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INTRODUCTION

The mission of the Talent & Careers department is to help students finding their place in the professional world. Throughout the academic year, we provide them all the tools, knowledge, advice and training they need to hit the ground running. That is why, every year, we are very proud to witness the many professional accomplishments of our Master in Management (MIM) students. We are pleased to share in this report insights on the different career paths chosen by our 2019 graduates.

Amid challenging economic times, our global recruiting outreach has proven to be effective for our candidates with a specialization in a functional area and with an understanding of the broad picture of business realities and trends, achieved through hands-on learning. 86% of our students have secured employment within 3 months of graduation and 94% within 6 months. We also want to highlight that IE Business School has a tradition of underwriting education with the development of a healthy entrepreneurial mindset, and it comes as no surprise that close to 3% of our graduates have taken the entrepreneurial route. We look forward to celebrating their success!

If MIM students are generally interested in a large variety of sectors, Technology reaches the first place as the sector favored by 28% of our 2019 graduates, followed by Consulting (21%), Consumer Packaged Goods (18%) and Financial Services (13%). Amazon, EY, PwC, Deloitte and KPMG rank in the top 5 of recruiters this year, and companies such as Salesforce, L’Oréal, Google or Mondelēz remain strong in the list of recruiters hiring MIM graduates. With regards to types of professional functions, our students tend to quick-off their career in Marketing & Sales (42%), Finance & Accounting (18%), Consulting (16%) or in Operations & Logistics (15%).

Europe is traditionally the region graduates elect as their place to live and work. This year made no exception for 81% of them. MIM 2019 graduates joined the ranks of more than 66,000 IE alumni! The continued success of our community demonstrates our commitment to limiting time away from the workplace while providing a complete experience far beyond just academic achievement. At IE Talent and Careers, we cannot wait to build on this success as we work relentlessly to position IE students and alumni in the corporate community and offer recruitment solutions for the companies that are seeking top talent. Sincere congratulations to our graduates and a big thank you to our recruiting partners!

Eva Valbuena
Head of Talent & Careers IE University

Being part of IE has also allowed me to establish relationships with students from different countries that have given me new perspectives to develop on a personal and human level.”

Carlos Mateos
Master in Management Alumni
GRADUATING CLASS OF 2019

+682
TOTAL NUMBER

23
AVERAGE AGE

2
YEARS AVERAGE WORK EXPERIENCE

60+
NUMBER OF NATIONALITIES

55%
MALE

45%
FEMALE

NATIONALITIES & REGIONS

EUROPE
62%

AFRICA & MIDDLE EAST
7%

LATIN AMERICA
18%

NORTH AMERICA
6%

ASIA
7%

EDUCATION

BUSINESS
45%

ENGINEERING
12%

SCIENCES
7%

LAW
7%

SOCIAL SCIENCES
7%

HUMANITIES
6%

BACKGROUND
## Placement by Industry

<table>
<thead>
<tr>
<th>Sector</th>
<th>Total per sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology</td>
<td>28%</td>
</tr>
<tr>
<td>Consulting</td>
<td>21%</td>
</tr>
<tr>
<td>Consumer Goods</td>
<td>18%</td>
</tr>
<tr>
<td>Financial Services</td>
<td>13%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>4%</td>
</tr>
<tr>
<td>Healthcare</td>
<td>3%</td>
</tr>
<tr>
<td>Media/Entertainment</td>
<td>3%</td>
</tr>
<tr>
<td>Other</td>
<td>3%</td>
</tr>
<tr>
<td>Hospitality</td>
<td>2%</td>
</tr>
<tr>
<td>Energy</td>
<td>2%</td>
</tr>
<tr>
<td>Real State</td>
<td>2%</td>
</tr>
<tr>
<td>Government</td>
<td>1%</td>
</tr>
<tr>
<td>Transportation &amp; Logistic Services</td>
<td>1%</td>
</tr>
</tbody>
</table>

