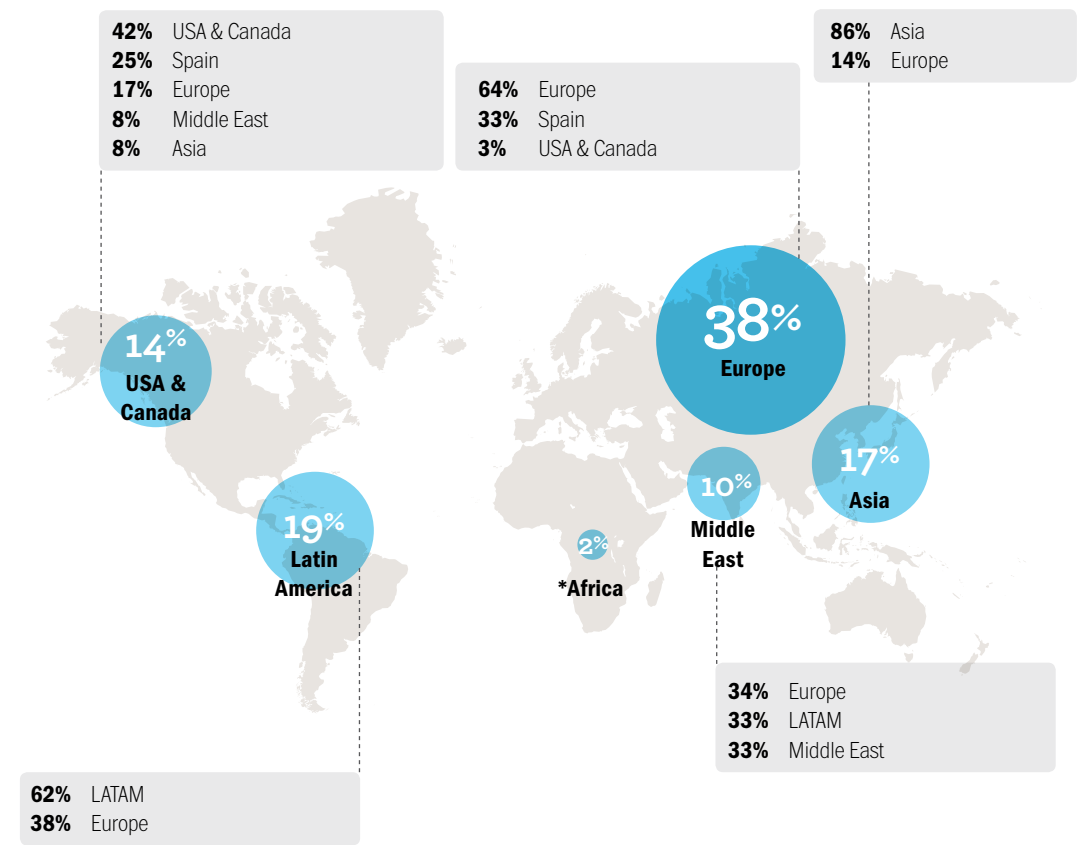
**Job Regions (%)**



**INDUSTRY Average Salary by Geographical Region**

<b>30%</b> Western Europe	<b>€64,651</b>	<b>9%</b> Central & Eastern Europe	<b>€60,509</b>
<b>20%</b> Spain (not in Western Europe total)	<b>€45,200</b>	<b>9%</b> Middle East	<b>€71,801</b>
<b>15%</b> Asia	<b>€50,842</b>	<b>8%</b> USA & Canada	<b>€84,289</b>
<b>9%</b> Latin America	<b>€84,289</b>		

**Geographical Mobility**



## Resources

# How can the Career Services team help me?

The Full-Time Careers Services Team is highly accessible and provides unparalleled personalized attention throughout the career orientation and job search processes. It works closely with the world's top companies and organizes activities all year round to bring you the latest recruiting insights and market trends. The team is organized by regions and sectors, allowing our experts to efficiently share their proven experience in specialist areas.

As early as Welcome Week and throughout your MBA, we offer you the necessary resources to successfully implement the job search process. Our online Career Services portal has multiple online tools to effectively manage individual search strategies.

