



Rotman School of Management
UNIVERSITY OF TORONTO

EMPLOYMENT & SALARY REPORT

Full-Time MBA Employment and Summer Internship Statistics



Terence Fong, JD/MBA '14

Associate, Investment Banking
CIBC World Markets

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“ROTMAN IS ONE OF THE MOST INNOVATIVE PLAYERS IN MANAGEMENT EDUCATION IN THE WORLD.”

JOHN BYRNE,

Founder of *Bloomberg Businessweek* Business School Rankings, and Editor-in-Chief of *Poets & Quants*

“ROTMAN IS CHARTING THE FUTURE OF BUSINESS EDUCATION.”

DANIEL H. PINK,

#1 *New York Times* Business Bestselling author of *To Sell Is Human: The Surprising Truth about Moving Others*, *Drive: The Surprising Truth About What Motivates Us*, and *A Whole New Mind: Why Right Brainers Will Rule the Future*



WELCOME TO ROTMAN

The Rotman School of Management is the #1 business school in Canada, and is ranked among the global top 10 business schools for its faculty and research*. Rotman is a part of the University of Toronto, globally recognized as Canada's leading research university. The School is located in the heart of downtown Toronto, just steps away from North America's third-largest financial centre.

Rotman is home to the largest, brightest, and most diverse MBA program in Canada. In 2013, we welcomed an incoming class of 350 Full-Time MBA students with an average GMAT score of 674 from 33 countries. Over the past 15 years, we have quadrupled our endowment, and tripled our physical footprint, our faculty, and our student body. In 2012, we opened a state-of-the-art \$93-million building that more than doubles the School's available research, teaching and study space to train the next generation of business leaders for Canada and the world.

Rotman is *the* destination in Canada for global firms seeking to hire top MBA talent. Our record of growth and achievement attracts world-class companies like McKinsey, Morgan Stanley, P&G, IDEO, Microsoft, and Johnson & Johnson to regularly recruit at the School, knowing that Rotman will provide the range of skills, experience, and raw talent they need.

* The Financial Times Global MBA rankings, 2014

WHERE WE STAND

THE FINANCIAL TIMES RANKS ROTMAN (2014)

#1 BUSINESS SCHOOL IN CANADA

#9 IN THE WORLD FOR FACULTY RESEARCH

BLOOMBERG BUSINESSWEEK RANKS ROTMAN (2012)

#1 FOR INTELLECTUAL CAPITAL

NEWSWEEK RANKS THE UNIVERSITY OF TORONTO (2012)

**#3 UNIVERSITY OUTSIDE THE U.S.,
AFTER CAMBRIDGE AND OXFORD**



View of the Toronto skyline from the Rotman building. The financial district – Canada's business centre – is just minutes away from the School.

DIRECTOR'S MESSAGE

I am pleased to share with you the Employment & Salary report for the Rotman Full-Time MBA classes of 2013 and 2014. As the #1 ranked business school in Canada, you will see that Rotman has maintained its strong position in the areas of Finance and Consulting, while growing interest abounds from both employers and students in CPG/Retail, Technology/Telecom and Healthcare/Pharma as well. This is not surprising to see, given the diverse backgrounds of our class coming from geographic locations around the world, as well as industry backgrounds from finance, engineering, health, technology, CPG, oil and gas, and more.

It also gives me great pleasure to note the success Class of 2014 had in securing summer internships, with 90% of students employed, with an increase in class size to 310 students, up from 265 the year prior. As we look forward to the future and another spike in class size (350 in the class of 2015), we are confident in a steady stream of top talent arriving at Rotman.

With a Career Centre staff focused on student career development and employer partnerships, we have grown to 18 members to serve the size of the incoming class and address the growing size and needs of our recruiters. As an example, Rotman is the only school to have successfully placed 4 students for the coveted Target internships this summer. New companies recruiting on campus include Lululemon Athletica, Salesforce.com, Eli Lilly, Hudson's Bay Company, Suncor, and Shell.

Whether you are a prospective student, or a future employer, I hope you will join us for an exciting future ahead!

Leigh Gauthier

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



The Rotman CAREER CENTRE

“MY ROTMAN EXPERIENCE HAS **ENABLED ME TO SUCCEED AT A MORE SENIOR LEVEL, IN A BROADER RANGE OF SCENARIOS, AND ACROSS MULTIPLE INDUSTRIES, FUNCTIONS, AND GEOGRAPHIES.**”



Pedro Capitaó, MBA '13
FULL-TIME POSITION:
Manager Business Architecture, RBC
MBA INTERNSHIP:
Marketing Intern, Four Seasons
PREVIOUS EXPERIENCE:
Strategic Planning Associate, Sonae, Portugal

Located in the heart of downtown Toronto, just blocks from Canada's business and financial centre, the Rotman School is ideally positioned to help students connect with top employers.

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.**

CAREER DISCOVERY WEEK

Every Rotman MBA student participates in a dedicated week designed to help students define their professional goals and develop their career vision. Company representatives and Rotman alumni are invited as industry speakers and panelists to share their insights and deepen the understanding of the career paths open for Rotman MBA graduates. Throughout the week, students hone their job search and interview skills through a series of career workshops and events.

SAMPLE MBA CAREER EDUCATION WORKSHOPS

Effective Presentations
Personal Branding
Developing Your Online Presence
Cover Letter Working Session
Creating a Winning Résumé
How to Ace Your Interview
Networking For Success
Real-Time Problem Solving for Case Interview
Financial Modelling for Interviews
Sell-Side/Buy-Side Prep

THE CAREER CENTRE IN NUMBERS

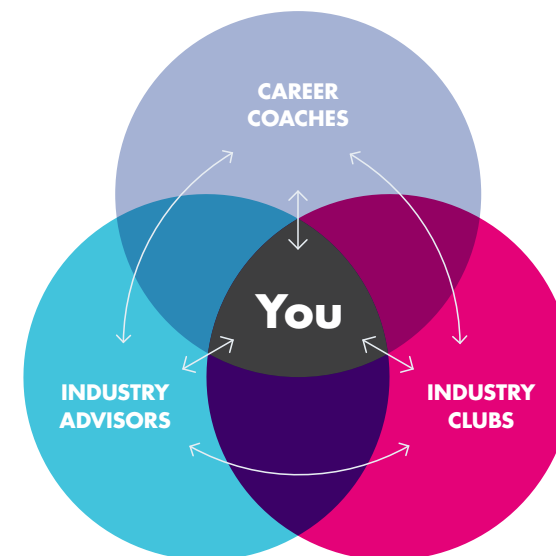


PERSONALIZED APPROACH: THE ROTMAN CAREER CENTRE HAS INVESTED IN BUILDING ONE OF THE LARGEST MBA CAREER TEAMS IN BUSINESS EDUCATION

100+ CORPORATE INFORMATION SESSIONS AT ROTMAN IN 2012/2013

100+ CAREER EDUCATION EVENTS HELD BY THE CAREER CENTRE IN 2012/2013

YOUR PARTNERSHIP WITH THE CAREER CENTRE



Industry Advisors

- There are five industry advisors, each dedicated to a specific industry and set of companies.
- Their primary task is to expand the range of job opportunities available to you by nurturing relationships with existing recruiters and developing new partnerships.
- They enhance your career education by sharing the latest industry knowledge and company intelligence with career coaches and clubs.

Career Coaches

- Your career coach is assigned to you as soon as you begin your MBA and works closely with you throughout your Rotman experience.
- Your coach will help you define your professional goals and create a plan to achieve them through one-on-one coaching sessions and ongoing group workshops.
- As a Rotman graduate, you will have access to career services as MBA alumni.

Industry Clubs

- Rotman's student-run clubs play a key role in your career exploration by providing you with rich opportunities for industry exposure and interview preparation.
- Each industry club organizes an extensive schedule of networking events, high-profile case competitions, and special guest speakers.
- Clubs work in partnership with the Career Centre to connect employers directly with students and exclusive opportunities only available to Rotman MBAs.

