

Full-Time MBA
EMPLOYMENT & SALARY REPORT

Full-Time Employment and Summer Internship Statistics

Melita Cyril, MBA '13
Associate, A.T. Kearney

Unleash your POTENTIAL

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**“ROTMAN IS CHARTING
THE FUTURE OF BUSINESS
EDUCATION.”**

DAN PINK,

author of *Drive: The Surprising Truth About What Motivates Us*
and *A Whole New Mind: Why Right Brainers Will Rule the Future*



TRADITION AND VISION

The Rotman School of Management is the #1 business school in Canada, consistently placing in the global top 10 for its faculty and research*. Rotman is part of the University of Toronto, Canada's top research university, and located in downtown Toronto, North America's third-largest business centre.

Rotman is home to both the nation's top-ranked MBA program and its biggest: by 2016, we will welcome an incoming class of 400 full-time students. In 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.

Our record of growth and achievement is unmatched in business education. Rotman is the destination in the country for global firms wishing to hire MBA students. Leading companies like Nike, McKinsey, Google, IBM, P&G, IDEO and Microsoft regularly recruit at the School, knowing that Rotman can provide the range of skills and experience they need.

By reaching a certain scale, we are able to attract world-class firms in search of top talent. We also achieve critical mass in terms of training the next generation of future business leaders for Canada and the world.

* Financial Times Global MBA rankings, 2013

WHERE WE STAND

THE FINANCIAL TIMES RANKS ROTMAN (2013)

#1 IN CANADA

#9 IN THE WORLD FOR FACULTY RESEARCH

BUSINESSWEEK RANKS ROTMAN (November 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 a ten minute subway ride from the School.

DIRECTOR'S MESSAGE

It gives me great pleasure to introduce the *Employment & Salary Report* for the Rotman Full-Time MBA classes of 2012 and 2013. Whether you're a young professional considering a Rotman MBA or a corporate recruiter looking to connect with our talent, you will find this report informative and useful.

Our most recent graduates, the Full-Time MBA Class of 2012, achieved employment across a multitude of industries. Rotman admits students from a wide variety of backgrounds because we believe exposure to diverse perspectives makes for better leaders. It's not surprising to see our 2012 graduates launching careers in everything from consulting to healthcare to entrepreneurship. I am also pleased to note the success Class of 2013 had in securing summer internships, with nearly 90 per cent of students employed.

As we look to welcome future classes, there are many new and exciting developments at the Career Centre worth highlighting. Thanks to restructuring and new staff additions, we are better equipped than ever to help graduates find meaningful work. Since the Rotman Career Centre features one of the lowest student-to-staff ratios in MBA education, our students receive the personalized coaching they need to achieve their career goals.

On the client side, we have grown our employer relations and business development team. This group of industry advisors works to connect each MBA student with their ideal employer by understanding our students' profiles and partnering with the world's best companies. This year Rotman stood out as the only Canadian school to officially engage with firms like Nike Global and Thomson Reuters.

The recruiters we work with recognize Rotman as the place to find their next generation of leaders. We look forward to partnering with the next Rotman class and a growing network of employers as our ambitious approach to MBA career services continues to break new ground this year.

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



The Rotman CAREER CENTRE

“MY NUMBER ONE PIECE OF ADVICE FOR FIRST-YEAR MBA STUDENTS IS TO **USE THE CAREER CENTRE**. THE CAREER STAFF ARE EXTREMELY KNOWLEDGEABLE AND ALWAYS READY TO GIVE YOU VALUABLE ADVICE.”

Mariano Ferreira Pinho, MBA '13
Vice-President, Operations, Rotman Latin American Business Association



PREVIOUS EXPERIENCE:
Account Manager,
Royal Bank of Canada

MBA INTERNSHIP:
Strategy Intern,
Sunnybrook Hospital, Toronto

FULL-TIME POSITION:
Consultant, Global Consulting Services,
Royal Bank of Canada

Located just blocks from Bay Street, Canada's business hub, the Rotman School is ideally positioned to help students connect with top employers. Enabling this process is the Career Centre, a team of dedicated and experienced professionals driven by one overarching goal: **to give all Full-Time MBA students the skills and knowledge they need to graduate with their career objectives fulfilled.**

CAREER DISCOVERY WEEK

This week-long break from the academic curriculum is designed to help first-year MBAs clarify their career vision. Industry speakers and alumni panelists will deepen your understanding of the career paths open to MBA graduates. Meanwhile, you'll get a chance to hone your job search skills through a series of workshops and events.

SAMPLE MBA CAREER EDUCATION WORKSHOPS

- Creating a Winning Résumé
- How to Ace Your Interview
- Developing Your Online Presence
- Case Interview Prep
- Cover Letter Working Session
- Networking For Success
- Personal Branding

THE CAREER CENTRE IN NUMBERS



PERSONALIZED APPROACH: THE ROTMAN CAREER CENTRE HAS INVESTED IN BUILDING

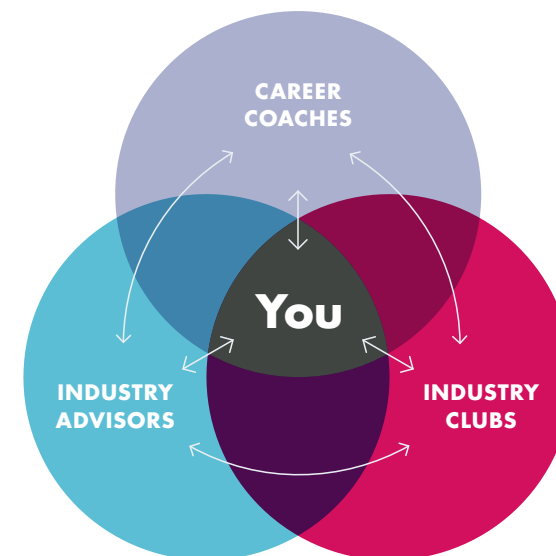
ONE OF THE LARGEST

MBA CAREER TEAMS IN BUSINESS EDUCATION

Source: MBA Career Services Council 2011 Benchmarking Survey



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 start your MBA and remains with you throughout your Rotman experience.
- Your coach will help you articulate your professional goals and create an action plan to achieve them through one-on-one coaching and ongoing group workshops.
- As a Rotman graduate, you will have continuous access to our career coaching services for MBA alumni.

