WELCOME TO PRE-TERM

Build CONNECTIONS

Explore your OPTIONS

Meet your support TEAM

Understand the School-Student PARTNERSHIP

Transition to life at WHARTON
MBA Career Management 101
Michelle Hopping, Director
Agenda

- Wharton career ecosystem
- MBA Career Management tools and advising
- Employer marketplace
- Job search frameworks
- Connecting with each other
- Year at a glance
Your Industry Preferences

- Consulting: 18%
- Technology: 16%
- Private Equity/Buyouts: 14%
- Venture Capital: 9%
- Health Care: 6%
- Social Impact: 6%
- Investment Banking: 5%
- Consumer Products: 4%
- Media, Sports and Entertainment: 3%
- Real Estate: 3%
- Investment Management/ Hedge Funds: 5%
- FinTech: 2%
- Energy: 1%
- Future Mobility: 1%
- Retail: 1%
- Travel and Hospitality: 1%
- Other: 3%
Many Paths to a Job
Your Career Support Network

- External Affairs & Exec Ed
- Leadership & Coaching
- MBACM
- Research Centers
- Student Clubs, Peers
- Academics & Faculty
- Pre-Wharton Personal Network
- Alumni
Your Career Support Network

External Affairs & Exec Ed
Leadership & Coaching
Research Centers
Academics & Faculty
Pre-Wharton Personal Network
Alumni
Student Clubs, Peers
MBACM
How We Work with You – Creating Your Strategy

STORY

SKILLS

MINDSET
MBA Career Management Platforms

My Action Plan (MAP)
- Sector-specific pathways & content

CareerPath
- Recruiting platform, data & contacts

MyWharton
- Industry & interest-based communities

+ Resources Including
- Wharton Alumni Career Chats
- Quaker Net
- Wall Street Prep
- VMock
- Capital IQ
- Pitch book
Welcome Michelle

Explore a specific action plan. Access job search resources. Get advising support.

General Resources and Advising

View General Recruiting Resources →

Meet with a Career Advisor →

Explore Action Plans ➔

Agribusiness
Artificial Intelligence
Cannabis
Consulting
Consumer Packaged Goods (CPG)
Data & Analytics
Digital Health
Energy
FinTech
Future Mobility
General Management
Health Care
Investment Banking
Investment Management
Media, Entertainment & Sports (MES)
Private Equity
Real Estate
Retail
Search Funds - Entrepreneurship Through Acquisition
Social Impact
Startups & Entrepreneurship
Technology
Travel & Hospitality
Venture Capital
Undecided
Job Search Skill-Building

- Self-Assessment and Clarifying Goals
- Process Management
- Industry and Company Research
- Building a Target List
- Resume Writing
- Personal Brand and Pitch
- Cover Letter Writing and Email Outreach
- Networking
- Interviewing
- Offer Management
- On-the-Job Success
MBACM Speaker Series

Designing Your Career – Sept 10

• Bill Burnett, *Designing Your Life*

Personal Branding – Sept 18

• Judy Smith, Branding & crisis management expert, inspiration for *Scandal*

Storytelling & Effective Networking – Oct 2

• Cal Fussman, *Esquire* journalist, author, podcast host

Resilience and Grit – Oct 7

• Ruth Zukerman, Co-founder of Soul Cycle and FlyWheel
Leveraging MBACM for Your Search

- Considering Venture Capital
- Met with Todd Carson and Jenn Savoie

- Shifted focus to targeting start-up companies

- Attended the spring Networking Expos

Worked with Jenn Savoie to:
- Organize the job search
- Identify target companies
- Develop resume
- Create pitch
- Stay motivated!
- Manage offers

- Venture Capital
- Jenn Savoie
- Todd Carson
- Start-up companies
- Networking Expos
- MBACM

Our Team in the Marketplace

- Career Treks
- Alumni Panels
- Conferences
- Recruiting Events
- Business Development
Wharton Employer Landscape

- % Hires by Top Ten Companies
- % Hires by Companies Making One Offer

MBA Career Management
Two Strategies

Mature

Be ready for *when* an opportunity is available

- Structure and process
- “Formal” events
- Stand out from the crowd
- On-campus interviews
- Heavy fall/winter recruiting

Enterprise

Be ready *if* an opportunity becomes available

- Unstructured
- Multiple types of events
- Build and leverage your network
- Pitch solutions and create opportunities
- Year-round recruiting
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How Companies Recruit

Company Recruiting Approach

Level of Wharton MBA Engagement

Enterprise

High

SAMLYN CAPITAL

WHALE ROCK

BRIDGEWATER

Low

CK Capital

Adage

TIGER

CARLSON

Mature

T.RowePrice

Fidelity

Vanguard

Low

CITADEL

TCW

ClearBridge

Wellington Management

Calixto Global Investors

Knighthead Capital Management
Mature Recruiting is like Alpine Skiing
Enterprise Recruiting is like Orienteering
Job Search Skill-Building