MBA Class of 2013

FULL-TIME EMPLOYMENT

CLASS PROFILE

FULL-TIME MBA CLASS OF 2013

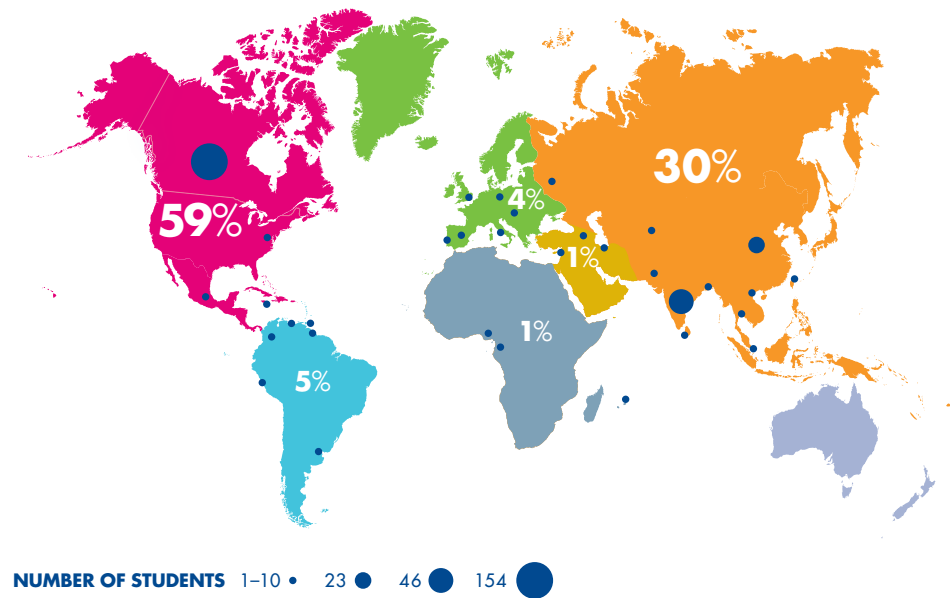
265 STUDENTS

AVERAGE AGE
28 28% 

AVERAGE YEARS OF WORK EXPERIENCE
4 72% 

AVERAGE GMAT SCORE
661

GEOGRAPHIC REPRESENTATION



ACADEMIC BACKGROUND

ENGINEERING
BUSINESS/COMMERCE
ECONOMICS
MATH/COMPUTER SCIENCE
LIFE SCIENCES
LAW
SOCIAL SCIENCES/HUMANITIES
PHYSICAL SCIENCES

INDUSTRY BACKGROUND



FULL-TIME EMPLOYMENT STATISTICS

FULL-TIME EMPLOYMENT SALARIES

Mean Base Salary \$91,282
Median Base Salary \$82,500
Salary data based on information from 91% of employed students

Mean Signing Bonus \$13,352
Median Signing Bonus \$10,000
Signing Bonus Range \$2,500 – \$50,000

26% of employed students who reported salary information received signing bonuses

Mean Other Compensation \$20,032
Median Other Compensation \$11,500

13% of employed students who reported salary information received other guaranteed compensation

FULL-TIME EMPLOYMENT RATES

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

76% of Full-Time MBA students seeking employment were employed within three months of graduation.

Statistics are based on 100% of the Full-Time MBA Class of 2013. 91% of students reported seeking full-time employment.

For information on how this data is gathered, please see How to Interpret Our Statistics on page 36.

FULL-TIME EMPLOYMENT AND SALARIES BY INDUSTRY

Industry	% of Total Employed	Mean	Median	Range
Financial Services	48	\$84,196	\$80,000	\$30,000 – \$180,000
Consulting	21	\$105,353	\$95,500	\$55,000 – \$150,000
Consumer Goods & Retail	4	\$67,500	\$77,500	\$20,000 – \$87,000
Energy & Natural Resources	4	\$93,950	\$85,000	\$73,000 – \$115,300
Pharma/Healthcare/Biotech*	4	–	\$82,000	–
Real Estate	1	\$71,800	\$71,800	\$60,000 – \$83,600
Technology/Telecom	6	\$80,778	\$80,000	\$70,000 – \$96,000
Legal Services	7	\$91,773	\$75,000	\$74,500 – \$165,000
Other†	5	\$64,000	\$68,000	\$44,000 – \$85,000

† Includes Not for Profit, Government, Media, Hospitality, Manufacturing

FULL-TIME EMPLOYMENT AND SALARIES BY FUNCTION

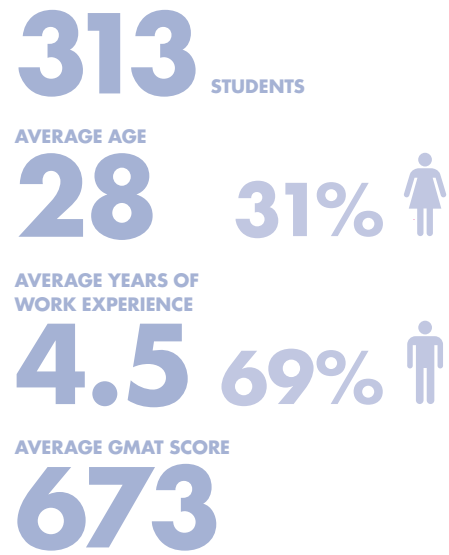
Industry	% of Total Employed	Mean	Median	Range
Strategy/Consulting	25	\$100,650	\$90,000	\$55,000 – \$150,000
Finance	47	\$84,227	\$82,000	\$30,000 – \$180,000
Asset Management	3	\$89,250	\$88,500	\$80,000 – \$100,000
Commercial and Corporate Banking	3	\$88,000	\$90,000	\$60,000 – \$120,000
Corporate Finance	5	\$86,607	\$82,000	\$72,000 – \$115,000
Risk Management	5	\$74,222	\$74,000	\$63,000 – \$85,000
Rotational Programs	8	\$81,429	\$80,000	\$75,000 – \$100,000
Wholesale/Capital Markets	16	\$94,364	\$95,000	\$44,731 – \$180,000
Other	7	\$75,714	\$80,000	\$30,000 – \$100,000
Marketing/Sales/Business Development	8	\$81,850	\$80,000	\$75,000 – \$96,000
Operations	5	\$65,371	\$75,000	\$20,000 – \$90,000
Technology	1	\$83,000	\$83,000	\$76,000 – \$90,000
Legal	7	\$91,773	\$75,000	\$74,500 – \$165,000
Human Resources	1	\$58,000	\$58,000	\$51,000 – \$65,000
Other†*	6	–	–	–

† Includes Business Analyst, R&D, Undisclosed

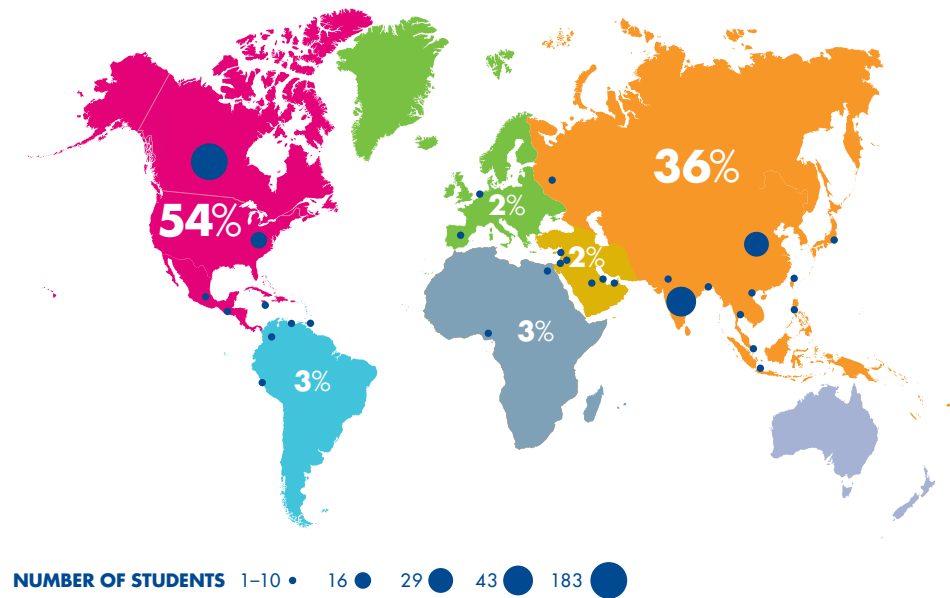
* For the purpose of confidentiality, salaries are not reported when there are less than three data points, or the number of data points is less than one percent of the reporting population, or when all of the salaries in the category are equal, or when a salary outlier in a range may not protect anonymity.

