UT MBA STUDENTS are a diverse group of exceptional men and women interested in a variety of opportunities around the globe. From day one, they are dedicated to making an impact in your organization and in the broader community.
RECRUIT TOP-RANKED MBA STUDENTS

Whether you are recruiting for a Fortune 500 company, an early-stage start-up, or an organization on the other side of the globe, the University of Tennessee’s full-service MBA Office of Career Management & Alumni Relations takes a personalized approach to helping you recruit on campus. Just as every company is unique, your recruiting strategy should be, too.

There are many ways to connect with UT MBA students. In addition to visiting campus to deliver presentations and interview students, companies can collaborate with student clubs to participate in speaking engagements, receptions, conferences, career fairs, and company site visits. The Office of Career Management & Alumni Relations is available to help you make the most of your efforts and answer any questions you have about these opportunities.

UT MBA students are a diverse group of exceptional men and women interested in a variety of opportunities around the globe. From day one, they are dedicated to making an impact in your organization and in the broader community. Employers find that our students have a strong work ethic, excellent communication and analytical skills, the ability to work in teams, and a willingness to relocate.

Typically, UT MBA students graduate in December of each year, but dual-degree students (such as JD/MBA, MBA/MS Engineering, MBA/MS Business Analytics, MS/Sport Management) graduate in May of the following year. A summer internship is required of each MBA student, and we have many outstanding candidates available.

If you are interested in recruiting future leaders for your organization, the Office of Career Management & Alumni Relations can assist you with a variety of opportunities to discover talent, develop your on-campus brand, and successfully place UT MBA students in your company. Contact us to plan an effective recruiting strategy to reach our MBAs.

Sincerely,

MOLLY DAVIS
Director, Office of Career Management & Alumni Relations
WAYS TO GET INVOLVED

One of the hallmarks of the UT MBA program is flexibility, and you will experience this as you work with the Office of Career Management & Alumni Relations. We offer a variety of ways for your company to get involved in meeting our students and successfully marketing your organization. We can help you determine a strategy that best meets your needs and can customize a marketing plan for your company. Each year, many new employers set out to attract students to come work for their companies in internship and full-time roles. Over the years, we’ve found that there are some sure-fire ways to increase the size of your applicant pool as well as build your reputation as an “Employer of Choice” for UT MBAs.

Below you will find a sampling of ways to create your on-campus, off-site, or virtual presence. We look forward to working with you and stand ready to assist you as partners in success.

RECRUIT EARLY

Most of our students want to firm up their post-MBA employment plans before they graduate in December. Therefore, employers extend offers late October through early December to avoid losing first-choice candidates to the competition. On-campus interviewing officially begins on the first Monday in October. However, interviews may also be scheduled for the day immediately after the Annual MBA Job and Internship Fair in September.

ANNUAL MBA JOB & INTERNSHIP FAIR

Every September, the Office of Career Management & Alumni Relations hosts a job fair for MBA students and employers. This event offers employers two key opportunities:

1. identify December graduates for full-time positions
2. evaluate first-year MBA students for possible internships

The event usually draws about 30 employers and is a relaxed, informal venue for meeting students.

ON-CAMPUS INTERVIEWS

Interviewing students on campus gives you an efficient way to identify the talent you are looking for. On-campus interviewing for full-time positions officially begins on the first Monday in October. However, interviews may also be scheduled immediately after the September MBA Job and Internship Fair.

Recruiting for interns can begin as early as Fall Semester, but most employers choose to interview candidates during Spring Semester, starting early February and concluding at the end of April. Please contact the Office of Career Management & Alumni Relations to make sure that your recruiting date does not conflict with our students’ exam schedule or other academic commitments.

