MASTER IN MANAGEMENT
Career Report
2018 Graduates
We are very pleased to share the results of the Career Report for our Master in Management (MIM) students.

Amid challenging economic times, we are proud to communicate the results of our global recruiting outreach, which 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.

The unique program characteristics have resulted in 91% of our students working in a variety of sectors 3 months following graduation, Consulting (21%), Consumer Packaged Goods (20%), Technology (17%) and Financial Services (15%), among other industries.

With regards to functions, our students keep securing their jobs as Marketing & Sales (32%), Consulting (23%) and Finance & Accounting (20%) professionals, followed by Operations & Logistics and General Management (22%).

Regarding regions, Europe received the greatest number of graduates from our program.

These new graduates joined the ranks of the more than 65,000 IE alumni who are based in 160 countries, both in public and private sectors, in all types of organizations.
II. GRADUATES’ PROFILES
(combined English and Spanish tracks)

Undergraduate Degrees

- Economics: 16%
- Sciences: 3%
- Information Technology: 2%
- Other (Architecture, hospitality): 2%
- Engineering: 11%
- Law: 6%
- Social & Humanities: 16%
- Business: 36%

Gender

- Male: 57%
- Female: 43%

Age

- Average: 24
- 80% Range: 22 - 25

Diversity

- Nationalities: 61
- International Students: 70%

Professional Experience

- Average: 1 year

Geographic Distribution

- Europe: 29%
- Spain: 26%
- Middle East and Africa: 8%
- North America: 8%
- Latin America: 13%
- Asia Pacific: 8%
- Latin America: 16%
- North America: 13%

Countries Represented

Algiers, Andorra, Argentina, Austria, Belgium, Bolivia, Botswana, Brazil, Bulgaria, Cameroon, Canada, Chile, China, Colombia, Costa Rica, Croatia, Czech Republic, Dominican Republic, Ecuador, France, Germany, Guatemala, India, Iran, Israel, Italy, Jordan, Kazakhstan, Kenya, Kuwait, Lebanon, Lithuania, Mexico, Morocco, Netherlands, Nigeria, Norway, Panama, Peru, Philippines, Poland, Portugal, Romania, Russia, Saudi Arabia, Senegal, Serbia, Singapore, South Korea, Spain, Switzerland, Taiwan, Thailand, Tunisia, UK, Ukraine, United Arab Emirates, USA, Uzbekistan, Venezuela

#IECareers
III. INTERNATIONAL EMPLOYMENT STATISTICS

Total Number of Students
549

Situation 3 Months after Graduation

Students working
91%

Students not working
9%
The diverse nature of our Master in Management Class of 2017, spread out over a wide variety of industries and functional areas, accounts for the range of salaries on display. All salaries are reported in Euros and US Dollars. In the final column we have adjusted US Dollars to PPP (Purchasing Power Parity) ratio, due to the high number of students who have salaries in non-US Dollar currencies. The World Bank’s implied PPP rate of exchange was used to equalize the Purchasing Power Parity across economies.

### Salary Information by Function

<table>
<thead>
<tr>
<th>Base Salary total Average</th>
<th>Euros</th>
<th>US Dollars</th>
<th>International Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>40.258 €</td>
<td>$ 44.073</td>
<td>$ 51.865</td>
<td></td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>9.087 €</td>
<td>$ 9.836</td>
<td>$ 10.694</td>
</tr>
<tr>
<td>Consulting</td>
<td>42.487 €</td>
<td>$ 45.895</td>
<td>$ 47.942</td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>9.528 €</td>
<td>$ 11.751</td>
<td>$ 11.322</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>41.882 €</td>
<td>$ 44.928</td>
<td>$ 53.099</td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>12.564 €</td>
<td>$ 11.499</td>
<td>$ 12.371</td>
</tr>
<tr>
<td>General Management</td>
<td>44.000 €</td>
<td>$ 49.920</td>
<td>$ 47.183</td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>3.000 €</td>
<td>$ 3.404</td>
<td>$ 5.571</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>35.261 €</td>
<td>$ 40.028</td>
<td>$ 49.354</td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>7.791 €</td>
<td>$ 9.360</td>
<td>$ 10.783</td>
</tr>
<tr>
<td>Operations/Logistics</td>
<td>42.611 €</td>
<td>$ 48.344</td>
<td>$ 56.137</td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>5.250 €</td>
<td>$ 5.956</td>
<td>$ 7.302</td>
</tr>
</tbody>
</table>