CLASS PROFILE

FULL-TIME MBA CLASS OF 2014



GEOGRAPHIC REPRESENTATION



ACADEMIC BACKGROUND

ENGINEERING
BUSINESS/COMMERCE
LIFE SCIENCES
SOCIAL SCIENCES/HUMANITIES
LAW
ECONOMICS
MATH/COMPUTER SCIENCE
PHYSICAL SCIENCES

INDUSTRY BACKGROUND




SUMMER INTERNSHIP EMPLOYMENT STATISTICS

INTERNSHIP SALARIES

Mean Monthly Salary	\$5,028
Median Monthly Salary	\$4,963
Monthly Salary Range	\$1,000 – \$12,500
71% of employed students provided salary information	

CAREER INSIGHT

“Internships are your opportunity to develop new skills you can leverage to get one step closer to your post-MBA career goal. Meet with your career coach early to determine your strategy for landing a summer internship.”



Cindy Chong
 Assistant Director, Career Services
 Former Human Resources Consultant for Mackenzie Investments

For information on how this data is gathered, please see How to Interpret Our Statistics on page 36.

INTERNSHIPS AND MONTHLY SALARIES BY INDUSTRY

Industry	% of Total Employed	Mean	Median	Range
Financial Services	41	\$5,552	\$5,417	\$1,500 – \$10,901
Consulting	10	\$7,538	\$6,458	\$3,000 – \$12,500
Consumer Products & Retail	8	\$4,498	\$4,250	\$2,000 – \$7,000
Energy & Natural Resources	3	\$5,310	\$5,060	\$4,500 – \$6,500
Pharma/Healthcare/Biotech	9	\$3,879	\$3,900	\$2,000 – \$6,720
Real Estate	1	\$4,700	\$4,700	\$2,400 – \$7,000
Technology/Telecom	6	\$4,204	\$4,800	\$1,500 – \$6,333
Legal Services	3	\$5,313	\$6,283	\$3,500 – \$7,000
Other †	19	\$4,258	\$3,800	\$1,000 – \$10,000

† Includes Not for Profit, Government, Media, Hospitality, Manufacturing

INTERNSHIPS AND MONTHLY SALARIES BY FUNCTION

Industry	% of Total Employed	Mean	Median	Range
Strategy/Consulting	19	\$6,236	\$6,000	\$2,000 – \$12,500
Finance	42	\$5,328	\$4,927	\$1,920 – \$10,901
Asset Management	5	\$5,491	\$4,320	\$2,500 – \$10,901
Commercial and Corporate Banking	5	\$5,360	\$4,500	\$3,500 – \$10,000
Corporate Finance	7	\$4,867	\$4,417	\$3,000 – \$7,000
Risk Management	5	\$5,454	\$5,417	\$4,333 – \$7,200
Rotational Programs	4	\$5,456	\$5,833	\$4,000 – \$5,900
Wholesale/Capital Markets	14	\$6,769	\$6,667	\$5,000 – \$8,500
Other	2	\$3,901	\$3,333	\$1,920 – \$6,250
Marketing/Sales/Business Development	22	\$4,094	\$4,160	\$1,500 – \$6,720
Operations	5	\$3,048	\$2,700	\$1,000 – \$6,000
Technology*	1	–	–	–
Legal	2	\$5,767	\$6,283	\$3,500 – \$7,000
Other	9	\$4,362	\$4,000	\$2,000 – \$8,000

† Includes Business Analyst, R&D, Undisclosed

* For the purpose of confidentiality, salaries are not reported when there are less than three data points, or the number of data points is less than one percent of the reporting population, or when all of the salaries in the category are equal, or when a salary outlier in a range may not protect anonymity.

“WHEN YOU START NETWORKING WITH EMPLOYERS, THE FACT THAT YOU’RE A ROTMAN STUDENT IS INCREDIBLY POWERFUL. IT SIGNALS THAT YOU’RE SOMEONE TO BE TAKEN SERIOUSLY.”

Shehbaz Badesha, MBA '13

FULL-TIME POSITION:
Senior Consultant, Deloitte

MBA INTERNSHIP:
Consultant, Nexus Consulting Group,
Management Consulting for Non-Profits

PREVIOUS EXPERIENCE:
Senior Technology Consultant,
Tata Consultancy Services, Mumbai, India

Helping to bring the world into the classroom, Rotman attracts one of the most international student bodies and faculties of any North American business school. We offer a range of services — from academic orientation to professional development — designed for students who are new to Canada.

RESOURCES FOR INTERNATIONAL STUDENTS

International Student Orientation

Before the month-long MBA Pre-Program begins, a customized orientation week introduces international MBA students to their new academic, professional, and social environment.

Accent Management Program

The Accent Management Program has been established to provide students with the opportunity to work with a professional Speech Language Pathologist to help them compete most effectively in a North American business environment. Exercises and activities are offered to enhance clarity of speech in a safe and constructive environment.

Seminars and Immigration Advising

We offer a number of seminars for international students on how to get off-campus work permits, post grad work permits, spousal and partner work permits, and US visas. The University of Toronto offers a wealth of resources and advising for those who are new to Toronto and Canada.



WORK IN CANADA

AFTER GRADUATION, INTERNATIONAL STUDENTS ARE ELIGIBLE FOR A 3-YEAR CANADIAN WORK PERMIT

This is a major advantage that the Rotman Full-Time MBA has over one-year programs and business schools in the US and other countries.



FINANCE YOUR ROTMAN MBA

STUDENT LOANS AVAILABLE WITHOUT A CANADIAN CO-SIGNER

Rotman is one of the few Canadian business schools where international students may apply for student loans that do not require a Canadian co-signer. Through our Professional Student Loan Plans and the Rotman Interest Subsidy Program, we provide a subsidy for the interest on student loans while students study. For international students, lower loan limits and additional restrictions may apply.

More information for international applicants is available at www.rotman.utoronto.ca/InternationalApplicants

FINANCE at Rotman

“ROTMAN’S STRONG ALLIANCE WITH CANADA’S FINANCIAL INDUSTRY MADE ACCESS TO SENIOR LEADERS, ALUMNI, AND RECRUITERS VERY EASY. I WAS GIVEN THE OPPORTUNITY TO SHOWCASE MY SKILLS AND FIT TO THE RIGHT PEOPLE, WHICH GREATLY CONTRIBUTED TO MY JOB OFFER AT RBC.” – Micheala Garfield, MBA ’13



Gaurav Kapoor, MBA '13

FULL-TIME POSITION:
Graduate Leadership Program,
RBC Financial Group

MBA INTERNSHIP:
Summer Associate, Investment Banking,
RBC Capital Markets

PREVIOUS EXPERIENCE:
Senior Manager,
WNS Global Services, New Delhi

Micheala Garfield, MBA '13

FULL-TIME POSITION:
Canadian Banking Leadership Associate,
RBC Financial Group

MBA INTERNSHIP:
Consultant,
Nexus Consulting Group

PREVIOUS EXPERIENCE:
Marketing Specialist,
Plan International Canada

Arjun Tuteja, MBA '14

MBA INTERNSHIP:
Global Markets Program
Summer Intern, Sales and Trading,
RBC Capital Markets

PREVIOUS EXPERIENCE:
Analyst, Forex Research,
Futures First

Rotman is the ideal place to invest in your finance career. The *Financial Times* ranks Rotman as one of the top ten schools for finance in the world. Our faculty — including renowned finance experts like Professor John Hull — are also ranked top ten in the world for their research. Add to that our world-class training facilities like the Financial Research and Trading Lab and our central location in the heart of downtown Toronto, just blocks away from the financial district, and you have the ideal place to launch and accelerate your career as a finance professional.

CAREER INSIGHT

“With a Rotman MBA, you’ll have the attention of top companies. It’s what you do outside your academic experience that sets you apart. Get involved in clubs, participate in case competitions, and take full advantage of the Career Centre.”