## Placement by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe (Eu)</td>
<td>81%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>5%</td>
</tr>
<tr>
<td>Latin America / Caribbean</td>
<td>4%</td>
</tr>
<tr>
<td>North America</td>
<td>4%</td>
</tr>
<tr>
<td>Europe (non EU)</td>
<td>3%</td>
</tr>
<tr>
<td>Africa - Middle East</td>
<td>3%</td>
</tr>
</tbody>
</table>

## Compensation

### Salaries by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Average Annual Base Salary</th>
<th>Average Annual Bonus Euros</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa / Middle East</td>
<td>57.250</td>
<td>9.200</td>
</tr>
<tr>
<td>Asia / Pacific</td>
<td>28.480</td>
<td>10.000</td>
</tr>
<tr>
<td>Europe (EU)</td>
<td>36.085</td>
<td>8.851</td>
</tr>
<tr>
<td>Europe (non EU)</td>
<td>73.992</td>
<td>14.400</td>
</tr>
<tr>
<td>Latin America</td>
<td>21.530</td>
<td>5.500</td>
</tr>
<tr>
<td>North America</td>
<td>51.235</td>
<td>13.000</td>
</tr>
<tr>
<td>Total General</td>
<td>37.209</td>
<td>9.621</td>
</tr>
</tbody>
</table>

## Top Hiring Companies

- Amazon
- EY
- Deloitte
- KPMG
- Accenture
- ABInBev
- L’Oreal
- Google
- PwC
- Mondelēz
- BBVA
- Santander
- HP
- Huawei
- Nike
- Repsol
- Capgemini
- gamelab
- Heineken
- Kimberly-Clark
- BCG
- G'z
- Oracle
- RBI
- IBM
- Uber
IE Business School is considered one of the world’s leading business schools by international journals such as Bloomberg Businessweek, Financial Times, The Economist, and The Wall Street Journal, and by international companies actively recruiting our graduates. By studying at IE Business School, students graduate with a brand recognized for its excellence among recruiters.

WE'RE HERE TO HELP YOU KICK START YOUR CAREER

Our Talent & Careers Department’s mission is to guide and empower our community of students and alumni in their career journey.

Our growing team works closely with more than 1,800 international recruiters, with the constant aim to match and connect directly the right talent with the right need.

IE Talent & Careers makes a two-fold commitment: with students and with companies.

OUR EVENTS

The incredible variety of our events allows students to engage with companies at a whole other level. In 2018, we hosted more than 180 virtual and physical events with recruiting partners.

- Talent Forums
- Company Presentations
- Interviews and Assessment Centers
- Business Competitions
- Panels
- Workshops
- Conferences
- Networking activities with IE clubs
- Webinars
- Livestreams

MAKE THE MOST OF IT

During your time at IE, you will meet with us throughout career education workshops and events, designed to help students land the job of their dreams.

Reach out to our dedicated Careers Team and we will assist you in defining your very own career strategy via personalized career advising sessions.

On the IE Career Portal, find a curated collection of resources and access exclusive job offers.

IE’s bi-annual Talent Forum is the largest of our recruiting events. All attending companies are actively recruiting for positions matching IE profiles.
IE FOR LIFE

Belonging to IE alumni comes with essential benefits

IE benefits continue on for life; as an IE alumni, you are an integral part of our family and we are here to help guide you at every stage of your professional journey. IE for Life is a suite of benefits designed to give back to our alumni community with exclusive ongoing education, career and networking resources.

Discover and connect to IE alumni around the world

• Search our online Alumni directory
• Join more than 60 clubs worldwide

Take advantage of the following career services

• Career advising at IE, included up to two years after graduation
• Lifetime access to IE’s Career Portal, over 7,000 positions posted annually and leadership skills resources

Loyalty discounts just for you

• on further studies at IE of up to 25%
• on purchases at the official IE Store (15%)
• on third party services (Spain, Italy, Portugal, Greece, Mexico) https://benefits.ie.edu/

Keep learning with us:

• Access to webinars and research insights

Enhance your alumni benefits

ALUMNI PLUS
1-hour Executive Career coaching (online or face-to-face) and Career webinars.
Up to 40 lectures (online or face-to-face) with prominent IE professors.
Online subscription to El País, Expansión, El Mundo and the Wall Street Journal (valued at €750).
Speed-networking events and preferential pricing to IE Alumni flagship events.