Industry Clubs:

- Rotman's student-run clubs play a key role in your career exploration, preparation and success.
- Industry clubs organize a rich calendar of networking events, high-profile case competitions and guest speakers.
- Clubs work in partnership with the Career Centre to enhance its business development efforts and connect employers directly with students.

MBA Class of 2012 FULL-TIME EMPLOYMENT

BACKGROUND

FULL-TIME MBA CLASS OF 2012

268 STUDENTS

AVERAGE AGE

27 33%

AVERAGE YEARS OF WORK EXPERIENCE

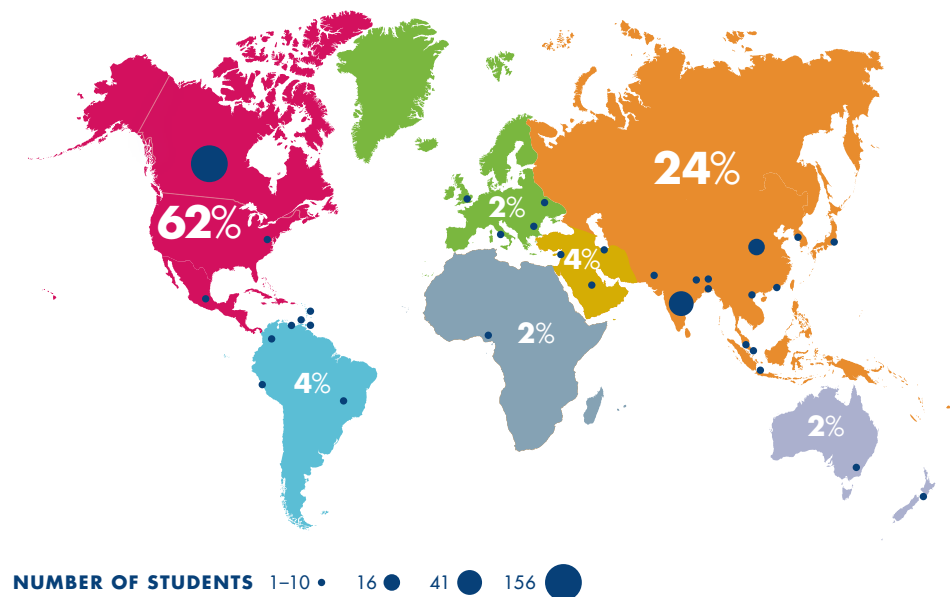
4 67%

AVERAGE GMAT SCORE

650



GEOGRAPHIC REPRESENTATION



EMPLOYMENT

GRADUATE SALARIES

Mean Base Salary \$89,848
Median Base Salary \$85,000
Base Salary Range \$45,120 – \$170,000

82% of employed students provided salary information

Mean Signing Bonus \$13,237
Median Signing Bonus \$10,000
Signing Bonus Range \$1,000 – \$45,000

43% of employed students reported receiving a signing bonus

Mean Other Compensation \$19,178
Median Other Compensation \$14,000

21% of employed students who reported salary information received other compensation such as an annual bonus or education reimbursement

92 COMPANIES HIRED
MBA CLASS OF 2012
GRADUATES

82% OF FULL-TIME MBA STUDENTS
SEEKING EMPLOYMENT*
WERE EMPLOYED WITHIN THREE
MONTHS OF GRADUATION

*85% of the Full-Time MBA Class of 2012 reported that they were seeking employment. 4% of students were not seeking employment and 11% of students did not provide employment information.

ACADEMIC BACKGROUND

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

INDUSTRY BACKGROUND



FULL-TIME EMPLOYMENT AND SALARIES BY INDUSTRY

Industry	% of Total Employed	Mean	Median	Range
FINANCIAL SERVICES	46	\$88,684	\$85,000	\$45,120 – \$140,000
CONSULTING	24	\$100,106	\$90,000	\$52,000 – \$160,000
LEGAL SERVICES	7	\$104,585	\$76,000	\$63,800 – \$170,000
IT/TECHNOLOGY/TELECOMMUNICATIONS	5	\$77,723	\$75,000	\$66,560 – \$90,000
HEALTHCARE	5	\$77,429	\$75,000	\$70,000 – \$100,000
CONSUMER GOODS & RETAIL	4	\$79,300	\$70,000	\$52,000 – \$115,000
REAL ESTATE	2	\$81,667	\$80,000	\$75,000 – \$90,000
OTHER†	7	\$73,389	\$70,000	\$55,000 – \$110,000

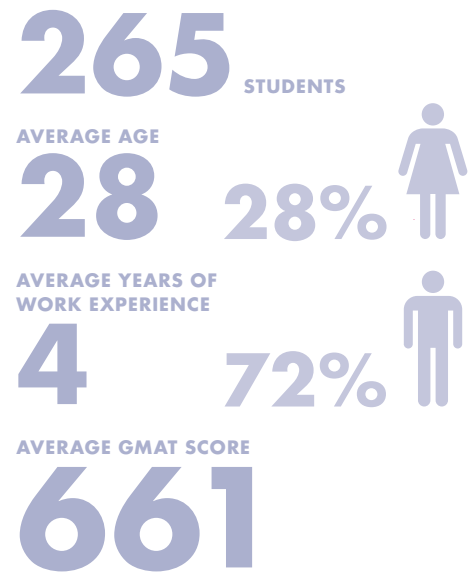
† Includes Media & Entertainment, Hospitality, Logistics, Marketing, Non-Profit, and Energy & Natural Resources.

