



UBC Sauder Talent

2016-17

Hari B. Varshney
Business Career Centre

sauder.ubc.ca/hire

UBC SAUDER
SCHOOL OF BUSINESS

Why Recruit from UBC Sauder?

The UBC Sauder School of Business at the University of British Columbia attracts top talent from around the globe for our world-class instruction and personalized career support. It's no wonder leading local and international organizations recruit here.

UBC Sauder by the Numbers

#1

in North America for International Faculty
Financial Times 2016 MBA Ranking

#1

Master of Management program in North America
Financial Times 2016 Masters in Management Ranking

#2

Place to study business in Canada
Maclean's 2017 Reputational Ranking

Award-winning career services

From the personal support given to students to the recruitment services offered to employers, the Hari B. Varshney Business Career Centre's efforts are noticed nationwide, earning the Special Award for Innovation by a Career Centre in 2016 from national career resource TalentEgg.

What makes UBC Sauder unique?

Relevant curriculum. Our programs are designed with the help of global business leaders to ensure our students gain the expertise and experience necessary to drive change.

Work-ready candidates. Beyond achieving excellence in the classroom, UBC Sauder students develop leadership skills through experiential learning opportunities including internships, Co-op work terms and business projects.

Diversity. Our student body is one of the most diverse in North America, with more than 4,000 current students and 39,000 alumni in 81 countries.

Customized recruiting. The Hari B. Varshney Business Career Centre connects UBC Sauder's talented students and alumni with companies around the world—from local start-ups to multinational corporations. Our online and in-person recruitment services are free, tailored to your business and available year-round.

#3

in North America for international students
Financial Times 2016 MBA Ranking

#4

in North America for the international mobility of our MBA students following graduation
Financial Times 2016 MBA Ranking

In the top 5%

of MBA programs in the world
Financial Times 2016 MBA Ranking



Our Programs

Bachelor of Commerce

The four-year BCom program at UBC’s Sauder School of Business is a rigorous one: only students who showcase academic excellence and a significant roster of extracurricular activities are accepted. Our BCom students gain practical skills such as critical thinking, creative problem solving, communication, organization and leadership. They also gain relevant business experience through Co-op work terms, summer employment and participation in business competitions and conferences.

This diverse group of students is highly mobile and ready to take on junior and intermediate level roles across any sector.

When to Hire?

- Co-op students:** January, May & September
- Summer hires:** May onward
- Graduates:** January & May

Master of Management

The nine-month Master of Management (MM) gives recent university graduates in non-business fields the solid business foundation needed to meet employers’ expectations head on. Through theoretical and applied learning, students gain knowledge and experience in all aspects of business, including Marketing, Corporate Finance, Operations and Logistics, and Fundamentals in Entrepreneurship. MM students get practical, hands-on experience during the five-month Community Business Project, working on a live project for a not-for-profit organization or social enterprise.

Graduates of this program bring a multidisciplinary perspective to business issues. Their unique combination of knowledge and skills help them excel in a wide range of careers and industries.

When to Hire?

- Community Business Project:** January - May
- Graduates:** June onward

MBA

The MBA at UBC Sauder’s Robert H. Lee Graduate School is designed with the help of leading employers to ensure graduates are poised to impact organizations in today’s competitive international business environment. Candidates in our full-time (16 months) and part-time (28 months) programs are selected for their diverse perspectives and backgrounds.

This experienced group of candidates gain a holistic understanding of business and learn to make strategic decisions to maximize success. They also enhance their skills through real-world projects such as internships, entrepreneurial projects, business case studies and consulting projects for international organizations.

Part-time MBA candidates are in a unique position to immediately add value to an organization, bringing the latest skills and knowledge learned in the classroom on the weekend to their jobs during the work week.

When to Hire?