COMPANY INFORMATION SESSIONS

Build your presence on-campus by hosting a one-hour information session for UT MBA students. These seminar-style discussions usually focus on the nature of your company, industry, and positions, and are an effective way to generate interest in your organization. Students are eager to learn more about the operations of local and national companies, and to interact with someone who can share a first-person view of an industry.
## The MBA Class of 2011  ■  Career Statistics

### Class Snapshot

<table>
<thead>
<tr>
<th>620</th>
<th>Average GMAT Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.3 out of 4.0</td>
<td>Average Undergraduate GPA</td>
</tr>
<tr>
<td>26 years</td>
<td>Average Age</td>
</tr>
<tr>
<td>3.4 years</td>
<td>Average Work Experience</td>
</tr>
<tr>
<td>16%</td>
<td>Women</td>
</tr>
<tr>
<td>84%</td>
<td>Men</td>
</tr>
<tr>
<td>13%</td>
<td>International Students</td>
</tr>
<tr>
<td>4%</td>
<td>Minority Students</td>
</tr>
</tbody>
</table>

### Salary Statistics

<table>
<thead>
<tr>
<th>Salary Overview</th>
<th>Mean</th>
<th>Median</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$78,152</td>
<td>$75,000</td>
<td>$115,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Job Function</th>
<th>%</th>
<th>Mean</th>
<th>Median</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supply Chain</td>
<td>43%</td>
<td>$78,381</td>
<td>$75,000</td>
<td>$110,000</td>
</tr>
<tr>
<td>Management/Operations</td>
<td>21%</td>
<td>$67,044</td>
<td>$66,175</td>
<td>$82,000</td>
</tr>
<tr>
<td>Finance</td>
<td>13%</td>
<td>$75,750</td>
<td>$76,000</td>
<td>$90,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>11%</td>
<td>$89,167</td>
<td>$87,500</td>
<td>$115,000</td>
</tr>
<tr>
<td>Other</td>
<td>8%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>General Management</td>
<td>4%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

### Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>%</th>
<th>Mean</th>
<th>Median</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>28%</td>
<td>$70,867</td>
<td>$72,000</td>
<td>$92,000</td>
</tr>
<tr>
<td>Consumer Packaged Goods</td>
<td>15%</td>
<td>$70,892</td>
<td>$71,000</td>
<td>$86,000</td>
</tr>
<tr>
<td>Healthcare</td>
<td>13%</td>
<td>$80,000</td>
<td>$75,000</td>
<td>$115,000</td>
</tr>
<tr>
<td>Petroleum/Energy</td>
<td>9%</td>
<td>$96,400</td>
<td>$99,000</td>
<td>$105,000</td>
</tr>
<tr>
<td>Financial</td>
<td>8%</td>
<td>$69,167</td>
<td>$75,000</td>
<td>$75,000</td>
</tr>
<tr>
<td>Other</td>
<td>8%</td>
<td>$78,750</td>
<td>$75,000</td>
<td>$110,000</td>
</tr>
<tr>
<td>Technology</td>
<td>6%</td>
<td>$94,000</td>
<td>$90,000</td>
<td>$110,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>4%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Nonprofit</td>
<td>4%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Government</td>
<td>3%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Media/Entertainment</td>
<td>2%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

### Geographic Region

<table>
<thead>
<tr>
<th>Geographic Region</th>
<th>%</th>
<th>Mean</th>
<th>Median</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>South</td>
<td>72%</td>
<td>$74,745</td>
<td>$75,000</td>
<td>$110,000</td>
</tr>
<tr>
<td>Midwest</td>
<td>11%</td>
<td>$90,500</td>
<td>$89,000</td>
<td>$115,000</td>
</tr>
<tr>
<td>Southwest</td>
<td>11%</td>
<td>$89,500</td>
<td>$94,500</td>
<td>$105,000</td>
</tr>
<tr>
<td>Northeast</td>
<td>4%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>West</td>
<td>2%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

* MBA CSC Reporting Standards require 3 or more data points for publication
"The tremendous support I received from MBA Career Management was instrumental in helping me be successful during my time at UT. Specifically, I developed my interviewing skills through participating in mock interviews and was given great advice for how to manage and utilize my growing network."