For information on how this data is gathered, please see How to Interpret Our Statistics on page 20.

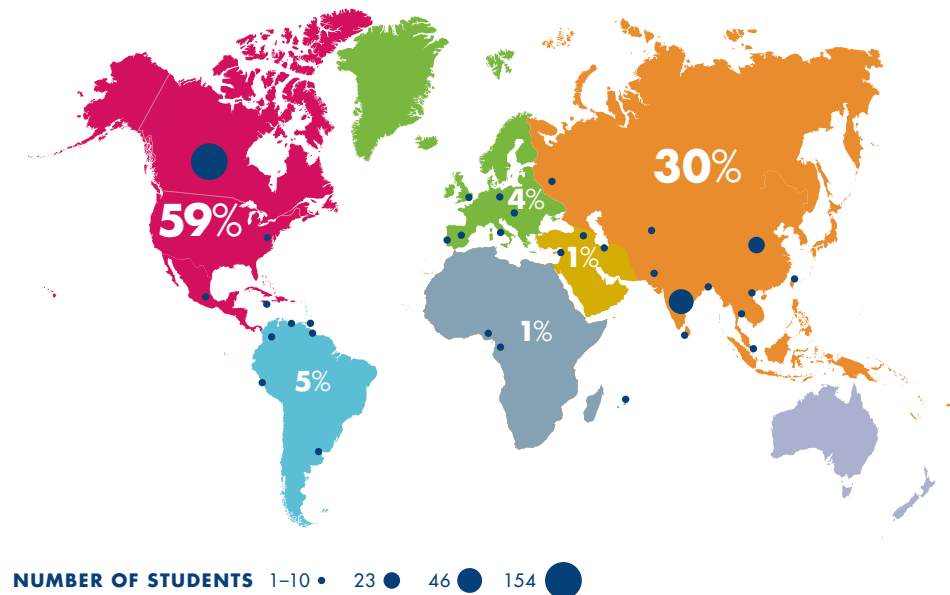
MBA Class of 2013 SUMMER INTERNSHIPS

BACKGROUND

FULL-TIME MBA CLASS OF 2013



GEOGRAPHIC REPRESENTATION



SUMMER INTERNSHIPS

INTERNSHIP SALARIES

Mean Monthly Salary	\$4,809
Median Monthly Salary	\$4,500
Monthly Salary Range	\$1,200 – \$11,240
88% 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

117 COMPANIES HIRED
MBA CLASS OF 2013
INTERNS

88% OF STUDENTS SECURED
INTERNSHIPS IN
THE SUMMER OF 2012

IN 2012, MORE THAN
2/3 (69%) OF MBA INTERNS WHO
APPLIED FOR FULL-TIME JOBS AT THE
COMPANIES WHERE THEY INTERNEED
RECEIVED AN OFFER OF EMPLOYMENT

Source: Graduate Management Admissions Council 2012 Corporate Recruiters Survey

ACADEMIC BACKGROUND

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

INDUSTRY BACKGROUND



INTERNSHIPS AND MONTHLY SALARIES BY INDUSTRY

Industry	% of Total Employed	Mean	Median	Range
FINANCIAL SERVICES	46	\$5,544	\$5,120	\$2,000 – \$11,240
CONSULTING	13	\$6,213	\$5,667	\$1,200 – \$11,667
IT/TECHNOLOGY/TELECOMMUNICATIONS	9	\$4,436	\$4,100	\$2,268 – \$7,600
HEALTHCARE	8	\$3,445	\$3,400	\$2,500 – \$4,400
NOT-FOR-PROFIT	5	\$2,800	\$2,800	\$2,000 – \$4,000
CONSUMER GOODS & RETAIL	3	\$3,447	\$3,542	\$2,400 – \$4,400
ENERGY & NATURAL RESOURCES	3	\$4,876	\$5,000	\$4,400 – \$5,200
LEGAL SERVICES*	1	\$3,250	–	–
REAL ESTATE*	1	\$2,800	–	–
OTHER†	11	\$3,881	\$4,000	\$2,000 – \$6,400

* For the purpose of confidentiality, median and range are not reported when there are less than three data points, 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.

† Includes Engineering & Construction, Manufacturing, Government, Hospitality, Logistics, and Marketing.

International STUDENTS

“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
President, Rotman Business Technology Club

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

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

FULL-TIME POSITION:
Senior Consultant,
Deloitte

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

RTalk

These online video forums, which take place in the months before the program starts, are designed to help incoming international students prepare for all aspects of the transition to Canada.

International Student Orientation

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

Speak Easy Program

Speak Easy provides both written and oral communications assistance to students speaking English as a second language. One-on-one sessions throughout the academic year help you focus on achieving your communications goals.

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 over our international competitors.

FINANCE YOUR ROTMAN MBA

ACCESS A STUDENT LOAN WITHOUT A CANADIAN CO-SIGNER

Rotman is the only Canadian business school where international students may apply for student loans that do not require a Canadian co-signer. Through the Professional Student Loan Plans and the Rotman Interest Subsidy Program, we provide a subsidy for the interest on your student loan while you study. Lower loan limits and further restrictions apply.

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

International OPPORTUNITIES



Rotman students on the 2013 China Study Tour visit the Tian Tan Buddha, Lantau Island, Hong Kong

The Rotman MBA reflects the reality of doing business in the global economy. While at Rotman, you will have a range of opportunities to gain international experience and prepare for a career on the world stage.