Karen Jackson-Cox
Associate Director, Business Development &
Client Relations
Former Director, Diversity and Campus
Recruitment Programs, CIBC

THE FINANCIAL TIMES RANKS ROTMAN

TOP 10 IN THE WORLD FOR FINANCE (JANUARY 2014)

2,750+ ROTMAN ALUMNI WORK IN FINANCIAL SERVICES

A+ ACADEMICS

MBA MAJORS

Funds Management
Investment Banking
Risk Management and Financial Engineering

RESEARCH INSTITUTES

Rotman Centre for Finance
Capital Markets Institute
International Centre for Pension Management

OTHER ACADEMIC OPPORTUNITIES

The Rotman Interactive Trader platform in the state-of-the-art Financial Research and Trading Lab simulates real-world trading conditions.

42 FACULTY IN THE FINANCE AREA

19 FINANCE ELECTIVE COURSES TO CHOOSE FROM IN SECOND YEAR

3 FINANCE EXECUTIVES-IN-RESIDENCE:

Elisabetta Bigsby,
Former Group Head,
HR & Transformation,
RBC Financial Group

Edward Kernaghan,
President,
Principia Research Inc.

Rose M. Patten,
Special Advisor to the
President and CEO,
BMO Financial Group

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUBS

Rotman Finance Association (RFA)
Rotman Asset Management Association (RAMA)
Rotman Risk Management Association (RRMA)

5 CASE COMPETITIONS

10 GUEST SPEAKERS

1 INDUSTRY NIGHT

1 CAREER TREK (NEW YORK CITY)

PLUS A REGULAR SCHEDULE OF CAREER EDUCATION AND RECRUITMENT PREPARATION SESSIONS

585 MEMBERS
MAKE THE RFA
ROTMAN’S LARGEST INDUSTRY CLUB

150 ROTMAN ALUMNI FROM 40 DIFFERENT FINANCIAL SERVICES COMPANIES ATTENDED THE RFA’S ANNUAL INDUSTRY NIGHT

EMPLOYERS

A SELECTION OF FINANCIAL SERVICES EMPLOYERS THAT HIRED ROTMAN MBA GRADUATES IN THE LAST 2 YEARS



CONSULTING at Rotman

“THE ROTMAN MBA IS A SIGNAL TO EMPLOYERS THAT YOU ARE A TOP QUALITY CANDIDATE, EVEN IF YOU COME FROM A NON-TRADITIONAL BACKGROUND LIKE I DID.”

– Andrew Segal, MBA '13

Andrew Segal, MBA '13

FULL-TIME POSITION:
Consultant,
Boston Consulting Group (BCG)

MBA INTERNSHIP:
Summer Consultant,
Boston Consulting Group (BCG)

PREVIOUS EXPERIENCE:
Senior Producer, Sun Media

Anton Blagov, MBA '13

FULL-TIME POSITION:
Consultant,
Boston Consulting Group (BCG)

MBA INTERNSHIP:
Summer Consultant,
SECOR-KPMG

PREVIOUS EXPERIENCE:
Professional Poker Player

Elton Law, MBA '13

FULL-TIME POSITION:
Consultant,
Boston Consulting Group (BCG)

MBA INTERNSHIP:
Summer Associate,
Acasta Capital

PREVIOUS EXPERIENCE:
Associate, ZS Associates



The best consultants combine sheer intellectual horsepower with natural people skills. At Rotman, you'll take full advantage of the academic and industry expertise of our strategic management faculty, while developing the unique set of quantitative and qualitative tools you'll need to thrive in your consulting career. Outside of the classroom, you'll hone your consulting skills through a busy calendar of case competitions, interview prep, and industry networking activities organized by the Rotman Career Centre and the Management Consulting Association.

CAREER INSIGHT

“If you want to land your dream consulting job, start networking from the start of first year, get plenty of case practice, and stay up-to-date on industry trends. The Career Centre and the Management Consulting Association partner to help you excel at all three.”



Erin Miller
Associate Director, Career Education
& Coaching
Former Head of Deloitte's National Campus
Recruitment Team

**34 CONSULTING FIRMS
POSTED JOB OPPORTUNITIES AT ROTMAN IN 2013**

1,500+ ROTMAN ALUMNI WORK IN CONSULTING

A+ ACADEMICS

MBA MAJORS

Consulting
Global Management
Leadership and Change Management

SELECTED COURSES

Management Consulting
Corporate Strategy
Strategic Change and Implementation
Case Analysis and Presentation
Not-for-Profit Consulting

32 FACULTY IN THE STRATEGIC MANAGEMENT AREA

28 STRATEGIC MANAGEMENT ELECTIVE COURSES TO CHOOSE FROM IN SECOND YEAR

1 CONSULTANT-IN-RESIDENCE:

Scott Rutherford,
Former Strategy Consultant,
McKinsey & Company

Scott prepares Rotman MBAs
for consulting careers through
his consulting workshop series.

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUB

Rotman Management Consulting Association (MCA)

25 EVENTS, INCLUDING CASE AND INTERVIEW PREPARATION, AND GUEST SPEAKERS

2 CASE COMPETITIONS

537 MEMBERS

MAKE THE MCA
ROTMAN'S SECOND-LARGEST CLUB

100+ ROTMAN ALUMNI ATTENDED
MCA NETWORKING EVENTS IN 2013

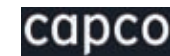
48 TEAMS AND 196 INDIVIDUALS COMPETED IN THE MCA'S
McKINSEY-SPONSORED CASE COMPETITION

EMPLOYERS

A SELECTION OF CONSULTING EMPLOYERS THAT HIRED ROTMAN MBA GRADUATES IN THE LAST 2 YEARS



BAIN & COMPANY



ATKearney

Deloitte.



accenture

McKinsey&Company

SATOV

BCG

THE BOSTON CONSULTING GROUP

TECHNOLOGY at Rotman

"I CHOSE ROTMAN TO OPEN NEW DOORS FOR MY CAREER. I KNEW I'D MADE THE RIGHT CHOICE WHEN THE CAREER CENTRE OFFERED ME EXCLUSIVE ACCESS TO AN INVITATION-ONLY RECRUITING EVENT AT SALESFORCE.COM."



Derek Chen, MBA '13
 FULL-TIME POSITION:
 Enterprise Business Representative,
 Salesforce.com
 MBA INTERNSHIP:
 Strategic Marketing Consultant,
 Volo Strategy Group
 PREVIOUS EXPERIENCE:
 Marketing Applications Engineer,
 Amphenol Canada Corp.

A growing number of Rotman MBAs are bringing their management expertise to the technology sector after graduation. Gear your degree towards a technology career through student clubs like the Business Technology Group, and elective courses like Commercializing Technological Innovations and Corporate e-Business Strategies. When you start your job search, you will have access to employers like Google, Microsoft, and Salesforce.com, among other leading technology firms.

CAREER INSIGHT

"Combining a technical background with business know-how makes you highly desirable in the tech sector. During your MBA, focus your academic and extra-curricular energy on building your ability to understand the life-cycle of product development, lead large scale projects and make innovative business decisions."