- Self-Assessment and Clarifying Goals
- Process Management
- Industry and Company Research
- Building a Target List
- Resume Writing
- Personal Brand and Pitch
- Cover Letter Writing and Email Outreach
- Networking
- Interviewing
- Offer Management
- On-the-Job Success
Job Search Skills: Technology Recruiting

- Self-Assessment and Clarifying Goals
- Process Management
- Industry and Company Research
- Building a Target List
- Resume Writing
- Personal Brand and Pitch
- Cover Letter Writing and Email Outreach
- Networking
- Interviewing
- Offer Management
- On-the-Job Success

Wharton

MBA Career Management
Job Search Skills: IB Recruiting

- Self-Assessment and Clarifying Goals
- Process Management
- Industry and Company Research
- Building a Target List
- Resume Writing
- Personal Brand and Pitch
- Cover Letter Writing and Email Outreach
- Networking
- Interviewing
- Offer Management
- On-the-Job Success
Offers Throughout the Spring

January  |  February  |  March  |  April  |  May  |  June

amazon | wealthfront | BRICKWORK | Clover | magic leap | JD.com
PEPSICO | ATOMICO | IFC | NBC Universal | Capital | 3i
Blackstone | Microsoft | Nike | SEPHORA | ZOOX | Somera Road
LAZARD | unity | SoFi | IMPOSSIBLE* | The Carlyle Group | Silverstein Properties
General Atlantic | KKR | TYBoure | venrock | BOWERY | BMW i Ventures
Dupont | BlackRock | jetBlue | ripple | CRUISE | Fratero
McKinsey & Company | GREYSTAR | National Park Service | lyft | HARRY’S | Techstars
Kearney | Google | jetBlue | Impossible | THE CARLYLE GROUP | Leerink
BCG | Warburg Pincus | PIMCO | Venrock | BOWERY | FUNDBOX
The Boston Consulting Group | GREYSTAR | jetBlue | ripple | CRUISE | Fiddler
ABInBev | Genentech | Chevron | duolingo | vertoe | Hill Path Capital
Goldman Sachs | Apple | Accenture | Comcast | GREYCROFT | L’OREAL
NETFLIX | accenture | Comcast | TA Associates | TORY Burch | FUNDBOX

MBA Career Management
Student-to-Alumni Connectivity

**POWER DINNER SERIES**
- Small group dinners with senior alums
- Lottery goes live in early September

**WHARTON ALUMNI CAREER CHATS (WACC)**
- Online student-alumni connections platform
- Hundreds of alumni hosting 1-on-1 chats

**CAREER CONSULTANT FOR THE DAY**
- 1-on-1 meetings with recent grads
- Sign-ups launch in September
Student-to-Student Connectivity

CAREER FELLOWS
- Mock Interviews, Resume Reviews, Office Hours
- Industry-aligned

PEER CAREER CHATS
- Learn about pre-Wharton or MBA intern experiences
- Individual or group chat

CLUBS
- Industry education
- Recruiting support
- 1Y/2Y connections
Full-Time Employment – Class of 2019

Investment Banking 12%
Private Equity 11%
Technology 15%
Consulting 27%
Investment Management / Hedge Funds 7%
Venture Capital 5%
Consumer Products 4%
Healthcare 4%
Real Estate 3%
Manufacturing 3%
Retail 3%
Media, Entertainment & Sports 1%
Social Impact 1%

Note: Preliminary data as of 8/5/19
“Other” includes Insurance, Legal & Professional Services, FinTech, Travel
How We Will Communicate with You

Class Announcements
- Speaker events and career workshops
- Recruiting dates, deadlines and resources

MBACM Career Groups
- Industry-specific online communities
- Advisor & Relationship Manager will post news and advice
- Students can post questions and comments

Weekly Industry Alerts
- Sunday email delivery
- Based upon industry preferences
- Application deadlines, jobs and recruiting events
What’s next?

CAREER FIT WORKSHOP
• Wednesday, August 7
• Understand CareerLeader outputs
• Discuss how to leverage your results

INDUSTRY BRIEFS
• Thursday, August 8
• 13 topics covered
• Select up to 4 in person; all will be recorded

ONE-ON-ONE ADVISING
• August 15-16, 19-23, September and beyond
• Meet with an industry advisor of your choice
• Sign up on CareerPath starting August 8
THANK YOU!

Please complete the survey and place in bin at exit.

Collect professional name badge in JMHH Forum (down the stairs or ramp).