INTERNATIONAL CAREER PREPARATION

Doing Business Internationally

Offered over one to two weeks, this intensive program allows MBA students to learn to do business internationally by studying abroad at one of Rotman's international partner schools.

International Consulting Projects

Under the supervision of a Rotman faculty member, MBA students work on and deliver an in-depth study of a specific country or region while gaining real-time experience.

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 New York and Calgary.

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.

EXCHANGES

Rotman students have the option of studying for a semester at one of 23 leading universities worldwide, including schools in Milan, London, Paris, Singapore and Hong Kong.

23 PARTNER UNIVERSITIES IN **16** COUNTRIES PROVIDE GLOBAL STUDY OPPORTUNITIES

MBA EXCHANGE PROGRAMS

Australia

Australian Graduate School of Management, Sydney
Melbourne Business School, University of Melbourne

China

Tsinghua University, Beijing
The Chinese University of Hong Kong
Hong Kong University of Science and Technology
China Europe International Business School, Shanghai
Fudan University, Shanghai

France

ESSEC Business School, Paris

Germany

WHU Beisheim School of Management, Vallendar
European Business School, Frankfurt

India

Indian School of Business, Hyderabad

Israel

The Leon Recanati Graduate School of Business,
Tel Aviv University

Italy

SDA Bocconi School of Management, Milan

Mexico

Tec de Monterrey (ITESM)

Netherlands

RSM Erasmus, Rotterdam

Singapore

National University of Singapore

South Africa

University of Cape Town

South Korea

Korea Advanced Institute of Science and
Technology, Daejeon

Spain

Instituto de Empresa, Madrid

Switzerland

University of St. Gallen

Taiwan

National Taiwan University

United Kingdom

London Business School
Manchester Business School

INTERNATIONAL STUDY TOURS

Study tours expose MBA students to the opportunities and risks associated with doing business on a global scale. In 2013, Rotman students went on study tours in Europe, China, India and Latin America.

STUDENTS ON THE 2013 EUROPE STUDY TOUR VISITED:

19 COMPANIES
INCLUDING BARCLAYS, PENTAGRAM, BMW

3 COUNTRIES
UK, SWITZERLAND, GERMANY

STUDENTS ON THE 2013 CHINA STUDY TOUR VISITED:

17 COMPANIES
INCLUDING HUAWEI TECHNOLOGIES, OGILVY & MATHER, BAIDU

4 CITIES
HONG KONG, SHENZHEN, SHANGHAI, BEIJING

FINANCE at Rotman



“**ROTMAN DOMINATES ON BAY STREET, ESPECIALLY IN TERMS OF INTERNSHIP RECRUITING, WHICH GIVES YOU A SUBSTANTIAL ADVANTAGE OVER PEOPLE COMING FROM OTHER SCHOOLS.**”

Dylan McGuire, MBA '13
President, Rotman Finance Association

PREVIOUS EXPERIENCE:
Financial Analyst,
Celestica Inc.

MBA INTERNSHIP:
Investment Banking Associate,
Barclays Capital

FULL-TIME POSITION:
Investment Banking Associate,
Morgan Stanley

Rotman is the ideal place to invest in your finance career. The *Financial Times* ranks Rotman as one of the world's top schools for finance, and our faculty — including renowned experts like Professor John Hull — are ranked in the top ten for their research. Add to that our world-class training facilities like the Financial Research and Trading Lab and our downtown Toronto location, just blocks from the financial district, and you have the ideal place to enhance 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 2013

2,000+ 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.

38 FACULTY IN THE FINANCE AREA

19 FINANCE ELECTIVE COURSES TO CHOOSE FROM IN SECOND YEAR

2 FINANCE EXECUTIVES-IN-RESIDENCE:

ELISABETTA BIGSBY,
FORMER GROUP HEAD,
HR & TRANSFORMATION,
RBC FINANCIAL GROUP

EDWARD KERNAGHAN,
PRESIDENT,
PRINCIPIA RESEARCH INC.

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUBS

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

5 CASE COMPETITIONS

14 GUEST SPEAKERS

1 INDUSTRY NIGHT

1 CAREER TREK (NEW YORK CITY)

PLUS A REGULAR SCHEDULE OF CAREER EDUCATION AND RECRUITMENT PREPARATION SESSIONS

100+ ROTMAN ALUMNI FROM 40 DIFFERENT FINANCIAL SERVICES COMPANIES ATTENDED THE RFA'S ANNUAL INDUSTRY NIGHT

400+ MEMBERS
MAKE THE RFA ROTMAN'S LARGEST CLUB

EMPLOYERS

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



CONSULTING at Rotman

"LOCATED AT THE HEART OF CANADA'S BUSINESS CAPITAL, ROTMAN HAS PROVIDED ME WITH UNPARALLELED ACCESS TO THE FINANCE AND CONSULTING INDUSTRIES."

Peter Blanchard, JD/MBA '13*
Vice-President, Alumni Affairs, JD/MBA Association

* The JD/MBA Program is a four-year combined degree offered by the University of Toronto's Faculty of Law and the Rotman School of Management.



PREVIOUS EXPERIENCE: Manager, Risk Management, Telus	SUMMER INTERNSHIP 2010: Summer Student, Gowlings LLP	SUMMER INTERNSHIP 2011: Investment Banking Associate, CIBC World Markets	SUMMER INTERNSHIP 2012: Summer Associate, McKinsey & Co.	FULL-TIME POSITION: Associate, McKinsey & Co.
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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 need to thrive in your consulting career. Outside the classroom, 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

54 CONSULTING FIRMS
POSTED JOB OPPORTUNITIES AT ROTMAN IN 2012

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

34 FACULTY IN THE STRATEGIC MANAGEMENT AREA

29 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

250+ MEMBERS
MAKE THE MCA ROTMAN'S
SECOND-LARGEST CLUB

100+ ROTMAN ALUMNI ATTENDED
MCA NETWORKING EVENTS IN 2012

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

EMPLOYERS

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



THE BOSTON CONSULTING GROUP



TECHNOLOGY at Rotman



"I'VE PUT MYSELF ON THE BEST POSSIBLE CAREER TRAJECTORY BY COMBINING AN OUTSTANDING BUSINESS EDUCATION WITH A SUMMER INTERNSHIP AT GOOGLE."