Pankaj Jindal
Class of 2011
WAYS TO GET INVOLVED  

RÉSUMÉ BOOKS
Résumé books are designed to identify students who meet specific company needs. They can include the entire class or be compiled according to MBA concentration areas. Résumé books can be delivered electronically or as hard copy.

JOB POSTINGS
Full-time and internship job opportunities that are available through your company can be posted on a confidential, password-protected database. Students are alerted when new positions are added.

COMPANY SITE VISITS
Company visits are another way to meet students and introduce them to your organization. On-site visits give students the opportunity to tour your facility, meet your employees, and become familiar with your company culture. This exposure can lead to further interaction with potential candidates.

STUDENT ORGANIZATIONS
The UT MBA program provides students multiple opportunities to network outside of the classroom. The Tennessee Organization of MBAs, MBA Women International, and the Consulting Club are all active organizations; your consulting with their officers will help you determine the best ways to engage with their student members.

OTHER RECRUITING EVENTS
Networking events, boot camps, and forums are all great ways to get involved with UT MBA students. These opportunities occur throughout the school year and include the Supply Chain Forum, Shopper Marketing Forum, Consulting Boot Camp, CPG Boot Camp, and UT football tailgates.

VIRTUAL RECRUITING
Video conferencing also is available to employers. The University of Tennessee Haslam Business Building is a state-of-the-art facility with rooms available for this purpose.

For information on any of these employer-involvement opportunities, or to discuss a customized marketing plan for your organization, please contact Molly Davis at molly@utk.edu or 865-974-1973.

CAMPUS-WIDE CAREER FAIRS AND OTHER EVENTS

<table>
<thead>
<tr>
<th>FALL 2012</th>
<th>Engineering Career Success Week</th>
<th>September 10-14</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Annual MBA Job and Internship Fair</strong></td>
<td><strong>September 21</strong></td>
</tr>
<tr>
<td></td>
<td>Logistics/Supply Chain Management Fair</td>
<td>September 24</td>
</tr>
<tr>
<td></td>
<td>UT Campus Fall Job Fair</td>
<td>September 25</td>
</tr>
<tr>
<td></td>
<td>Engineering Expo</td>
<td>September 27</td>
</tr>
<tr>
<td></td>
<td>Agriculture Career Fair</td>
<td>October 3</td>
</tr>
<tr>
<td>SPRING 2013</td>
<td>Diversity Job Fair</td>
<td>February 25</td>
</tr>
<tr>
<td></td>
<td>Spring Job and Internship Fair</td>
<td>February 26</td>
</tr>
<tr>
<td></td>
<td>Engineering Expo (Co-op)</td>
<td>February 28</td>
</tr>
</tbody>
</table>
INTERNSHIP REPORT

The UT MBA internship program provides your organization with an effective, low-risk evaluation and training opportunity for prospective full-time employees. Summer internships are an affordable way to bring additional mindshare and skills to your organization and give you a chance to preview a potential long-term hire.

The University of Tennessee MBA interns have an average of three to five years of professional experience and the aptitude, maturity, and academic preparation to immediately make productive contributions to your projects or research needs. Our interns are team-oriented and independent professionals who think creatively and strategically and have well-developed technical skills.

A typical internship represents an exciting opportunity for MBAs to gain hands-on experience in their area of study under the supervision of an experienced manager. Internships are structured for a period of 10 weeks (or longer, by agreement with the student and company), and students are expected to work full-time and on-site for the duration of the internship.

INTERNSHIP SCHEDULE

<table>
<thead>
<tr>
<th>SEPTEMBER 2012</th>
<th>MBA JOB AND INTERNSHIP FAIR</th>
</tr>
</thead>
<tbody>
<tr>
<td>FEBRUARY 2013</td>
<td>STUDENT INTERVIEWS FOR SUMMER INTERNSHIPS</td>
</tr>
<tr>
<td>THROUGH APRIL 2013</td>
<td></td>
</tr>
<tr>
<td>JUNE 2013</td>
<td>SUMMER INTERNSHIP PERIOD</td>
</tr>
<tr>
<td>THROUGH AUGUST 2013</td>
<td></td>
</tr>
</tbody>
</table>

On-Campus Interviewing

Interviewing can begin as early as Fall Semester, but most employers choose to interview internship candidates at the beginning of Spring Semester and conclude by the end of April. Please contact the Office of Career Management & Alumni Relations to make sure that your proposed recruiting date does not conflict with our students’ exam schedule or other academic commitments.

