The Manchester Full-time MBA
2019 employment report
“The Manchester MBA continues to equip our students with the necessary skills, knowledge and experience required to thrive in a market where change has become constant. What differentiates our MBA is the practical nature of the programme, with students working on three real-world consulting projects and potentially an internship. Our recruiters value the fact that the world-class academic input is supported by this practical approach, which gets them comfortable with applying their learning within a diverse environment.

Some of our key recruiters include American Express, Citigroup, Amazon, Microsoft, J&J, AT Kearney and the ‘big four’ firms; students are often hired through their internships as well as direct to full-time roles. Our alumni go on to achieve great success in their careers and we are proud to be part of their journey.”

Chris Garnett,
Head of Postgraduate Careers and Employability
CLASS PROFILES

CLASS OF 2019

- Class size: 111
- International: 93%
- Average GMAT: 650
- Gender: 40% female
- Nationalities: 30

Average age: 29
Age range (mid 80%): 26-34
Average work exp: 6.5 years
Work exp range (mid 80%): 3.4-10 years

PRE-MBA PROFESSIONAL EXPERIENCE

- Financial Services: 21%
- Consulting: 14%
- Energy: 11%
- Real Estate & Construction: 9%
- Technology: 8%
- Other: 7%
- Manufacturing: 5%
- Public Sector: 5%
- Transportation & Logistics: 2%
- Automotive & Aerospace: 5%
- Hospitality: 4%
- Retail: 4%
- Consumer Packaged Goods: 3%
- Healthcare: 2%

NATIONALITY BREAKDOWN

- 7% UK
- 3% EU/EEA
- 4% Africa
- 8% Middle East
- 13% India
- 25% Eastern Asia
- 1% Central & Western Asia
- 1% Southern Asia
- 14% South-Eastern Asia
- 5% North America
- 19% Latin America
“The MBA offered many opportunities to broaden my knowledge, practise skills and apply these in the real world, which gave me a lot to talk about when it came to interviews. In particular, the Commercial Business Consultancy Project with a private equity firm, the M&A Project, and the Venture Capital Investment Competition were of relevance to my new career in M&A Advisory with KPMG.”

**CLASS OF 2018**

- **Class size:** 99
- **International:** 82%
- **Average GMAT:** 630
- **Gender:** 33% female
- **Nationalities:** 25

**Average age:** 29

**Age range (mid 80%):** 26-33

**Average work exp:** 6 years

**Work exp range (mid 80%):** 3.8-10.17 years

**PRE-MBA PROFESSIONAL EXPERIENCE**

- Financial Services: 24%
- Technology: 9%
- Manufacturing: 9%
- Consulting: 9%
- Energy: 8%
- Other: 8%
- Retail: 6%
- Public Sector: 5%
- Consumer Packaged Goods: 5%
- Automotive & Aerospace: 4%
- Real Estate & Construction: 4%
- Healthcare: 3%
- Telecoms: 3%
- Transportation & Logistics: 3%

**NATIONALITY BREAKDOWN**

- **UK:** 12%
- **Europe:** 6%
- **Central & Western Asia:** 20%
- **Eastern Asia:** 16%
- **South-Eastern Asia:** 1%
- **Southern Asia:** 8%
- **India:** 4%
- **North America:** 4%
- **Latin America:** 27%
- **Other Europe:** 1%
- **Middle East:** 3%
- **EU/EEA:** 1%
- **Eastern Asia:** 20%
- **Central & Western Asia:** 1%
- **Southern Asia:** 1%
- **South-Eastern Asia:** 16%
“One of the key reasons I joined Manchester’s MBA programme was the applied nature of the MBA. I was also attracted by the industry relationships AMBS maintains through its Postgraduate Careers Service (PCS), which organises company treks, workshops and networking events. Having completed the cycle, as an international student I can say that PCS helped me get acquainted with the working culture, build my professional network and diversify the post-MBA industry/roles that were of interest to me.

The PCS team and my network of AMBS alumni helped me land an internship with Amazon during the MBA. The internship gave me an insight into the company culture and I chose to work for them post-MBA. The MBA not only prepped me technically for the challenges I face at work today, it also heavily equipped me with people management skills. This is key in my role as a strategic planning leader for last mile operations for Amazon in the EU. I work in a challenging, fast paced environment and I absolutely love it: thanks to PCS for coaching me through my MBA journey. I have been with Amazon for over a year based out of the EU headquarters in Luxembourg and will soon be moving to the UK to lead a very exciting business expansion project.”