Gabriel Matzner, MBA '13
Vice-President, Events, Rotman Entrepreneurship and Venture Capital Association

PREVIOUS EXPERIENCE:
Founder and CEO of OnRPG Inc., which became the largest free Massively Multiplayer Online (MMO) games portal on the Internet and was subsequently acquired by Spil Games, the world's largest casual gaming company.

MBA INTERNSHIP:
Sales Intern, Google Inc.

CAREER GOAL:
To pursue a full-time position with a top technology company or start a new venture.

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 Infosys, among other leading 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

22% INCREASE IN MBA HIRING BY TECHNOLOGY COMPANIES IN 2012

Source: Graduate Management Admissions Council 2012 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: 2012-2013 Times Higher Education Ranking

#10 RANKED UNIVERSITY IN THE WORLD FOR COMPUTER SCIENCE
Source: 2012 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

45 INFORMATION AND COMMUNICATIONS TECHNOLOGY FIRMS POSTED JOB OPPORTUNITIES AT ROTMAN IN 2012

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 MBAs IN THE LAST 2 YEARS



HEALTHCARE at Rotman



“PURSUING AN MBA WAS AN OBVIOUS DECISION FOR ME. I KNEW THAT I COULDN’T PROGRESS FURTHER IN MY CAREER ON A COMMERCE DEGREE ALONE. I CHOSE ROTMAN BECAUSE IT IS A BRAND THAT IS RECOGNIZED BY LEADING INTERNATIONAL FIRMS LIKE JOHNSON & JOHNSON.”

Leslie Wong, MBA '13
Vice-President, Communications, Healthcare & Biotechnology Association

PREVIOUS EXPERIENCE:

Associate Marketing Manager, Heart and Stroke Foundation

MBA INTERNSHIP:

Summer Associate, Commercial Leadership Development Program, Johnson & Johnson Medical Companies

FULL-TIME POSITION:

Marketing Associate, Janssen Inc., Johnson & Johnson Family of Companies

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 Healthcare and Biotechnology Association, which doubled its membership this year. Networking events and info sessions with companies like Johnson & Johnson, Glaxo Smith Kline, and Eli Lilly 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.

11% INCREASE IN MBA HIRING BY HEALTHCARE AND PHARMACEUTICAL COMPANIES IN 2012

Source: Graduate Management Admissions Council 2012 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

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

1 EXECUTIVE-IN-RESIDENCE FOR HEALTH AND LIFE SCIENCE STRATEGY:

RON YAMADA,
CO-FOUNDER, MDS INC.
BOARD MEMBER AND ADVISOR,
CANCER CARE ONTARIO, ST. ELIZABETH HEALTH CARE

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUB
Rotman Healthcare and Biotechnology Association (HCBA)

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

100% GROWTH
IN HCBA MEMBERSHIP IN 2012

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

EMPLOYERS

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



CONSUMER GOODS & RETAIL at Rotman

"MY SUMMER INTERNSHIP AT GENERAL MILLS WAS EXCEPTIONALLY VALUABLE. NOT ONLY DID THE EXPERIENCE HELP ME CONFIRM THAT MARKETING IS THE RIGHT CAREER PATH FOR ME, IT ULTIMATELY LED TO A FULL-TIME JOB OFFER."

Kayla Rochkin, MBA '13
Vice-President, Communications, Rotman Marketing Association

PREVIOUS EXPERIENCE:
Consultant,
Hill + Knowlton

MBA INTERNSHIP:
Associate Marketing Manager Intern,
General Mills

FULL-TIME POSITION:
Associate Marketing Manager,
General Mills

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 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

"If you're a consumer goods recruiter, you want new hires who balance strategic and analytical discipline with the flexibility of a creative approach. Rotman students cultivate this unique mix thanks to our accomplished Marketing faculty and the MBA curriculum's Integrative Thinking and Business Design components."



Ricardo Alleyne
Assistant Director, Careers
Former Assistant Brand Manager, Procter & Gamble

31 CONSUMER GOODS COMPANIES POSTED JOB OPPORTUNITIES AT ROTMAN IN 2012

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

1 CONSUMER GOODS EXECUTIVE-IN-RESIDENCE:
DELAINE HAMPTON,
FORMER DIRECTOR OF
CONSUMER AND MARKET KNOWLEDGE,
PROCTER & GAMBLE GLOBAL

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUB
Rotman Marketing Association (RMA)

12 EVENTS

2 MARKETING CASE COMPETITIONS

1 INDUSTRY NIGHT

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

30% GROWTH IN RMA MEMBERSHIP IN 2012

50 STUDENTS PARTICIPATED IN THE 2012 MARKETING CASE COMPETITION

EMPLOYERS

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



ENERGY & NATURAL RESOURCES

at Rotman



“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

PREVIOUS EXPERIENCE: Environmental Engineer, Geosyntec Consultants	MBA INTERNSHIP: Summer Analyst, Hydro One Networks	FULL-TIME POSITION: Business Analyst, Imperial Oil
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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, Yamana Gold 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

18 ENERGY AND NATURAL RESOURCES COMPANIES POSTED JOB OPPORTUNITIES AT ROTMAN IN 2012

14% INCREASE IN MBA HIRING BY ENERGY COMPANIES IN 2012

Source: Graduate Management Admissions Council 2012 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