### Salary Information by Industry

<table>
<thead>
<tr>
<th>Base Salary total Average</th>
<th>Euros</th>
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<td></td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>9.087 €</td>
<td>$ 9.836</td>
<td>$ 10.694</td>
</tr>
<tr>
<td>Consulting</td>
<td>41.790 €</td>
<td>$ 42.555</td>
<td>$ 46.773</td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>8.920 €</td>
<td>$ 10.873</td>
<td>$ 10.102</td>
</tr>
<tr>
<td>Consumer Packaged Goods</td>
<td>38.273 €</td>
<td>$ 43.422</td>
<td>$ 52.689</td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>3.000 €</td>
<td>$ 3.404</td>
<td>$ 4.520</td>
</tr>
<tr>
<td>Financial Services</td>
<td>38.500 €</td>
<td>$ 40.749</td>
<td>$ 45.495</td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>4.571 €</td>
<td>$ 5.187</td>
<td>$ 4.940</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>50.000 €</td>
<td>$ 56.728</td>
<td>$ 61.462</td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>7.333 €</td>
<td>$ 8.520</td>
<td>$ 9.150</td>
</tr>
<tr>
<td>Real Estate</td>
<td>51.000 €</td>
<td>$ 57.862</td>
<td>$ 61.891</td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>40.000 €</td>
<td>$ 45.382</td>
<td>$ 49.706</td>
</tr>
<tr>
<td>Technology</td>
<td>41.400 €</td>
<td>$ 47.182</td>
<td>$ 50.443</td>
</tr>
<tr>
<td>Other guaranteed compensation</td>
<td>12.589 €</td>
<td>$ 12.658</td>
<td>$ 13.406</td>
</tr>
</tbody>
</table>
### III. INTERNATIONAL EMPLOYMENT STATISTICS

**Master in Management (MIM)**

#### Placement by function

<table>
<thead>
<tr>
<th>Function</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>23%</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>32%</td>
</tr>
<tr>
<td>General Management</td>
<td>9%</td>
</tr>
<tr>
<td>Human Resources</td>
<td>1%</td>
</tr>
<tr>
<td>Operations/Logistics</td>
<td>13%</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>20%</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
</tr>
</tbody>
</table>

#### Placement by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe (EU)</td>
<td>79%</td>
</tr>
<tr>
<td>Latin America &amp; Caribbean</td>
<td>6%</td>
</tr>
<tr>
<td>North America</td>
<td>3%</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>3%</td>
</tr>
<tr>
<td>Europe (Non EU)</td>
<td>4%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>5%</td>
</tr>
</tbody>
</table>

#### Placement by Industry (%)

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>21%</td>
</tr>
<tr>
<td>Consumer Packaged Goods</td>
<td>20%</td>
</tr>
<tr>
<td>Financial Services</td>
<td>15%</td>
</tr>
<tr>
<td>Technology</td>
<td>17%</td>
</tr>
<tr>
<td>Other</td>
<td>13%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>5%</td>
</tr>
<tr>
<td>Media/Entertainment/Hospitality</td>
<td>2%</td>
</tr>
<tr>
<td>Energy</td>
<td>2%</td>
</tr>
<tr>
<td>Real estate/Construction/Infrastructure</td>
<td>3%</td>
</tr>
<tr>
<td>Government/Intl. Organizations/NGOs</td>
<td>1%</td>
</tr>
<tr>
<td>Transportation</td>
<td>1%</td>
</tr>
</tbody>
</table>
III. INTERNATIONAL EMPLOYMENT STATISTICS

Placement by function by Undergraduate Major

From Humanities/Social Sciences/Law to:

- Consulting: 14%
- Finance/Accounting: 21%
- General Management: 13%
- Marketing/Sales: 42%
- Operations and Logistics: 13%