### Career Forums

Held in October and February, our Career Forums are a great opportunity for our MBA students to meet recruiters who are actively seeking out top talent for internships and full-time employment.



### Career Treks

Career Services run a number of themed treks throughout the year, including the Consulting and Finance Treks to London, and the Tech Trek to Dublin.

- **London Banking Trek:** Banco Santander, Bank of America Merrill Lynch, Credit Suisse, Barclays Investment Bank, Oliver Wyman, Morgan Stanley, American Express, Financial Services Authority (FSA) and Citi.
- **London Consulting Trek:** Roland Berger, McKinsey, Deloitte, Bearing Point, Oliver Wyman, PwC and Millward Brown Optimor.
- **Ireland Tech Trek:** Facebook, LinkedIn, Google, Oracle and Sales Force.



Our students

## Where are they now?

*I decided to do an MBA because I wanted to broaden the scope of my knowledge with a new challenge and an MBA would help me gain the skills needed to take me to the next level. The flexible format length at ESADE and the 15-month track was perfect for me because I didn't want to be out of the job market for a full two years, but I still wanted the chance to do an internship. I accomplished my main goal by spending my summer internship at Apple in California, working within the Operations department for 12 weeks. I am now working for Apple as Global Supply Manager and am sure this opportunity wouldn't have been possible had I not come to study at ESADE.*

**Margaret Robb (US)**  
Full Time MBA Class of 2013  
Global Supply Manager, Apple, California



*My one year and three months at ESADE were really productive and enriching. Not only because of my amazing experience at adidas Group, where I worked as an intern in the Global Operations & Strategy department, or because I was the Sports Business Club President, where we did a lot of completely different events and activities for the club members, but also because I met a lot of people from different parts of the world, worked with them and understood their culture and ways of working better. Choosing ESADE has been one of the best decisions I have ever made. I am now working as Area Manager for Europe and Russia for Mango branches, after having participated in their Young Talent Programme and am loving it!*

**Pere Rius (Spain)**  
Full Time MBA Class of 2013  
Area Manager, Europe & Russia, Mango



*For us at L'Oréal, and for companies like us, the possibility to put together different profiles in terms of academic background and professional experience is a unique opportunity. The MBA programme at ESADE is the first top MBA with core content focused on innovation and creativity, hugely benefiting the students. At L'Oréal, we consider entrepreneurial qualities to be the most important aspect we look for in candidates; in 2020, 50% of L'Oréal business will be managed and developed in emerging markets, so it is very important for us to meet people able to create innovative strategies for new consumers. Globally, ESADE MBA students are much more connected with companies and with innovation and entrepreneurship, qualities that companies are looking for across the board.*

**Alessia Diamandidis**  
Recruitment Director at L'Oréal



*We came specifically here to ESADE to look for students who would help us drive this change in business. We want young people with fresh ideas to come in and start having business conversations with our customers about how they can change the world.*

**Robert Karr**  
Sales Consulting Manager EMEA, SAP



*The students from ESADE don't have fear or the language barrier to start working with other people. They are very open to the world, they have already met many different cultures/nationalities and are used to working in international environments.*

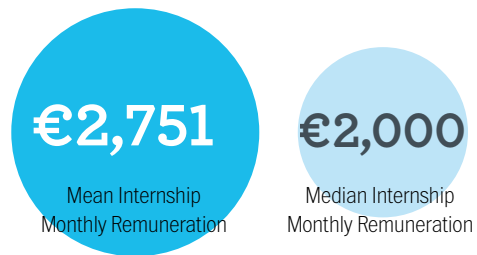
**Marie Eouzan**  
Recruitment Specialist, UNILEVER SPAIN



# Summer Internship Report

Internships are the perfect option for students looking to change career path or gain knowledge in a new area. The ESADE MBA offers all the tools to ensure our graduates have in-depth knowledge of all areas of business, making them more adaptable and capable of adding value across all sectors. Students who pursue the 15 or 18-month MBA programme have access to internships around the world, in a wide variety of industries, to put all their knowledge into practice and gain experience in the field.