- Summer interns:** May-August
- Graduates:** Mid-December onward

Alumni

UBC Sauder’s alumni network is made up of more than 39,000 graduates living in 81 countries. They are innovators, entrepreneurs, managers, problem solvers, creative decision makers and global citizens who are transforming business and creating positive and lasting change for our world. Our BCom, MM and MBA alumni stay connected with UBC Sauder in a number of ways, including through our career services and online jobs board. This gives prospective employers the opportunity to tap into a vast pool of talent with a broad range of experience and expertise.

MBA Profile

2017 and 2018 full-time MBA candidates

198

students

99

2017 candidates
(1st year)

99

2018 candidates
(2nd year)

3 female icons

39%

female

3 male icons

61%

male

29

average age

average years of work experience

5

2 speech bubble icons

76%

speak two or more languages

1 briefcase icon

41%

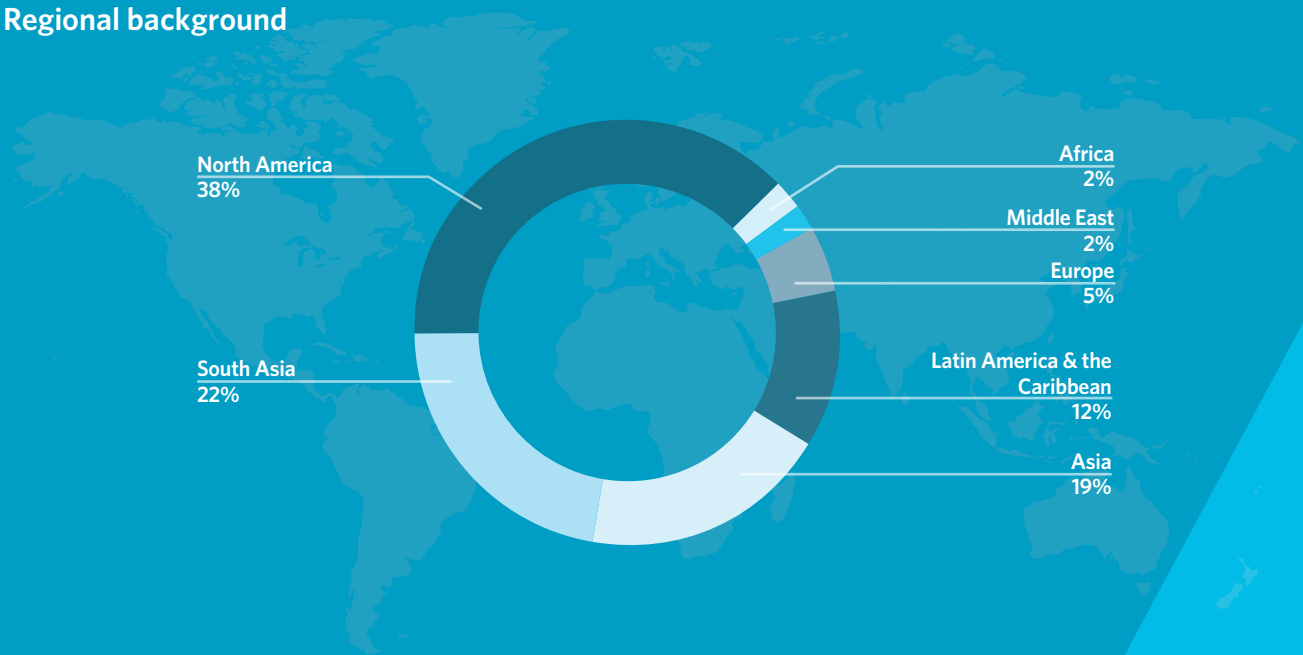
have international work experience

1 globe icon

57%

international students

Regional background



Work experience

Pre-MBA industry

18%	Financial Services
17%	Professional Services
15%	Manufacturing/Construction
12%	Natural Resources
9%	Computer Services
7%	Retail
5%	Healthcare
4%	Communications
4%	Not for Profit/Government
3%	Education
3%	Transportation
2%	Entertainment
2%	Hospitality/Tourism
1%	Info Tech
1%	Real Estate
1%	Technology
1%	Publishing