Beti Ivanov
 Assistant Director, Careers
 Former Recruitment Consultant,
 Rogers Communications

11,500+ INFORMATION AND COMMUNICATIONS TECHNOLOGY COMPANIES OPERATE IN THE TORONTO METROPOLITAN AREA

84% OF TECH COMPANIES PLANNED TO HIRE MBA GRADUATES IN 2013 (INCREASED FROM 82% IN 2012)

Source: Graduate Management Admissions Council 2013 Corporate Recruiters Survey

A+ ACADEMICS

SELECTED COURSES

Technology Strategy
 Commercializing Technological Innovations
 Corporate e-Business Strategies
 Marketing Using Information Technology
 Economics of Innovation and Intellectual Property
 Network and Digital Market Strategy

COMBINED DEGREE

Jeffrey Skoll BAsc/MBA

#1 RANKED ENGINEERING AND TECHNOLOGY UNIVERSITY IN CANADA
 Source: 2013-2014 Times Higher Education Ranking

#11 RANKED UNIVERSITY IN THE WORLD FOR COMPUTER SCIENCE
 Source: 2013 Shanghai Jiao Tong Academic Ranking of World Universities

1 TECHNOLOGY EXECUTIVE-IN-RESIDENCE:

Larry Baldachin,
 Senior Vice-President,
 Business Segment,
 Rogers Communications

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUBS

Rotman Business Technology Group (BTG)
 Rotman Engineers in Management (EIM)

1:1 RATIO OF STUDENTS TO INDUSTRY PROFESSIONALS AT THE BUSINESS TECHNOLOGY GROUP'S ANNUAL INDUSTRY NIGHT

38 INFORMATION AND COMMUNICATIONS TECHNOLOGY FIRMS POSTED JOB OPPORTUNITIES AT ROTMAN IN 2013

90+ MBA STUDENTS ARE INVOLVED IN THE BTG CLUB

2 OF THE WORLD'S BIGGEST SOCIAL NETWORKING SITES — LINKEDIN AND FACEBOOK — HAVE ESTABLISHED THEIR CANADIAN HEAD OFFICES IN TORONTO, AND GOOGLE OPENED ITS TORONTO OFFICE IN LATE 2012

EMPLOYERS

A SELECTION OF TECHNOLOGY EMPLOYERS THAT HIRED ROTMAN MBA GRADUATES IN THE LAST 2 YEARS



HEALTHCARE at Rotman

“ROTMAN HAS GIVEN ME A NEW WAY TO THINK ABOUT CREATIVE PROBLEM-SOLVING AND COLLABORATION. THAT’S A TREMENDOUS COMPETITIVE ADVANTAGE FOR MY PURSUIT OF A SENIOR MANAGEMENT POSITION IN THE HEALTHCARE INDUSTRY.”



Anita Tang, MBA '14

MBA INTERNSHIP:
Program Coordinator, Office of Strategic Projects,
University Health Network (UHN)

PREVIOUS EXPERIENCE:
Assistant Consultant, Health and Pharmaceuticals,
Hill+Knowlton Strategies Canada

Healthcare is a huge and growing sector with unique management challenges. Thanks to its proximity to the University Health Network — a group of four teaching hospitals with an annual research budget of \$150 million — and its academic strengths in health sector strategy, Rotman is an exciting place for anyone eager to build a career in this vital field. Students can pursue a major in Health Sector Management, and participate in the Rotman Healthcare Management Association, which doubled its membership this year. Networking events and info sessions with organizations like Johnson & Johnson and University Health Network offer further opportunities for those pursuing rewarding careers in the field.

CAREER INSIGHT

“If you decide the health sector is where you want to make a contribution post MBA, know that you won’t regret it. To get there, make and show the commitment through the courses you choose, the extracurricular activities you pursue, and the positions you seek during the year and in the summer. These will make you distinct.”



Brian Golden
Sandra Rotman Chair in Health Sector Strategy
at the University of Toronto and The University
Health Network

10 MINUTE WALK TO THE MaRS DISCOVERY DISTRICT
MaRS (Medical and Related Sciences) brings together the best-in-class scientific and business communities to facilitate commercialization.

89% OF HEALTHCARE AND PHARMA ORGANIZATIONS PLANNED TO HIRE MBA GRADS IN 2013 (12% INCREASE FROM 2012)

Source: Graduate Management Admissions Council 2013 Corporate Recruiters Survey

A+ ACADEMICS

MBA MAJOR
Health Sector Management

RESEARCH INSTITUTE
Centre for Health Sector Strategy

SELECTED COURSES
Health Sector Strategy and Organization
Healthcare Consulting
Healthcare Topics in Transformation
Pharmaceutical Strategy
Health Policy and Health Care Markets

20 FACULTY WITH EXPERIENCE AND RESEARCH INTERESTS IN THE HEALTH SECTOR

19 HEALTHCARE MANAGEMENT COURSES AVAILABLE AT ROTMAN AND THE UNIVERSITY OF TORONTO

1 EXECUTIVE-IN-RESIDENCE FOR HEALTH AND LIFE SCIENCE STRATEGY:
Debbie Fischer,
Executive Vice-President,
Strategy and Organizational Development,
Mount Sinai Hospital

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUB
Rotman Healthcare Management
Association (HMA)

12 EVENTS

1 CASE COMPETITION

2 INDUSTRY NIGHTS

INDUSTRY NIGHTS FEATURED A BROAD RANGE OF EMPLOYERS, INCLUDING PHARMACEUTICAL FIRMS, HOSPITALS, NON-PROFITS, RETAILERS, CONGLOMERATES, GOVERNMENT, CONSULTING AND RESEARCH FIRMS

74 MEMBERS
IN THE HEALTHCARE MANAGEMENT ASSOCIATION

15 TEAMS TOOK PART IN THE ROTMAN/JOHNSON & JOHNSON HEALTH SYSTEMS CASE COMPETITION

EMPLOYERS

A SELECTION OF HEALTHCARE EMPLOYERS THAT HIRED ROTMAN MBA GRADUATES IN THE LAST 2 YEARS



CONSUMER GOODS & RETAIL

at Rotman

“AS A CAREER CHANGE, I WANTED TO LAND A POSITION IN RETAIL STRATEGY. MY INTERNSHIP GAVE ME THE OPPORTUNITY TO PUT MY KNOWLEDGE INTO PRACTICE WITH REAL-WORLD APPLICABILITY AND PROVE MYSELF BEFORE ACCEPTING A FULL-TIME POSITION WITH TARGET.”

– Rosslyn Barbuzzi, MBA '14



Ray Pan, MBA '14

FULL-TIME POSITION:
Buyer, Target Canada

MBA INTERNSHIP:
MBA Buyer Intern, Target Canada

PREVIOUS EXPERIENCE:
Senior Consultant, Deloitte

Rosslyn Barbuzzi, MBA '14

FULL-TIME POSITION:
Buyer, Target Canada

MBA INTERNSHIP:
MBA Buyer Intern, Target Canada

PREVIOUS EXPERIENCE:
Operations Professional, Tiffany & Co.

Nicolas Petrer, MBA '14

FULL-TIME POSITION:
Associate, AT Kearney

MBA INTERNSHIP:
MBA Buyer Intern, Target Canada

PREVIOUS EXPERIENCE:
Regional Director, Trade Secrets Ontario Ltd.

Jin Ryu, MBA '14

FULL-TIME POSITION:
Buyer, Target Canada

MBA INTERNSHIP:
MBA Buyer Intern, Target Canada

PREVIOUS EXPERIENCE:
Founder and Owner, White Crow (fashion retail store)

Marketing managers rarely work in isolation. They collaborate with experts in everything from strategy to supply chain management to package design. The core curriculum at Rotman gives you a strong foundation in all the business functions that you will encounter in your marketing or brand management career. Choose the Brand Management major to become an effective marketer in a wide range of fields, including consumer markets, business to business, financial services, technology, healthcare, and the not-for-profit sector.

CAREER INSIGHT

“CPG & Retail are incredibly dynamic industries. Rotman’s unique curriculum blends creative problem-solving frameworks with rigorous data analysis techniques to provide students with the tools and skills they need to immediately impact business and lead it towards long-term success.”



James Kisyk
Assistant Director, Careers
Former roles include various recruitment roles serving Canadian Tire, GE Healthcare, Microsoft Canada

34 CONSUMER GOODS & RETAIL COMPANIES POSTED JOB OPPORTUNITIES AT ROTMAN IN 2013

400+ ROTMAN ALUMNI WORK IN CONSUMER GOODS

A+ ACADEMICS

MBA MAJOR
Brand Management

RESEARCH INSTITUTE
Rotman Behavioural Research Laboratory

SELECTED COURSES
Marketing Strategy
Consumer Behaviour
Marketing Analysis and Decision Making
Data Driven Marketing
Branding
Behavioural Economics

22 FACULTY IN THE MARKETING AREA

16 MARKETING ELECTIVE COURSES TO CHOOSE FROM IN SECOND YEAR

2 CONSUMER GOODS EXECUTIVES-IN-RESIDENCE:

Delaine Hampton,
Former Director of
Consumer and Market Knowledge,
Procter & Gamble Global

Aubrey Sugar,
Former President and Chairman,
A&A Jewellers Ltd.