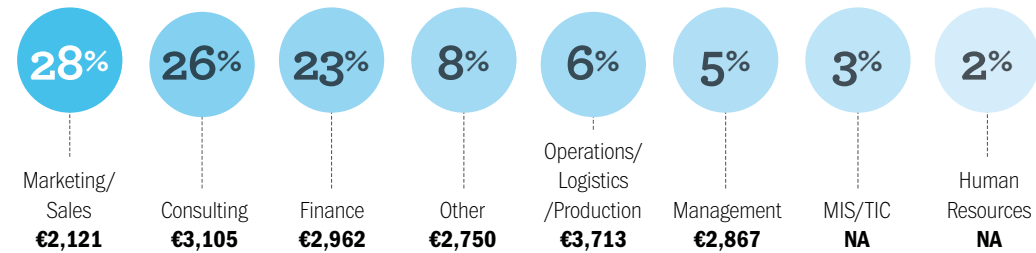
## Internship Monthly Remuneration



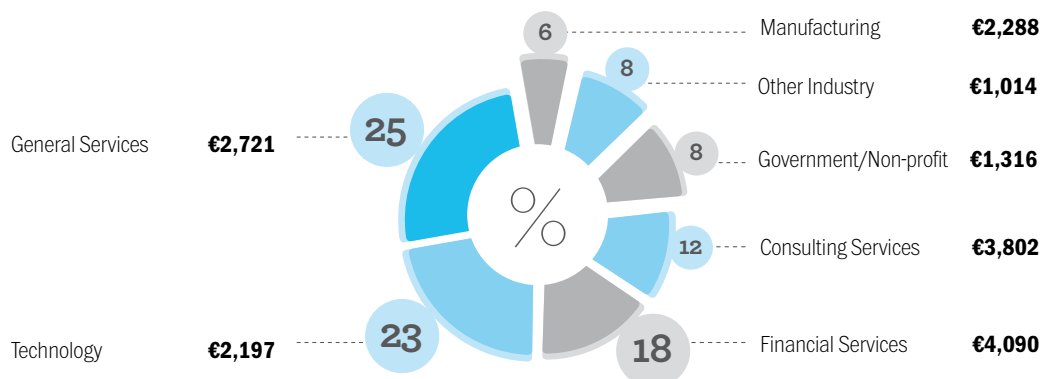
## Internships by Job Region

40%	Western Europe	€2,530
22%	Spain (not in Western Europe total)	€1,658
11%	Asia	€1,053
9%	Central & Eastern Europe	€5,576
8%	Latin America	€4,104
5%	North America	€5,113
5%	Africa	€1,241
0%	Middle East	NA
0%	Oceania	NA