Academic experience

Undergraduate major

32%	Business
27%	Engineering
12%	Social Science
10%	Economics
8%	Science
7%	Humanities
4%	Computer Science
3%	Law

MBA track options

- Finance
- Product & Service Management
- Business Innovation & Entrepreneurship
- Custom Business

Hire MBA Interns

Summer internships

1st year MBA candidates

Duration

May – August

8–16 weeks

Monthly salary range

\$3,000 - \$6,000

Recent internship employers



Typical internship roles include:

- Business Analysis & Sales Forecasting
- Project Management & Analysis
- Market Research & Competitive Intelligence
- Corporate Finance & Financial Analysis
- Operations Management & Supply Chain Analysis
- Marketing & Brand Management

2016 internship highlights

Kate Lafferty

Business Analyst Intern, **Ledcor**
MBA Candidate 2017

Since its inception in 2012, Ledcor's marine division has grown exponentially and is on-target to double its fleet by end of this year. To accomplish this, the construction giant tasked Kate with developing a marine profitability model to monitor operations, address cost variances, and improve decision-making around resource allocation.

"My MBA classes gave me a strong understanding of key cost drivers and structured project management. It was rewarding to be able to apply this to a project that directly contributes to the company's expansion goals."

Daniel Nuñez

Marketing Analyst & Communications Intern, **Kootour**
MBA Candidate 2017

As a budding tech startup looking to disrupt the worldwide tour guide industry, Kootour set big objectives for 2016. Daniel was challenged to adopt an entrepreneurial role; he worked across multiple functions to create an international business development strategy based on a two-sided market model.

"Working at a tech startup, I had the opportunity to contribute in many ways and learn about almost every aspect of the company. My MBA experience focusing on tech entrepreneurship, marketing, and research gave me a solid and well-rounded set of skills that allowed me to succeed at Kootour."

Hire MBA Grads

Permanent hires

MBA grads are available for employment from December onward

Career outcomes of 2016 grads

\$72,600

average
base
salary



Nearly 1/3 of 2016 MBA
grads are working outside
of British Columbia



Employers

accenture
High performance. Delivered.

AON BENFIELD

BAIN & COMPANY



BuildDirect



lululemon **athletica**



Canada Trust

TELUS

**Vancouver
CoastalHealth**

ZafinLabs
powered for innovation

Industry

18%	Technology	5%	Media & Entertainment	2%	Sustainability
15%	Consumer Products & Services	3%	Energy/Utilities/ Mining/Oil & Gas	2%	Transportation
11%	Consulting	3%	Government - Federal/ Local/Municipalities	2%	Travel/Tourism/ Hospitality
11%	Financial Services	3%	Telecommunications	5%	Other
10%	Health Care/ Pharmacy/BioTech	2%	Advertising		
7%	Manufacturing	2%	Real Estate		

2016 Grads

"The MBA program helped me develop the advanced skills and exposure to strategic financial analysis and business consulting that I was seeking to advance my career."

Jordan Mador

Senior Financial Analyst, **BestBuy**
MBA Class of 2016
MBA Internship: Business Development Intern,
Methanex Corporation

"The UBC MBA program gave me face-to-face opportunities with senior leaders in the commercial banking industry, which played a crucial role in my career advancement."

Richard Zhang

Commercial Account Manager, **RBC**
MBA Class of 2016
MBA Internship: Summer Intern, RBC

"The UBC MBA program was instrumental in empowering me to leverage 10 years of experience as a clinical pharmacist into a life-changing career move into a senior product management role at Telus Health."

Doug Ma

Senior Product Manager, **Telus**
MBA Class of 2016
MBA Internship: Business Analyst, Vancouver Coastal Health

"My experience in the MBA program at UBC Sauder was rooted in the idea that in order to grow, we have to keep learning. At SAP, I am constantly challenged to develop my skill sets and learn from everyone."