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUB
Rotman Marketing Association (RMA)

THE RMA INDUSTRY NIGHT FEATURES MARKETING PROFESSIONALS FROM A BROAD RANGE OF INDUSTRIES, INCLUDING CONSUMER GOODS, RETAIL, TECHNOLOGY, AND FINANCE.

5 PANELISTS FROM WALMART, BMO, TRIBAL DDB, AND MICROSOFT DURING RMA INDUSTRY NIGHT IN 2013

162 MEMBERS IN THE RMA IN 2013

1 MARKETING CASE COMPETITION

60 STUDENTS PARTICIPATED IN THE 2013 MARKETING CASE COMPETITION WITH LABATT

EMPLOYERS

A SELECTION OF CONSUMER GOODS & RETAIL EMPLOYERS THAT HIRED ROTMAN MBA GRADUATES IN THE LAST 2 YEARS



“COMING FROM A CONSULTING BACKGROUND, I ASSUMED I WOULD RETURN TO THE INDUSTRY AFTER GRADUATION. ROTMAN OPENED UP A WHOLE RANGE OF UNEXPECTED POSSIBILITIES FOR MY CAREER, AND MY INTERNSHIP GAVE ME THE EXPERIENCE I NEEDED TO SWITCH INTO THE ENERGY SECTOR.”



Kitty Chow, MBA '13
Vice-President, Case Competitions, Rotman Net Impact

FULL-TIME POSITION:
Business Analyst, Imperial Oil

MBA INTERNSHIP:
Summer Analyst, Hydro One Networks

PREVIOUS EXPERIENCE:
Environmental Engineer, Geosyntec Consultants

Canada enjoys a significant position on the world map for its energy and natural resource contributions, and the Rotman School is well placed to help students launch successful careers in this important sector. We regularly host guest lectures by industry leaders like Enbridge CEO Patrick Daniel and Tulsı Tanti, founder of Suzlon Wind Energy. Our Career Centre has a full-time industry advisor dedicated to developing recruiting partnerships with energy and natural resources employers like Hydro One Networks, Ontario Power Generation, and Imperial Oil.

CAREER INSIGHT

“Canada is definitely the place to be if you’re considering a career in resources or energy. In addition to our career trek to Calgary, the Career Centre is partnering with both finance and resources institutions nationally to address our students’ growing interest in this sector.”



Leigh Gauthier
Director, Careers, Full-Time MBA
Former Management Consultant in
Accenture’s Energy/Resources Practice

86% OF ENERGY COMPANIES PLANNED TO HIRE MBA GRADUATES IN 2013 (17% INCREASE FROM 2012)

Source: Graduate Management Admissions Council 2013 Corporate Recruiters Survey

A+ ACADEMICS

RESEARCH INSTITUTE

Michael Lee-Chin Family Institute for Corporate Citizenship

PAST GUEST SPEAKERS

Dominique Barker, Vice-President, Business Development, Carbon Free Technology

Tom Heintzman, President, Bullfrog Power

John Hofmeister, Former President, Shell Oil, and Founder, Citizens for Affordable Energy

Nicholas Parker, Executive Chairman, Cleantech Group

Alexander J. Pourbaix, President, Energy and Oil Pipelines, Trans Canada Corporation

2 ONGOING GUEST LECTURE SERIES:

ENERGY EXPERTS SPEAKER SERIES
BUSINESS OF GREEN SPEAKER SERIES

2 ENTRANCE AWARDS FOR DOMESTIC STUDENTS INTERESTED IN ENERGY & NATURAL RESOURCES:

BRADLEY DAVID GRIFFITHS MEMORIAL SCHOLARSHIP
RESOURCE CAPITAL FUND FOR A STUDENT WITH AN INTEREST/EXPERIENCE IN MINING OR MINING INVESTMENT

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUB

Rotman Energy and Natural Resources Group (ENRG)

CAREER TREKS

Rotman MBAs set their sights on global companies with offices around the world. To help our students achieve their international ambitions, we run multi-day career treks to cities outside Toronto, such as Calgary, New York City, and Silicon Valley in California.

91 MBA STUDENTS ARE INVOLVED IN THE ENRG CLUB

CAREER TREK HIGHLIGHTS:

- Participating students go through a rigorous preparation process to make sure they impress the employers they meet.
- Students visit an average of eight companies per trek, making valuable face-to-face connections with executives at key firms.
- Each trek is capped off with a networking event where students meet and get advice from Rotman alumni working in that city.

EMPLOYERS

A SELECTION OF ENERGY & NATURAL RESOURCES EMPLOYERS THAT HIRED ROTMAN MBA GRADUATES IN THE LAST 2 YEARS



ENTREPRENEURSHIP at Rotman

“ROTMAN IS AN AMAZING ENVIRONMENT TO START A BUSINESS IN. I’VE HAD ACCESS TO AN INCREDIBLY SUPPORTIVE NETWORK OF PEERS, FACULTY, AND MENTORS THROUGH MY CLASSES AND THE CREATIVE DESTRUCTION LAB TO TAKE MY IDEA FROM CONCEPT TO REALIZATION.”



Alex Sebastian, MBA '14
ENTREPRENEURIAL VENTURE:
Co-Founder, COO and CFO of Orchard,
an online marketplace for buying
and selling used iPhones, founded in 2013
PREVIOUS EXPERIENCE:
Research Assistant, Bank of Canada

Rotman has an impressive array of opportunities for entrepreneurially-minded individuals. The student-run Rotman Entrepreneurship and Venture Capital Association (REVCA) supports aspiring entrepreneurs through competitions and networking events. Students may also take advantage of the Innovation and Entrepreneurship major, where they learn to create value from promising new ideas. In 2012, Rotman launched a startup incubator, called the Creative Destruction Lab. Under the guidance of the Lab's board of experienced entrepreneurs, students start ventures that harness the rich technology research and development happening in and around the University of Toronto.

\$1.1M AMOUNT OF SEED FUNDING RAISED BY THALMIC LABS, ONE OF THE FIRST COMPANIES ASSOCIATED WITH THE CREATIVE DESTRUCTION LAB

\$500M COMBINED NET WORTH OF THE G7 FELLOWS, THE GROUP OF ENTREPRENEURS ADVISING STUDENTS AT THE CREATIVE DESTRUCTION LAB

CAREER INSIGHT

“Through Rotman’s startup incubator, the Creative Destruction Lab, you have the opportunity to start a company while completing your MBA.”



Kevin Frey
Managing Director, Full-Time MBA
Founder of Canada’s third-fastest growing startup
(Profit Magazine 2010)

A+ ACADEMICS

MBA MAJOR

Innovation and Entrepreneurship

RESEARCH INSTITUTES

The Centre for Entrepreneurship and Innovation
The Creative Destruction Lab

INTELLECTUAL CAPITAL

Mihnea Moldoveanu, Associate Dean,
Full-Time MBA, founded and built
Redline Communications to a market cap
of \$150 million.

11 ENTREPRENEURSHIP AND INNOVATION EXPERTS GAVE GUEST LECTURES AT ROTMAN IN 2012, INCLUDING ERIC RIES, AUTHOR OF *THE LEAN STARTUP*

\$65M THE AMOUNT OF EQUITY VALUE THE CREATIVE DESTRUCTION LAB CREATED IN ITS FIRST YEAR

3 ENTREPRENEURS-IN-RESIDENCE:

Larry Wasser,
Founder,
Beamscope Canada Inc.