CAREER BOOSTER
Premium access to Korn Ferry Advance platform with:
• unlimited, personalized 1-to-1 coaching sessions,
• resume parsing analysis to see how recruiters process your resume,
• AI-based interview preparation app.
Premium access to GeniusMesh, a confidential Executive MBA talent network of 20 top business schools and unpublished leadership roles.

LIFELONG LEARNING BOOSTER
Access to one Executive Education short program or one High Impact Online Program (list price up to €4,000).
50% scholarship for a second program or Executive Summer School.

*Alumni Plus Membership required.
International Offices

IE INTERNATIONAL DEVELOPMENT: BUILDING COMMUNITY AND NETWORKING AROUND THE WORLD

Based in 30+ offices worldwide, our 150-strong recruitment staff search far and wide for top international talent. This begins a life-long relationship that lasts even after graduation. With over 5,000 events per year in more than 100 countries, our International Development team provides support to our candidates, students and alumni.

CLOSE TO YOU, CLOSE TO COMPANIES

Close relationships with leading global companies and start-ups place us in the heart of corporates and entrepreneurial ecosystems. Join over 1,000 career-focused events, including industry-oriented conversations with IE experts, or take part in career fairs organized alongside IE Talent and Careers. Beyond the events, you can connect with top alumni or tap into local entrepreneurial ecosystems in your region, all the while benefitting from expert research on the future of the workplace.

Attends one of our events

EUROPE

europe@ie.edu

FRANCE - PARIS
france@ie.edu

GERMANY, SWITZERLAND & AUSTRIA - MUNICH
dach@ie.edu

ITALY & THE BALKANS
italia@ie.edu

PORTUGAL - LISBON
portugal@ie.edu

EASTERN EUROPE & CENTRAL ASIA - MOSCOW
eeca@ie.edu

SPAIN - MADRID & SEGOVIA
iespain@ie.edu

TURKEY - ISTANBUL
turkey@ie.edu

UK & IRELAND - LONDON
uk@ie.edu

LATIN AMERICA

latam@ie.edu

ARGENTINA & URUGUAY - BUENOS AIRES
argentina@ie.edu
uruguay@ie.edu

BRAZIL - SAO PAULO
brasil@ie.edu

CHILE - SANTIAGO DE CHILE
chile@ie.edu

COLOMBIA - BOGOTA
colombia@ie.edu
centroamerica@ie.edu

ECUADOR - QUITO
ecuador@ie.edu

MEXICO CITY - MEXICO
mexico@ie.edu

PERU, BOLIVIA & PARAGUAY - LIMA
peru@ie.edu
boliivia@ie.edu
paraguay@ie.edu

VENEZUELA - CARACAS
venezuela@ie.edu

ASIA

asia-pacific@ie.edu

AUSTRALIA & NEW ZEALAND SYDNEY
australia@ie.edu

CHINA - SHANGHAI & BEIJING
china@ie.edu

INDIA & SOUTH ASIA - MUMBAI
india@ie.edu

JAPAN - TOKYO
japan@ie.edu

SINGAPORE & SOUTHEAST ASIA
singapore@ie.edu

SOUTH KOREA - SEOUL
korea@ie.edu

MIDDLE EAST / AFRICA

mea@ie.edu

SAUDI ARABIA - RIYADH
saudi@ie.edu

UAE, QATAR, BAHRAIN, KUWAIT & OMAN - DUBAI
uae@ie.edu

WEST AFRICA - LAGOS
nigeria@ie.edu

SOUTHERN AFRICA

Johannesburg
southernfrica@ie.edu