Sonia Burjorjee

Customer Experience & Product Marketing Manager, **SAP**
MBA Class of 2016
MBA Internship: Investor Relations,
Phoenix Molecular Diagnostics

Part-time MBA Profile

2017 and 2018 candidates

81 students

41 2017 candidates

50 2018 candidates

32% female

68% male

31 average age

age range

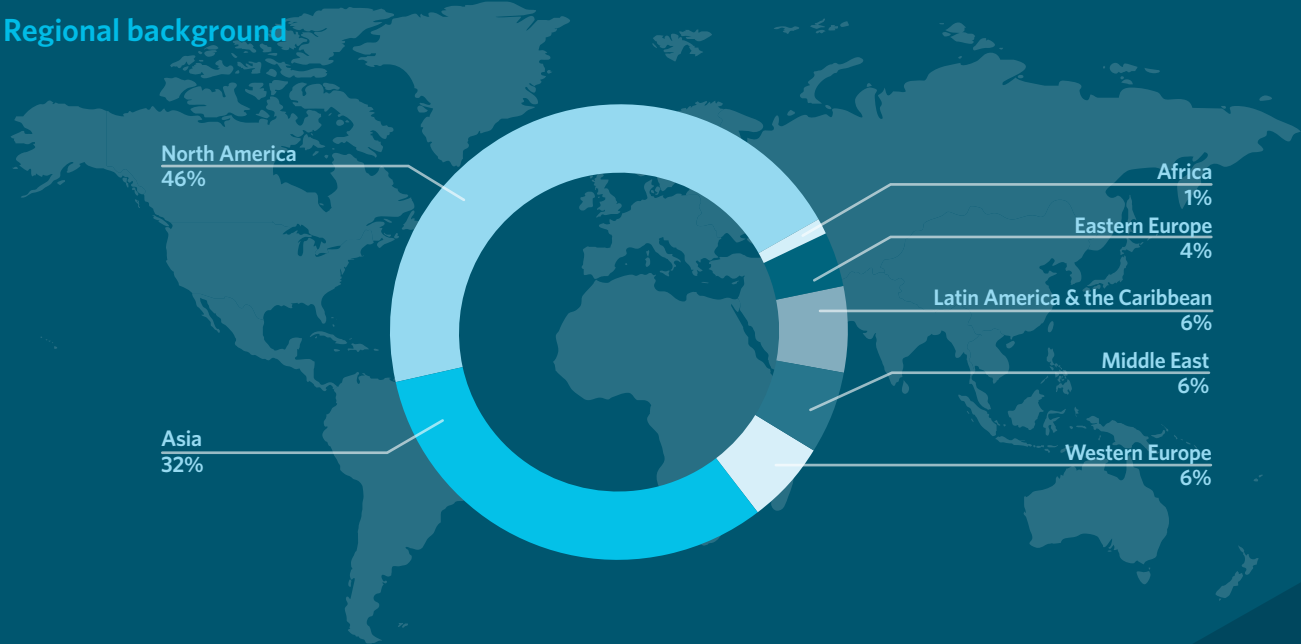
25–55

average years of work experience

7

66% speak two or more languages

Regional background

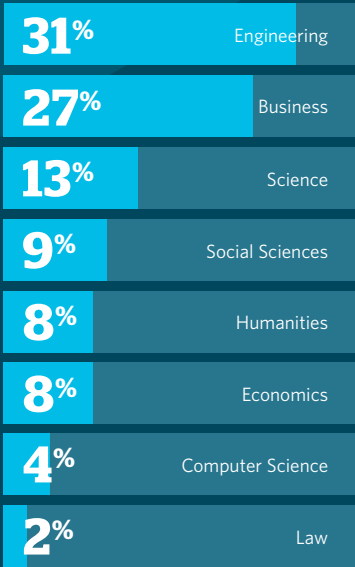


Work experience



Academic experience

Undergraduate major



Hire Part-time MBAs

Permanent hires

Available for employment year-round

Career outcomes of 2016 grads

Employers

BMO  Bank of Montreal

FINNING 

FORTISBC

 metrovancover
SERVICES AND SOLUTIONS FOR A LIVABLE REGION

ORACLE®

SAP

Schneider
Electric

 Scotiabank™

Vancouver
CoastalHealth

Job titles

- Director of Culture and Innovation
- VP of Operations
- Chief Operating Officer
- Partner
- Product Manager
- Managing Director