Brendan Calder,
built companies later
purchased by Manulife
and CIBC

Frank Falcone,
Co-Founder and CEO
of Certica
(acquired by Microsoft)

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUB

Rotman Entrepreneurship and Venture Capital
Association (REVCA)

300% GROWTH IN REVCA MEMBERSHIP OVER THE LAST THREE YEARS

14 WORKSHOPS, NETWORKING SESSIONS, AND OTHER EVENTS

3 BUSINESS PLAN AND VENTURE CAPITAL COMPETITIONS AT ROTMAN

179 MEMBERS
IN THE REVCA CLUB

1 NORTHEAST REGIONAL VENTURE CAPITAL INVESTMENT COMPETITION. FIRST TIME HOSTED IN CANADA

COMPETING TEAMS FROM: HARVARD, YALE, CORNELL, INDIANA, MICHIGAN, AND ROCHESTER BUSINESS SCHOOLS

ROTMAN ENTREPRENEURS

A SELECTION OF ROTMAN ALUMNI WHO HAVE STARTED THEIR OWN VENTURES

Amy Ballon, MBA '01, and
Danielle Botterell, MBA '01
Co-Founders, Admiral Road Designs

Daniel Debow, JD/MBA '00
Co-Founder and Co-CEO, Rypple
Co-Founder, Workbrain

Jared Ross, MBA '05
Founder and President, Veda – Healthy Indian Takeout

Keith Bradbury, MBA '02, and
David Moon, MBA '02
Co-Founders, investintech.com

Jonathan Elias, MBA '05
Founder and President, ShopMyClothes.com

Daniel Shimmerman, MBA '96
Founder and CEO, Varicent Software

Skip Campbell, MBA '07
Chief Commercial Offer, Vive Crop Protection

Tomi Poutanen, MBA '99
Co-Founder, Data Compression Technologies
Founder, Optimized Search Algorithms
Co-Founder and CTO, Milq.com

Jad Yaghi, MBA '07
Co-Founder, Verold

Ivan Yuen, MBA '12
Co-Founder and CTO, Wattpad

BUSINESS DESIGN at Rotman

"I CAME TO ROTMAN FOR A DIFFERENT KIND OF BUSINESS EDUCATION. BUSINESS DESIGN AT ROTMAN HAS GIVEN ME A WHIRLWIND OF OPPORTUNITY TO PUSH BOUNDARIES, BLEND CREATIVE AND ANALYTICAL MODELS, AND DEEPLY EXPLORE THE KIND OF WORK I WANT TO DO."

Terri Block, MBA '14

MBA INTERNSHIP:
Design Strategist,
Bridgeable Research + Design

PREVIOUS EXPERIENCE:
Owner, Principal Trainer,
Master Key Communication



Business Design is a human-centred, creative problem-solving methodology that draws on the designer's way of thinking to tackle complex business challenges. Rotman DesignWorks teaches you the principles and practices of Business Design: empathy, multi-disciplinary collaboration, ideation and prototyping, and experimentation through a business lens. You will have opportunities to put your learning into practice through workshops, industry competitions, discussions and skills development sessions. Rotman's Business Design initiative is getting results: companies like Nike and Lululemon have formed recruiting partnerships with Rotman based on our innovative programs and our students' creative approach.

CAREER INSIGHT

"From forward-thinking corporations to leading design firms, businesses are coming to Rotman for a different kind of MBA graduate. The Rotman Business Design initiative will teach you the innovation skills and provide the real-world experiences that organizations need."



Mark Leung
Director, Rotman DesignWorks

41 ARTICLES ON DESIGN AND BUSINESS PUBLISHED IN ROTMAN MAGAZINE AND NOW AVAILABLE IN THE BOOK ROTMAN ON DESIGN

2 SPONSORSHIPS OF DESIGNTHINKERS CONFERENCE, INCLUDING THE INAUGURAL 2013 DESIGNTHINKER OF THE YEAR AWARD

CHECK OUT THESE AWARD-WINNING BOOKS BY ROTMAN FACULTY:

The Design of Business: Why Design Thinking is the Next Competitive Advantage by Roger Martin,
Rise of the Creative Class by Richard Florida

A+ ACADEMICS

EDUCATION CENTRE

Rotman DesignWorks
www.rotmandesignworks.com

ELECTIVE COURSES

Business Design Practicum
Innovation Foresight and Business Design
Business Design Tour
Independent Research Study

PRACTICE

Business Design Bootcamps
Case Discussions
Business Design Hack-a-thon

PROFESSIONAL DEVELOPMENT

Business Storytelling & Presentation Design
Visual Thinking
Empathy & Design Research
Work Portfolio Sessions
Career Development Strategy Talks

795 STUDENTS PARTICIPATED IN BUSINESS DESIGN EVENTS, WORKSHOPS AND ACTIVITIES IN THE 2012/2013 ACADEMIC YEAR

39 CLIENT PROJECTS SINCE 2005

ROTMAN STUDENTS USE BUSINESS DESIGN TO SOLVE REAL PROBLEMS FOR CORPORATE PARTNERS

CORPORATE PARTNERS INCLUDE:

Canadian Tire	Princess Margaret Hospital	SAP
Cervélo Cycles	Procter & Gamble	Target
Medtronic Canada	Royal Conservatory of Music	

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUB

Business Design Club (BDC)

26 ROTMAN SPEAKER EVENTS ON DESIGN AND INNOVATION IN 2012/2013

8 INDUSTRY NIGHTS

288 MEMBERS MAKE THE BDC ROTMAN'S THIRD-LARGEST CLUB

6 DESIGN DEVELOPMENT WORKSHOPS AND EVENTS

1 ROTMAN DESIGN CHALLENGE, A BUSINESS DESIGN CASE COMPETITION

THE 2013 ROTMAN DESIGN CHALLENGE:

25 TEAMS FROM CANADIAN, U.S. AND EUROPEAN BUSINESS AND DESIGN SCHOOLS

1 BUSINESS DESIGN CASE PRESENTED BY TARGET CANADA

2 OF THE TOP FIVE TEAMS WERE FROM ROTMAN

EMPLOYERS

A SELECTION OF EMPLOYERS THAT HIRED ROTMAN MBA GRADUATES FOR THEIR INNOVATION SKILLS AND EXPERIENCES IN THE LAST 2 YEARS



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 Discovery 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.

Career Treks

Meet potential hiring candidates in areas outside of Toronto, such as Calgary, Vancouver, New York and Silicon Valley, by participating as a host company for a Rotman Career Trek. Students will visit your offices to learn about the career opportunities you offer for MBAs, and connect with your team for follow-up when they graduate.

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

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.

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.

Recruiter 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 summer internships, short-term projects, or full-time opportunities.

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.

Immediate Hire 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 summer 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"> • 13,000 Rotman MBA alumni • 7+ years of experience • Working professionals
Recruiting Timelines	September onwards	November to April	Year-round
Availability for Work	May of graduating year	May to August	Immediate

Sample roles or internship projects

- 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 2013

32

33

The companies listed below hired Rotman MBAs from the **Class of 2013** (for full-time employment) and from the **Class of 2014** (for internships) in 2013.