Mrinalini Menon, Indian, Class of 2018 Senior Programme Manager, Amazon, Luxembourg
CLASS OF 2018: POST-MBA JOB LOCATIONS

- UK: 44%
- Asia: 26%
- Europe Free-Trade Zone: 10%
- Middle East and North Africa: 7%
- Central America and the Caribbean: 7%
- North America: 3%
- South America: 3%
Our 2018 graduates are working in 23 countries.

Our careers teams collaborate across our 6 global locations.

50% of the Class of 2018 changed country.
CLASS OF 2018: POST-MBA INDUSTRIES

57% changed industry

64% changed function

41% changed industry and function

26% triple jumped (country + industry + function)

EXAMPLE FULL-TIME ROLES

**Consulting**
- Associate, McKinsey & Company
- Assistant Manager, KPMG
- Management Consultant, PA Consulting
- Strategy Management Consultant, Bain & Company

**Financial Services**
- Risk & Information Manager, American Express
- Senior Digital Product Manager, Barclays
- Sales Manager, Global Liquidity and Cash Management, HSBC
- Associate Director, UBS

**Technology**
- Senior Product Manager, Amazon
- Regional Operations Manager, Google (Waymo)
- Marketing Specialist, DiDi
- Sr. Operations and Logistics Manager, Uber

**Healthcare (including products and services)**
- Strategic Marketing Manager, Merck
- Global Marketing & Business Development Manager, Thermo Fisher Scientific
- Work Stream Lead - Technical and Finance, NHS
- Director of Operations, Tomod’s

**Marketing/Sales:**
- Head of Online Trading, Travis Perkins
- Product Marketing Manager, Hilti
- Global Digital Marketing Manager, Jaguar Land Rover
- Commercial Manager, Carphone Dixons

**Other:**
- Programme Controls Manager, Transport for London

*Examples roles taken from Class of 2017 & 2018*
“I took the Manchester MBA hoping to pivot out of a currency trading career into something dynamic, exciting, and altruistic. I feel very privileged to have joined a bona fide AMBS ‘tech unicorn’ that has experienced enormous growth in my last two years here. My now boss was a guest speaker in the weekly talks, and I had my job offer before he left the networking session. Onwards and Upwards”.

Daniel Shuttleworth,
British, Class of 2018
Chief of Staff, Greensill, London
### OUR RECRUITERS

A SNAPSHOT OF COMPANIES THAT HIRED OUR MBAS FOR FULL-TIME ROLES (2016-2018)

#### Financial services
- Admiral
- American Express
- Barclays
- BBVA
- Citi Group
- Credit Suisse
- DBO
- GP Bullhound
- Greensill Capital
- HSBC
- Morgan Stanley
- North Edge Capital

#### Consulting
- Accenture
- A.T. Kearney
- ARUP
- Deloitte
- Grant Thornton
- Infosys
- KPMG
- McKinsey & Company
- OEE Consulting
- PA Consulting
- PwC
- ZS Associates

#### Marketing and retail
- Dixons Carphone
- eBay
- Heinz
- Hilti
- PepsiCo
- Tesco
- The Fung Group
- Travis Perkins
- Unilever

#### Pharma and healthcare
- Astro Zeneca
- BUPA
- Eli Lilly
- GlaxoSmithKline
- Johnson & Johnson
- Merck
- NHS
- Sanofi

#### Telecoms, media and technology
- Amazon
- British Telecom
- Cisco
- Didi
- Google
- Microsoft
- Samsung
- Philips
- Uber

#### Energy and industry
- Balfour Beatty
- BP
- British Gas
- DCC Energy
- Essar Oil
- Mitsui
- Saint Gobain
- Schneider Electric
- Shell
- Stephenson Group
“I spent my summer internship at American Express where I executed a project to improve integration and employee engagement. I conducted interviews and focus groups with employees from eleven countries, analysed data and built a plan to guarantee the desired improvements. During the project, I managed an employee and reported directly to a Vice President. The first year of my MBA, especially the live projects, gave me the foundation I needed to deliver my project and network within the company, which led to a successful outcome and a full-time offer.”