Industry

26%	Technology/ Telecommunications	9%	Consumer Goods
17%	Financial Services/ Insurance	9%	Natural Resources
14%	Government/ Not-for-Profit	9%	Industrial
11%	Consulting	5%	Healthcare/ Pharma/Biotech

Post-MBA career levels

40%	Individual Contributors (Engineer, Specialist, Auditor, etc.)
37%	Management Level
23%	Senior Management/C-Suite



Master of Management Profile

2017 candidates

55 students

58%
female

42%
male

23 average age

71%
speak two or more languages

53%
international students

Regional background



Academic experience

Undergraduate major

35%	Science	11%	Social Science
25%	Economics	2%	Business
14%	Engineering	2%	Other
11%	Humanities		

Hire MMs

Permanent hires

MM candidates are available for employment from June onward

Career outcomes of 2015 grads

\$42,800 average base salary

Employers



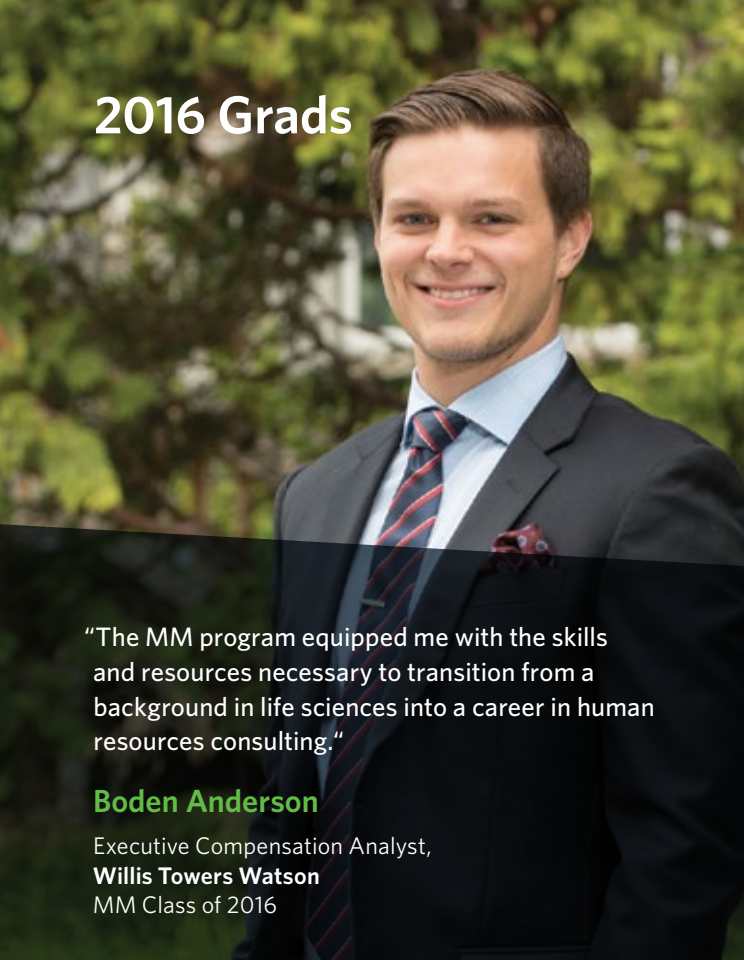




Industry

19%	Financial services	8%	Energy/Utilities/ Mining/Oil/Gas
14%	Healthcare/ Pharma/Biotech	8%	Real Estate
11%	Advertising	8%	Technology
11%	Consulting	5%	Not-for-profit
8%	Consumer Products & Services	8%	Other

2016 Grads



“The MM program equipped me with the skills and resources necessary to transition from a background in life sciences into a career in human resources consulting.”