- 10EQS
1Datapoint Diagnostics
- A**
A.T. Kearney
Academy of Learning
Acasta Capital
Accenture
Acklands Grainger
ADTELLIGENCE GmbH
Adventis Personnel
AgentPin
AIM Group Canada
Aimia
Ambit Search
American Express Canada
Aquila
ATS Automation
Aubi Health
Autodesk
Azure Magazine
- B**
Bain & Company
Ballast Healthcare Partners
Bank of Canada
Barbra Schlifer Commemorative Clinic
Barclays Capital
Barry Blostein Executive Search
Baxter Corporation
Baycrest Health Sciences
BEfficient Energy Solutions
BeiMing Investment Corporation
Bell Canada Enterprises
Blake, Cassels & Graydon LLP
BMO Financial Group
Bombardier
Boston Consulting Group (BCG)
Bridgeable Research+Design
British Columbia Investment Management Corporation (bcIMC)
Brookfield Asset Management
BRVANT / BRV UAV & Flight Systems
- C**
Calypso Technologies
Canaccord Genuity
Canada Post
Canadian Council for Public-Private Partnerships
Canadian Football League (CFL)
Canadian Imperial Bank of Commerce (CIBC)
Canadian Tire Corporation
Cancer Care Ontario
Capco
Capgemini Canada
Capital One
Caplin Point Laboratories
Carpedia International
Carzibit
Cassels, Brock & Blackwell
CDC Development Solutions
Celestica
Centre for Commercialization of Regenerative Medicine
Centre for Study of Insurance Operations
Charity Intelligence
Chartwell Retirement Residences
Children's Aid Foundation
Chrysalix Energy Venture Capital
Chrysler Canada
CI Financial
Citigroup
Citizenship and Immigration Canada
City of Guelph
City of Mississauga
City of Toronto
Climax Media
Clinton Health Access Initiative
CLSA
Cognition Prep
Colgate-Palmolive Canada
Color Investment Research
Continuum
Corporate Consultants
CPP Investment Board
CRCC Asia LLC
Creative Studio B
Credit Suisse
Cresa
Crest Capital Corporation
- D**
D8wiz.com
Davies, Ward, Phillips & Vineberg LLP
Deloitte
Design Management Institute
DesignworksUSA
Desire2Learn Incorporated
Detecon
Diamond Integrated Marketing
Direct Energy
DRI Capital
Dumas Mining
Dundee Capital Markets
- E**
E. I. Du Pont Canada Company
eHealth Ontario
Ehvert Mission Critical
Eli Lilly
Emerson Electric Canada Limited
Empathy Limited
Entrepreneurial Solutions Partners (ESP)
Equitable Trust Company
Ericsson
Ernst & Young
Euroconsult N.A.
European Bank for Reconstruction and Development (EBRD)
Evolution Markets
Excellerate
- F**
Facebook
Fasken Martineau
FedEx Canada
Felix Global Corp
Fidelity Investments
FirstService Financial
Flax Energy
Ford Motor Company of Canada
Foundation Fighting Blindness
Four Seasons Hotels and Resorts
Franklin Templeton Investments
Fraser Milner Casgrain LLP
Frontier Centre for Public Policy
- G**
Gallup
General Mills Canada Corporation
General Motors of Canada Limited
George Weston
German Star Motors
Gizmolabs
GlaxoSmithKline
Goldman Sachs Group
Goldstone Investment
Goodmans LLP
Google
Government of Canada
Grand Challenges Canada
Grant Thornton
Great-West Life / London Life / Canada Life
Greenhill & Co.
- H**
Harris Canada Systems
Hay Group
Hines
Hoffman-La Roche
Home Depot
HootSuite Media
Hospital for Sick Children
HSBC Bank Canada
HSBC Hong Kong
Hudson's Bay Company
Hydro One Networks
Hyundai Canada
- I**
IBI Group
IBM Global Business Services
IDEO
iGATE Technologies
Impact Consulting Group
Imperial Oil
IMS Brogan
Info-Tech Research Group
Infosys Technologies
Infrastructure Ontario
ING Direct
International Monetary Fund (IMF)
Invesco Canada
Iovate Health Sciences Services
ISIS / Sauder School of Business / UBC
- J**
Jacob Securities
Janssen Ortho
Jet Airways
Johnson & Johnson Family of Companies
JUICE Mobile

- K**
Kaihen
Kingston Community Health Centres
Kohl & Frisch
KPMG / SECOR
Kraft Canada
- L**
La Cure Villas
Labatt AB-Inbev
Langara Group
Lawyers On Demand Limited
Letko Brosseau & Associates
Loblaw Companies
L'Oréal Canada
lululemon athletica
- M**
Mackenzie Financial Corporation
Macquarie Group
Manulife Financial
Maple Leaf Angels
Maritz Canada
The Mark
Mars Canada
MaRS Discovery District
MasterCard
Mattamy Homes
Mattel
Mawer Investment Management
MBA & Company – Executive Search
McCarthy Tetrault LLP
MCIS Language Services
McKinsey & Company
McMillian LLP
Meal Exchange
Medavie Blue Cross
Medfall Group
Medtronic of Canada
Menkes Developments
Mercer
Microsoft Corp.
Middlefield Group
Middlesex-London Health Unit
Mindfirst
Minus Forty Technologies Corporation
MITACS
Molson Canada
Mondelez International
Montessori Jewish Day School
Moody's Canada
Morgan Stanley
Morguard Investments
Moss McCabe & Partners
Mount Sinai Hospital
- N**
National Bank Financial
National Research Council Canada
Natural Resources Canada
NEST Corporation
New York Life Insurance Company
Nike
North York Women's Centre
Northwater Capital Management
Novadaq Technologies
NTT DATA Canada
- O**
OCG Strategy & Organization Consulting
Octagon Law Group
O'Leary Ventures
Oliver & Bonacini Restaurants
Ontario Brain Institute
Ontario Municipal Employees Retirement System (OMERS)
Ontario Power Authority
Ontario Power Generation
Ontario Public Service
Ontario Securities Commission
Ontario Teachers' Pension Plan Board
OPTIMUS / SBR
OrbisAccess
Osler, Hoskin & Harcourt LLP
Osmington
- P**
Partners in Performance International
Pelican & Brown
PepsiCo Canada
Pharmaceutical Partners of Canada
Philips
Picton Mahoney Asset Management
PierVision
Plaza Ventures
Podium Strategic Partners
Polaris Financial Technology
Precise Testing Solutions
PricewaterhouseCoopers LLP
PrimeQuadrant
Printer Gateway
PrintSites2Go
Procter & Gamble
Public Sector Pension Investment Board
PUSH
- Q**
QinetiQ PLC
- R**
Rasko Diamonds
Raymond James – Toronto
Red Mobile
Regional Municipality of York
RE:Sound Music Licensing
Rise Asset Development
Rna Diagnostics
Rogers Communications
Roshan
Rotman Executive Programs
Rotman Nexus
Rotman School of Management
Rowe Farms
Royal Bank of Canada (RBC)
Royal Bank of Scotland
Royal Mail
RoyNat Capital
RP Investment Advisors
- S**
S&C Electric Canada
Sabal Financial Group
Salesforce.com
Samsung Canada
Sanyo Canada
Satov Consultants
Scotiabank
Sears Canada
Sentry Investments
ShawCor
Shell
Shop.ca
SickKids Foundation
Sinolink Securities
SiteScout
sixsense strategy group
Sky Energy Consulting
SmarterAlloys
Smucker Foods of Canada Corp.
Specialized
Spence Diamonds
Sprott Asset Management
St. Joseph HealthCare Centre
Standard & Poor's
Star Media Group
Sun Life Financial
Suncor
SunEdison
Supply Chain Management
Sylleta
- T**
Target Corporation
Tata Consultancy Services Canada
TD Bank Group
Telus
Temple Street Productions
TerraCycle Canada, ULC
Thomson Reuters
Timbercreek Asset Management
Tory's
Toshiba Medical
Towers Watson
Trader Media Corporation
TransCanada
Transform Health
Travelers
Trimark Sportswear Group
Trident Management Consulting
Trinity Development Corp
Trufflepig
Tundra Technical Solutions
- U**
U.S. Commercial Service
UBS
Umbra Inc.
Unilever PLC
University Health Network
University of Toronto
Univfy
UTi Worldwide
- V**
VentureGrower
Virtual Next
VMware
- W**
Waabii Limited
Wal-Mart Stores
We Care Home Health
Wellington Financial LP
Wittington Investments, Limited
Wm. Wrigley Jr. Company
Women in Mining Limited
Workplace Safety and Insurance Board
WorldVision
- Z**
Zhejiang Zhichuangheye Investment Management
ZS Associates
Zynga

Meet the CAREER CENTRE TEAM



Leigh Gauthier
Director, Careers,
Full-Time MBA

CAREER COACHING TEAM



Zania Mauricette
Acting Associate Director,
Career Education & Coaching



Sue Bartelt
Career Coach



Chris Jones
Career Coach



Erin Miller
Associate Director,
Career Education & Coaching
(on maternity leave)



Robyn Behlke
Career Coach



Maria Parente
Career Coach



Cindy Chong
Career Coach



Amy Richards
Career Coach



Beti Ivanov
Career Coach

EMPLOYER & BUSINESS DEVELOPMENT TEAM



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Associate Director,
Business Development &
Client Relations



Kelly Heggie
Industry Advisor,
Careers



Rob Woon-Fat
Industry Advisor,
Careers



James Kiszyk
Industry Advisor,
Careers



Sara Vanos
Career Officer



Ryan McKee
Industry Advisor,
Careers



Alyson Waite
Coordinator,
Career Events



Gil Panuncialman
Industry Advisor,
Careers



Arwa Showbeg
Student / Corporate
Liaison

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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.



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