1 ENTRANCE AWARD FOR DOMESTIC STUDENTS INTERESTED IN THE ENERGY SECTOR:
BRADLEY DAVID GRIFFITHS MEMORIAL SCHOLARSHIP

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUB
Rotman Energy and Natural Resources Group (ENRG)

1 CAREER TREK TO CALGARY, ALBERTA

THE CAREER TREK FEATURED:

- 20** MBA STUDENTS
- 1** ENERGY & RESOURCE INVESTMENT CONFERENCE
- 9** COMPANY VISITS, INCLUDING IMPERIAL OIL, SHELL, ERNST & YOUNG AND WESTJET

70+ MBA STUDENTS ARE INVOLVED IN THE ENRG CLUB

CAREER INTERESTS OF ENRG CLUB MEMBERS:

- 56%** OIL/GAS
- 35%** RENEWABLE ENERGY
- 7%** UTILITIES
- 2%** NUCLEAR ENERGY

EMPLOYERS

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



ENTREPRENEURSHIP at Rotman



“I’VE BUILT COMPANIES IN THREE DIFFERENT INDUSTRIES — EDUCATION, BIOTECH, AND TELECOMMUNICATIONS — SO I WANTED TO ATTEND A BUSINESS SCHOOL WITH STRONG TIES TO CANADA’S ENTREPRENEURSHIP COMMUNITY AND A TRACK RECORD FOR CULTIVATING BUSINESS-LED INNOVATION.”

Steven Yao, MBA ’14



PREVIOUS EXPERIENCE:

Steven is a serial entrepreneur who founded his first company when he was twenty-two. He secured \$3 million in funding for his latest venture, a mobile game and app company based in Beijing. One of its most successful games, Birdhunting Mania, is top-ranked in China’s App Store, and has over 12 million downloads.

Rotman has an impressive array of opportunities for entrepreneurially-minded individuals. The student-run Rotman Entrepreneurship and Venture Capital Association 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.

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)

\$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

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*

\$50M THE AMOUNT OF EQUITY VALUE THE CREATIVE DESTRUCTION LAB AIMS TO GENERATE IN ITS FIRST 5 YEARS

2 ENTREPRENEURS-IN-RESIDENCE:

LARRY WASSER, FOUNDER, BEAMSCOPE CANADA INC.

BRENDAN CALDER, BUILT COMPANIES LATER PURCHASED BY MANULIFE AND CIBC

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

2 BUSINESS PLAN AND VENTURE CAPITAL COMPETITIONS AT ROTMAN

142 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

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

Jad Yaghi, MBA ’07
Co-Founder and CEO, Verold

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

BUSINESS DESIGN at Rotman

“MY INVOLVEMENT WITH BUSINESS DESIGN AT ROTMAN AND MY INTERNSHIP AT IDEO HAVE ALLOWED ME TO **DEVELOP A UNIQUE SKILL SET.** I HAVE PAIRED A RIGOROUS BUSINESS EDUCATION WITH DESIGN THINKING’S HUMAN-CENTERED AND CREATIVE APPROACH TO INNOVATION.”

Arthur Mui, MBA '13
Director, Career Development, Rotman Business Design Club

PREVIOUS EXPERIENCE: Inventory Distribution Analyst, Smucker Foods
MBA INTERNSHIP: Business Design Intern, IDEO, San Francisco



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

2009 THE YEAR ROTMAN’S DEAN, ROGER MARTIN, PUBLISHED HIS AWARD-WINNING BOOK *THE DESIGN OF BUSINESS: WHY DESIGN THINKING IS THE NEXT COMPETITIVE ADVANTAGE*

200% RATE BY WHICH DESIGN-AWARE COMPANIES OUTPERFORMED THE FTSE 100 INDEX BETWEEN 1994 AND 2003

Source: ‘The Impact of Design on Stock Market Performance,’ London: Design Council

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
CERVÉLO CYCLES
MEDTRONIC CANADA
PRINCESS MARGARET HOSPITAL
PROCTER & GAMBLE
ROYAL CONSERVATORY OF MUSIC
SAP
TARGET

CAREER CENTRE & STUDENT CLUBS

INDUSTRY CLUB

Business Design Club (BDC)

65% GROWTH IN BDC MEMBERSHIP IN 2012

215 MEMBERS
MAKE THE BDC ROTMAN’S THIRD-LARGEST CLUB

1 ROTMAN DESIGN CHALLENGE, A BUSINESS DESIGN CASE COMPETITION
9 CAREER DEVELOPMENT WORKSHOPS AND EVENTS
6 DESIGN DEVELOPMENT WORKSHOPS AND EVENTS

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 MBAs FOR THEIR INNOVATION SKILLS AND EXPERIENCES IN THE LAST 2 YEARS



COMPANIES RECRUITING at Rotman

10EQS
1 Datapoint
180 Systems

A

A.I.M. Group Canada
A.T. Kearney
Accenture
Accounting Advantage
Acumen Fund
Aden Earthworks
Advanced365
Adventis Personnel
Aecon
Agfa HealthCare
Allegro Wireless
Allianz
Amazon.com
Ambit Search
American Express Canada
Anatolia Tile & Stone
Anson Fund
Aon Canada
Apple
Auxo Management LLC
Aviva Canada

B

Bain & Company
Bank of America Merrill Lynch
Bank of Canada
Barclays Capital
Barnes Management Group
Bay Street HR
Baycrest Centre
Befficient
Bell Canada Enterprises
Bell Mobility
Black Content Network
Black Swan Dexteritas
Blake, Cassels & Graydon LLP
BMO Capital Markets
BMO Commercial Banking
BMO Financial Group
Booz & Co.
Boston Consulting Group
Brevitas Consulting
BrightSun Group
Bristlecone
BroadGrain Commodities
Burgundy Asset Management
Business Acceleration Program