Alice Veiga Salles Costa, Brazilian, Class of 2018
Customer Service & Business Strategy Manager,
American Express, Brighton
Whether you are 100% clear about your future plans or intend to change your career direction, an 8-12 week internship can give you the opportunity to experience a new organisation, industry, job function or location.

To secure your internship, you’ll work closely with our Senior Career Consultants to identify and articulate your business credentials and preferred sectors, before targeting specific companies. Your own business networks and AMBS alumni will help you develop industry and interview intelligence.

Like MBA projects, an internship enables you to put your learning into practice. It also broadens your experience, expands your business network and helps you clarify your career plans.

Our MBAs secure internships with a broad range of organisations from multinationals to start-ups.

### COMPANIES THAT HIRED OUR MBAS FOR INTERNSHIPS (2016-18)

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<th>Internships</th>
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<td>A.T. Kearney</td>
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<td>Renishaw PLC</td>
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<td>Accelerated Digital Ventures</td>
<td>J.P. Morgan Chase Bank</td>
<td>ROQ</td>
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<td>Accenture</td>
<td>James Briggs</td>
<td>Saint Gobain</td>
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<td>Aditya Birla Group</td>
<td>Johnson &amp; Johnson</td>
<td>Scapa Group plc</td>
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<td>Admiral</td>
<td>Liquid Business</td>
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<td>Agidea</td>
<td>Manx Telecom</td>
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<td>Amazon</td>
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<td>American Express</td>
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<td>Balfour Beatty</td>
<td>NorthEdge Capital</td>
<td>Univeg Chile</td>
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<td>Bupa</td>
<td>Pacific Architects</td>
<td>University of Manchester</td>
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<td>Cancer Research</td>
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<td>Catapult Ventures</td>
<td>PolyMateria</td>
<td>Zenith International Ltd</td>
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North Edge Capital is a middle-market private equity firm that provides capital and management solutions to companies in the North of England.

“There are few places that provide a curated, high-calibre and diverse pool of talent as AMBS does. Our recurring internship programme with the School brings new perspectives and impetus into our business-building projects, whilst our portfolio companies have secured future C-Level leaders out of the robust, experience-led AMBS MBA programme.”

George Potts, Investment Director
North Edge Capital, Manchester

82% of the Class of 2018 completed an internship
POSTGRADUATE CAREERS SERVICE

All MBA candidates receive career support alongside their academic journey at AMBS. Our dedicated team of Senior Careers Consultants will get to know you personally and work as your career partners.

Shortly before you arrive in Manchester, we will contact you to establish the foundations for your MBA career journey:

- **You**
  - Who are you and what do you offer the employment market?

- **Personal branding**
  - CVs, cover letters, online presence, and elevator pitch

- **Research**
  - Information sessions, club events and meetings with alumni to help you understand your target markets and role(s)

- **Planning**
  - Map out your application strategy

- **Launch**
  - Submit job applications

These foundations are tested and perfected throughout your MBA journey, informed by:

- Weekly career skills workshops (scheduled during your core academic programme)
- Sessions with external specialist career practitioners
- Unlimited individual meetings with our experienced Senior Careers Consultants
- On-campus recruitment activities including guest speakers, industry experts and company recruitment presentations
- Networking events in London and Manchester
- Student clubs
- Events focusing on entrepreneurship and women in business
- Business competitions
- Practice interviews
- Your own initiatives and ideas to develop your business networks and validate your plans
"Before starting the MBA I knew I wanted to change my career path to consulting. I was not clear on the 'how' and the Postgraduate Careers Service (PCS) was key from day one. I had a couple of detailed sessions with the team and I was able to design a clear path towards my goal (eg a tailored CV, phases to tackle and alumni to reach out to). Once I started following the predefined path, PCS was always at hand to provide additional input, highly increasing my chances of receiving an offer from my current employer."

Sebastian Schroth Pinillos, Peruvian, Class of 2018
Associate, McKinsey & Co., Mexico City
MEAN AVERAGE SALARIES BY JOB LOCATION

North America

Class of 2018
£70,717
Class of 2017
£75,202

South America and Central America

Class of 2018
£61,202
Class of 2017
£51,784

£64,037
£59,975
Average
102% Average salary increase after three years  
Financial Times Global MBA Ranking, 2019

$124k Average weighted salary  
Financial Times Global MBA Ranking, 2019

7th in the world for ROI  
Forbes The Best International MBAs: Two-Year Programs, 2019