From Science/Engineering:

- Consulting: 30%
- Finance/Accounting: 16%
- General Management: 13%
- Information Technology: 4%
- Marketing/Sales: 32%
- Operations and Logistics: 4%

Top 15 Recruiting Companies

- Amazon
- Deloitte
- Roche
- Accenture
- Santander
- Credicorp Capital
- Credit Suisse
- EY
- Naturgy
- Falabella
- Infosys
- KPMG
- Kraft Heinz
- Lilly
- PwC
ON CAMPUS COMPANY PRESENTATIONS

A.T. KEARNEY
AB INBEV
ABBI
ABBOTT
ABBVIE
ACCENTURE
ADECO HEALTHCARE
AECOM
AIRBUS DEFENCE & SPACE
ALANTRA
ALFA CONSULTING
ALLIANZ PARTNERS
ALSA
ALTAl
ALTRAN
AMADEUS
AMERICAN EXPRESS
AMERICAN EXPRESS
ARTEFACT
ARTHUR D. LITTLE
ARUP
ASIAN DEVELOPMENT BANK
(ADB)
AVATURE
AXEL SPRINGER
BANCO MEDIOLANUM
BANCO SANTANDER
BANCHE OF AMERICA MERRILL
LYNCH
BAYER
BBVA
BCG
BIC
BP
BRACI
BRICOMART
BRISTOL-MYERS SQUIBB
BRITISH AMERICAN TOBACCO
BTS
CABIFY
CAPGEMINI
CATENON
CEMEX
CEPSA
CHAINGO
CHEVRON CORPORATION
CITI
COGNITIVE CORPORATE
FINANCE
COLGATE-PALMOLIVE
CORREOS
COSENTINO
COTY
CREDIT SUISSE
CUSHMAN & WAKEFIELD
DECATHLON
DELOITTE
DESIGNAL
DEUTSCHE BANK
DEUTSCHE POST DHL GROUP
DEVEX
DIAGEO
DUFF & PHELPS
EBURY
EDP RENOVÁVEIS
EF-EDUCATION FIRST
ELI LILLY
EMERSON
ENGEL & VÖLKER
EQUIFAX
ERICSSON
ESPAÑA, S.A. COMPANÍA
NACIONAL DE SEGUROS
ESSILOR
EUROPEAN BANK FOR
RECONSTRUCTION AND
DEVELOPMENT (EBRD)
EUROPEAN INVESTMENT
BANK
(EIF)
EVERIS
EXPEDIA
EY
FACEBOOK
FUNDACIÓN
UNIVERSIDADEMPRESA
GARTNER
GAS NATURAL FENOSA
GENERAL ELECTRIC (GE)
GLOBALPRAXIS
GLOWNET
GOLDMAN SACHS
GOOGLE
GRANT THORNTON
Grupo MASMÓVIL
Grupo SANJOSE
Grupo URVINA
GSK
HILTON
IBK
IKEA
IMPACT HUB
IMPERIAL BRANDS
INDITEX
INDRA
INFOSYS
INTER-AMERICAN
DEVELOPMENT
BANK (IDB)
INTERNATIONAL COMMITTEE
OF
THE RED CROSS (ICRC)
INTERNATIONAL FINANCE
CORPORATION (IFC)
ISG INTERNATIONAL
PERSONAL
MANAGEMENT GROUP
J.P. MORGAN
JLL
JOHNSTON & JOHNSON
KELLOGG’S
KNIGHT FRANK
KPMG
LIDL
LINDORFF
LINKEDIN
LORENTE & CUEHCA
LOEWE
LOGISTA
LONDON CONSULTING GROUP
L’ORÉAL
LUFTHANSA GLOBAL
BUSINESS
SERVICES
LVMH
MACQUARIE
MARS

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OTHER WAYS TO GET IN TOUCH:

Please Note: The information contained in this brochure is subject to change. IE reserves the right to modify program content, regulations and policies when deemed appropriate and in the best interest of the IE community. Please contact the program management team should you have any queries.

April 2019