C

Caldwell Partners International
Cambridge Associates
Canaccord Genuity
Canada Health Infoway
Canadian Tire
Cancer Care Ontario
Capco
Capgemini Canada
Capital One
Cardinal Health Canada
Carly Rian Group
Catlin Canada
CDC Development Solutions
CDS International
Centre for Study of Insurance
Operations CGI
Chalifour Canada
Charity Intelligence
CIBC
Citigroup
City of Toronto
CJB Consulting
Clean Energy Institute
Clientinsights
Clinton Health Access Initiative
Cobalt Engineering LLP
Coinamatic Group of Companies
Confidential
Continuum
Cooler Solutions
Corporate Consultants
Cosmo Sports Jobs
CPG Connect
CPP Investment Board
Crane Payment Solutions
Credit Suisse Securities (Canada)
Crest Capital
Creststreet Asset Management

D

Davies, Ward, Phillips & Vineberg LLP
Dell
Deloitte
Deloitte Financial Advisory Services
DesignWorks
Desire2Learn
Desjardins General Insurance Group
Detecon
Deutsche Post DHL
Inhouse Consulting GmbH
DHL Express Canada
DI Venture Capital
Diageo
Direct Energy
Direct Media Technologies
Discovery Reports
Diverseo SAS
DRI Capital
DuPont
DYTREM

E

eBay Canada
Edward Jones
Electronic Arts
Eli Lilly Canada
EMC² Global Financial Services
Enbridge
Enterprise Fleet Management
Equitable Life
Ericsson
Ernst & Young
Essar
eSSENTIAL Accessibility
EventMobi
Evergreen
Excellerate

F

Fairmont Hotels & Resorts
Fairmont Raffles Hotels International
Fertile Future
Fitzii
Forbes Manhattan
Ford Motor Company of Canada
Foundation Fighting Blindness
Four Seasons Hotels and Resorts
Franklin Templeton Investments
Fusion Retail Analytics

G

Gallup Consulting
GE Capital
General Electric
General Mills Canada
GlaxoSmithKline
GLC Asset Management
Golden Mile Management
Goldman Sachs Group
Google
Grand Challenges
Green Shield Canada Foundation
Greenhill & Co.
Greenlight Law
GS1 Canada

H

Harris Canada Systems
Haywood Securities
Hershey's
HSBC Bank Canada
HSBC Taiwan
Hudson's Bay Company
Hydro One Networks

I

IBM Canada
ICICI
IDEO
IEDP
IMG
Impakt
Imperial Oil
IMS Brogan
InferUrban
Info Trellis
Infosys Technologies
Info-Tech Research Group
Infrastructure Ontario
ING Direct
Inmet Mining
Intel
Intelligent Mechatronic Systems
Inter-American Development Bank
IntercontinentalExchange
International Monetary Fund
Invesco Canada
Investors Group Financial Services
Invictus Capital Partners

J

J. Walter Thompson
Jaguar Land Rover Canada
Janet David & Associates
Jar Creative
Johnson & Johnson Family of Companies
Jonview Canada
JUICE Mobile
Just Energy

K

Kobo
Kohl & Frisch
KPMG
Kraft Canada

L

L & L Real Estate Investments
Labatt/AB Inbev
LaunchSpark Video
Letko Brosseau & Associates
LEVEL5 Strategy Group
Lightwater Partners
Lind Equipment
Loblaw Companies
London Economics International LLC
London Life
L'Oréal Canada
Louis Vuitton
LoyaltyOne
LPR Global
lululemon athletica

M

Mackenzie Financial
Mackie Research Capital
Madison MacArthur
Management Research & Solutions
Mandrake
ManpowerGroup
Manulife Financial
Maple Leaf Foods
MaRS Discovery District
Mason Group
Mattamy Homes
Mawer Investment Management
McKeil Marine
McKinsey & Co.
McLaughlin-Rotman Centre for
Global Health
McRock Capital
Meal Exchange
Medavie Blue Cross
Medline Canada
Mercer
Metrolinx
Microsoft
Mindray Bio-Medical Electronics
Mobiroom
Mondelez International
Monitor Group
Mont Vista Partners LLC
Morgan Stanley
Morneau Shepell
Morningstar Canada
Morton Grey
Mount Sinai Hospital
Mountain Goat Network
MSCI
MTS Allstream
Multilingual Community Interpreter
Services

N

National Bank Financial
Naylor Group
NBBJ
NEI Investments
New York Life
NEXT Integrative Mind Life Sciences
Nexus Consulting Group
Nexus Systems Group
Nicola Wealth Management
Nike
NRX Global
Nurun

O

Objectifi
Oliver Wyman
OMERS
Ontario Brain Institute
Ontario Dental Association
Ontario Genomics Institute
Ontario Ministry of
Economic Development & Trade
Ontario Ministry of Health and
Long Term Care
Ontario Place
Ontario Power Generation
Ontario Public Service
Ontario Securities Commission
Ontario Teachers' Pension Plan Board
OPTIMUS/SBR
Orbis Investment Management
OrbisAccess
Orderit.ca
OtoSim
Oxford Properties Group

P

Pacific Investment Management
Company (PIMCO) LLC
Pan Para/Pan Am Games
Partners in Performance International
People Matters Consulting
PepsiCo Canada
Petrus Power Partners
Philips Health Care
Play Taxi Media
Podium Strategic Partners
Princess Margaret Hospital Foundation
Princeton Review
Procter & Gamble