Job Function of the MBA Class of 2011 Interns

- Supply Chain Management: 45%
- Marketing: 18%
- Finance: 16%
- Consulting: 9%
- Other: 7%
- Entrepreneurship: 5%
INTERNSHIPS BY INDUSTRY

- MANUFACTURING: 25%
- OTHER: 15%
- CONSUMER PACKAGED GOODS: 14%
- GOVERNMENT: 7%
- HEALTHCARE: 7%
- FINANCIAL SERVICES: 7%
- TECHNOLOGY: 12%
- ENERGY: 4%
- NONPROFIT: 3%
- CONSULTING: 1%

74% PERCENTAGE OF INTERNSHIPS FACILITATED BY THE OFFICE OF CAREER MANAGEMENT & ALUMNI RELATIONS

THE MBA CLASS OF 2011

TIMING OF INTERNSHIP ACCEPTANCE
- September-December: 36%
- January-March: 36%
- April-June: 27%

SOURCE OF OFFER
- School Facilitated: 74%
- Student Facilitated: 26%

COMPENSATION
- Average Hourly: $23.19
- Average Monthly: $3,842

INTERNSHIP STATISTICS

“When I started my MBA, Glenn Swift introduced me to an organization called tnAchieves. I started working with them and found that education reform was really what I wanted to get into. I wasn’t on the typical MBA career path, so working with professors and the people that I met through the MBA program helped me to define my career path.”

Jackie Hartmann
Class of 2011
“The staff of MBA Career Management and the director, Molly Davis, connected me with resourceful alumni so that I could network within my chosen profession. Those networking efforts and the MBA Office of Career Management helped me secure my ideal summer internship and to continue working for that organization on a full-time basis after graduation.”

Andy Chalache
Class of 2011
We would like to give special thanks to the MBA alumni who recruited for their companies at the September 2011 MBA JOB AND INTERNSHIP FAIR:

Ascension Health
Belden
Cummins
Deloitte
DELL
ExxonMobil
PerfectServe
Pershing Yoakley & Associates
Nike

EMPLOYERS OF THE MBA CLASS OF 2011 GRADUATES

ACME PACKET
APPLEMIA
ASCENSION HEALTH
BANKERS
BASS, BERRY & SIMS
BLACK DIAMOND
BLOOMBERG
BLOUNT MEMORIAL HOSPITAL
BMW
BUSH BROTHERS & COMPANY
CALSONIC KANSEI
CROSSMARK
CUMMINS
DELL
DELOITTE
DISNEY
EASTMAN
EXXONMOBIL
GERDAU AMERISTEEL
HEALTHCARE MANAGEMENT SYSTEMS
LOWE’S
METRONOME PARTNERS
MILLER AND MARTIN
MONSANTO
MOTOROLA MOBILITY
MUELLER
NDBI
NORTHSHORE CAPITAL
P&G
PERFECTSERVE
PILOT FLYING J
POLYONE
PROCESS ENGINEERING ASSOCIATES
SERVICE SOURCE
SUMMER ADVANTAGE USA
SUMMIT VIEW
T3 TRAVEL
TARGET
tnACHIEVES
TRACTOR SUPPLY
Y-12
OFFICE of CAREER MANAGEMENT & ALUMNI RELATIONS
504 Haslam Business Building
Knoxville, TN 37996
865.974.1973

For information on any of these employer-involvement opportunities, or to discuss a customized marketing plan for your organization, please contact:

📞 Molly Davis at molly@utk.edu
or 865-974-1973