## Internships by Function (Internships and Mean Salary)



## Internships by Industry (Internships and Mean Salary)



## Companies participating in ESADE events

- American Journal Experts
- 3anglecapital
- A.T.Kearney
- AB Biotics
- AB INBEV
- Abbot
- Academia Sinica
- accenture
- ADCO
- adidas
- Advantis Consultoria
- Gerencial
- Advisory and Merchant Partners AG
- Affiliated Computer Services
- AGUILAR Y SALAS
- airbnb
- Airbus
- AirCrewClub
- AKQA
- Akzo Nobel
- Alcatel
- Alcoa
- Alfa Consulting
- Almirall
- Altadis
- Altair
- Amazon
- Amazon Express
- Anheuser-Busch InBev
- apple
- AppStylus
- Areas Consultoria
- Ashoka
- Atheneum Partners
- Austria Telekom
- Axis Corporate
- B2W
- Bain & Co
- Banco Central
- Banco de Crédito
- Banco Mediolanum
- Banco Santander
- Bancoldex
- Bank of America Merrill Lynch
- Banorte
- Barclays Capital
- BASF
- Bayer Inhouse Consulting
- Beabloo
- Bearing Point
- Bertelsmann
- Bill & Melinda Gates Foundation
- Biossmann
- BNDES
- BNP PARIBAS
- Boehringer Ingelheim
- Booz & Co
- Bright Travel
- British Telecom
- Buenaventura Ingenieros
- C.W. Downer & Co
- Corporación Andina del Fomento
- Capgemini Consulting
- Capital Market Authority
- Capital One
- Carrots Consulting
- CEB
- Celsa Group
- Centerline Capital Group
- Citi
- Claro Partners
- ClearPeaks
- Clinton Health Access Initiative
- Cluster Consulting
- Coca Cola Femsa
- Cognicor Consulting
- Cognizant Business Consulting
- Comercial Química Massó
- Credit Suisse
- Danske Bank Corporate Finance
- Deloitte
- Delta Partners
- Desigual
- Deutsche Bank
- Deutsche Post DHL In House Consulting
- Deutsche Telekom AG
- Digital Chocolate
- Doctoralia
- DSM
- Dupont
- EBRD
- Eden Springs
- EDP Renováveis
- eDreams
- Eli Lilly
- EMC
- Emerson
- Endeavor Global
- Enertika
- E-pages
- Ernst & Young
- ESADE IIS- Momentum
- Project ESPN
- Esteve
- European Investment Bank
- Europraxis Consulting
- everis
- Fair Observer
- Faro Capital
- Fira de Barcelona
- Franke España
- Frigicoll
- Financial Services Authority
- FSG Consulting
- FTI Consulting
- Gas Natural
- Gawad Kalinga Center
- Ge Capital
- Geeni
- General Electric
- GetApp
- Globosat
- Glossybox
- Google
- Groupon
- GSK
- Hanwha's Korea Life
- Insurance
- HBO
- Helios Investment Partners
- Henkel
- Hewlett-Packard
- Hilti
- Hyundai
- IBM
- ICRC
- iDaccion
- IFC
- IMG Consulting
- IMS Consulting Group
- INCJ
- Incubio
- Infosys
- Innovit
- Intel
- Invertec
- Investment Banking & Trade Finance
- Jabong.com
- Johnson & Johnson
- JP Morgan
- Kimberly Clark
- King
- Kiva
- Klinik Hirslanden
- Kliniken Scmeider
- Knok
- KPMG
- LAN
- Latin Field
- Lidl
- Lincoln Laboratory
- L'Oréal
- Louis Vuitton
- M.C.B
- Manchester United
- Mango
- Mavi Jeans
- McKinsey & Co
- meadwestvaco
- Merck Sharp & Dohme de España
- MH Direct
- Microsoft
- Mola
- Morgan Stanley
- MVS
- Natura
- Nestlé
- Newgen Software
- NIKE
- Nomura
- Nortura
- Nostrum
- Novartis
- Novo Nordisk
- Nubera Ebusiness
- Oando Plc
- Octopus
- Parthenon Group
- Path
- Pearson Education
- Philips
- Pinebridge Investments
- PPG Ibérica
- Prosegur Corporate Presentation
- PVEP Venezuela
- PwC
- Rebate Networks
- RedBull
- Restalo
- Revel Consulting
- RHT Partners
- Rockett Internet
- Saica
- Samsung
- Sanofi-Aventis
- SAP
- Schoen Klinik
- Siemens Management Consulting
- Simon Kucher & Partners
- Sirve (Endeavour-Chile)
- SmartCity
- SmartDesign
- Solera
- Stanhomes
- Sugar Consulting
- SY Partners
- Syngenta
- Techdata
- Technoport
- Televisa Corporación
- Tenor Capital
- Terranum
- The Boston Consulting Group
- The Hackett Group
- The World Economic Forum
- TIM Brasil
- Tmura Insurance agency
- Tradebe
- TripAdvisor
- Triptrotting
- UniCarriers
- United Nations World Food Program
- Vestas
- Vistaprint
- Vodafone
- Volkswagen/Audi Corporate
- Votorantin
- Werfen Group
- Why Not Challenge
- WI Harper
- Wilhelm Egle GmbH
- Zaimella del Ecuador
- Zamzee



This report measures the number of students in employment, having already accepted offers, in comparison with those actively seeking employment on a fixed date.

Percentages include those who accepted employment prior to graduation and those who had signed an employment contract within exactly 3 months of this date.

All information here enclosed was offered voluntarily by the students themselves.

The information offered here is to provide you with as broad a picture of salary ranges as possible.

All amounts are quoted in Euros (€). All conversions are at the current exchange rate, though this does not reflect living expenses and typical wage scales abroad, in the case of students working abroad

(\*) For confidentiality reasons, we have not provided salary information for percentages lower than 5%. Percentages inferior to 5% will be shown as NO DATA.