Q

Qinetiq

R

Rainmaker Global Business Development
Raymond James
RBC Capital Markets
RBC Financial Group
RBC Technology
Redwood Asset Management
Refinery Leadership Partners
Regional Municipality of York
Research In Motion
Retrocom REIT
Rho Canada Ventures
Right to Play
Rio Tinto
Robert Half Finance & Accounting
Rocket Internet GmbH
Rogers Communications
Roshan
Royal Bank of Scotland
RSP Investments

S

S.A.F.E. Engineering
Salman Partners
Samsung Electronics Co.
SAP Canada
SAPA Extrusions
Sapient
Satov Consultants
Scotiabank Global Banking and Markets
Scotiabank Global Risk Management
Sears Canada
Sears Holdings
Secor Group
Setter Capital
ShawCor
Shell (UAE)
Shell Canada
Sick Kids Hospital
Siemens VAI Metal Technologies
Sienna Investment Managers
Sky Energy Consulting
SKY Solar Canada
SkyPower
Smart Centres
Smart Commute Association of
Black Creek
Smuckers Foods of Canada
Social Capital Partners
Social Focus Consulting
Sound Selecta
Specialized
Sprott Asset Management
Sprucegrove Investment Management
Star Media Group
Starbucks Coffee Company
Stonecap Securities
Strathallen Capital
Sun Life Financial
Sunnybrook Health Sciences
Supply Chain Management
Synapse

T

Target
TD Financial Group
TD Securities
TD Wealth Management
TELUS
Temperance Capital Advisors
Terra Firma Capital
Tetra Pak Canada
The Lavin Agency
Therapure Biopharma
Thomson Reuters
Timbercreek Asset Management
Toronto Enterprise Fund
Toskan Casale Foundation

Trader Media
Trapeze Group
Tricon Films and Television
Trident Management Consulting
Trudell Medical International
Truenorth Executive Search

U

UBS Securities
UCIT Online Security
Umbr
Unilever PLC
University Health Network
University of Toronto
U.S. Commercial Service

V

Vantage Airport Group
Venture Deli Management Services
VentureGrower
Versant Partners
Verto
Vigilant Global
Vineland Research and Innovation Centre
Virtual Next
Volo Strategy Group

W

Waabii
Walmart Canada
Walt Disney Company
We Care Home Health
Weather Network
West Face Capital
Wipro Technologies
Wm. Wrigley Jr. Company
Wolverine Asset Management
Women in Capital Markets
Workplace Safety & Insurance Board
World Bank
World Vision
wpd Canada
WWF-Canada

Y

Yamana Gold

Z

ZS Associates
ZSA-X Financial Recruitment
Zynga

Meet the CAREER CENTRE TEAM



Leigh Gauthier
Director, Careers,
Full-Time MBA

CAREER COACHING TEAM



Erin Miller
Associate Director,
Career Education & Coaching



Maria Parente
Assistant Director,
Careers



Cindy Chong
Assistant Director,
Careers



Amy Richards
Assistant Director,
Careers



Steve Cline
Assistant Director,
Careers



Athena Westlaken
Assistant Director,
Careers



Beti Ivanov
Assistant Director,
Careers

EMPLOYER & BUSINESS DEVELOPMENT TEAM



Karen Jackson-Cox
Associate Director,
Business Development & Client Relations



Ricardo Alleyne
Assistant Director,
Careers



Kelly Heggie
Assistant Director,
Careers



Ryan McKee
Assistant Director,
Careers



Gil Panuncialman
Assistant Director,
Careers



Rob Woon-Fat
Assistant Director,
Careers



Sara Vanos
Recruiting Coordinator



NEW IN 2013
Career Officer

PROGRAM & OPERATIONS TEAM



Freeda Khan
Associate Director,
Programs & Operations



Alyson Waite
Student/Corporate Liaison

CAREER CENTRE INDUSTRY EXPERIENCE

We bring expertise in nine different industries to our work at the Career Centre:

- Food & Beverage
- Consulting
- Consumer Goods
- Education
- Executive Search
- Finance
- Government
- Non-Profit
- Technology

CONTACT

For more information, contact the Rotman Career Centre:

mbacareers@rotman.utoronto.ca
416.946.7953

WHAT'S NEXT?

FOR PROSPECTIVE STUDENTS

CONNECT



Check out our website
www.rotman.utoronto.ca/MBA

Meet a current Rotman student, chat online,
or arrange a sample class and a school tour
www.rotman.utoronto.ca/ambassadors

Sign up for an information session
www.rotman.utoronto.ca/MBA/AdmissionsEvents



Follow us on Twitter
[@RotmanMBA](https://twitter.com/RotmanMBA)



Watch us on YouTube
www.youtube.com/RotmanSchool



Read our admissions blog
inside.rotman.utoronto.ca/admissions



Like us on Facebook
www.facebook.com/RotmanMBAadmissions

CONTACT

For more information, or to meet one-on-one with
a member of the Rotman Admissions Team, contact:

mba@rotman.utoronto.ca
416.946.8463

FOR PROSPECTIVE EMPLOYERS

RECRUIT

- Post a job opportunity
- Request a résumé book
- Fill an immediate vacancy
- Arrange an information session
- Interview students on campus

BUILD YOUR CORPORATE PRESENCE AT ROTMAN

- Engage with student clubs
- Run mock interviews
- Speak at industry seminars
- Participate in career education events
- Host student visits to your company

CONTACT

For more information on any of the above,
contact the Rotman Career Centre:

mbacareers@rotman.utoronto.ca
416.946.7953

HOW TO INTERPRET OUR STATISTICS

Reporting standards:

The Rotman Career Centre is a member of the MBA Career Services Council (CSC). The MBA CSC 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 CSC itself.

Points of interest and reference:

The **employment rate** is the percentage of students in the Full-Time MBA class with accepted offers of employment three months after their graduation date in June, based on the number of students reporting back and actively looking for work.

How to interpret our 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.