Boden Anderson
Executive Compensation Analyst,
Willis Towers Watson
MM Class of 2016



“As an international student, I faced unique challenges in navigating the Canadian job market. The MM program helped me develop strong networks in the business community, leading to a successful career.”

Yash Doshi
Business Analyst, **Agreement Express**
MM Class of 2016



“I was able to nurture valuable connections that I made at UBC Sauder networking events into sustainable relationships. Leveraging these relationships was fundamental in securing my first role out of school to build my career.”

Naomi Giberson
Business Development and Communications Associate,
Qu Biologics Inc.
MM Class of 2016

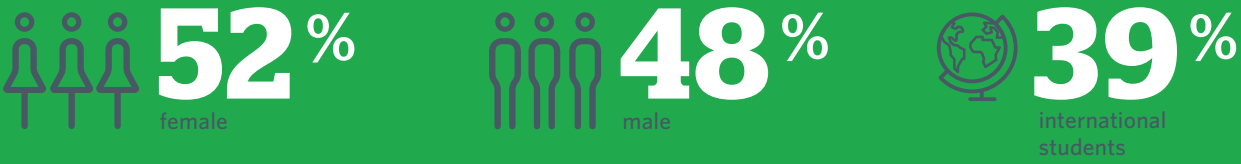


“The Business Career Centre supported me in honing the skills required to build and maintain strong relationships with those in my industry. At Hootsuite, I now have the ability to continue to build relationships with my clients, use my creative discretion and collaborate with my team.”

Lauren O'Sullivan
Customer Success Associate, **Hootsuite**
MM Class of 2016

Bachelor of Commerce Profile

2017-2020 BCom candidates



Regional background



Areas of specialization

- Accounting
- Business Technology Management
- Business & Computer Science (combined major)
- Entrepreneurship
- Finance
- General Business Management
- Global Supply Chain & Logistics Management
- Marketing
- Operations & Logistics
- Organizational Behaviour & Human Resources
- Real Estate



Hire BCom Co-ops

Co-op Program

341

3rd & 4th Year BComs
are participating in the
Co-op Program

January, May
& September

work term start dates

4 or 8

month work terms

\$2,820

average
monthly
salary

16%

of 2015-16 Co-op work
terms were located outside
of British Columbia

Recent Co-op employers









Co-op work areas

- Accounting
- Business Technology
- Consulting
- Finance
- Human Resources
- Marketing & Sales
- Operations & Logistics
- Real Estate

2015-16 Co-op highlights

Claudia Pisarek

Junior Credit Analyst, Mortgage Analytics and Servicing, **CMLS Financial**
BCom Candidate 2017

Claudia had the opportunity to explore her passions for real estate and finance through not one, but two work terms at CMLS Financial. In her first work term, which was in the Servicing department, she took on a project-based role that focused on commercial mortgages. She leveraged this success into another work term, this time with the Mortgage Analytics team, where she gained a more thorough understanding of real estate portfolio management by working on risk ratings.

"I truly enjoyed working at CMLS Financial. I was given the opportunity to work on a variety of projects and procedures during my two work-terms there. It was rewarding to see how I directly contributed to the divisions' efficiency and bottom line."



Corey Wong

Sales Operations Analyst, **Microsoft**
BCom Candidate 2017

Corey edged out stiff competition for a coveted position with Microsoft. During his eight-month work term, Corey played an integral role in sales, operations, and business development for the Western Enterprise Sales Teams. Most notably, he developed internal sales dashboards that generated automated reporting to draw actionable insights. This helped maintain core businesses, identify new opportunities, and drive more internal collaboration.

"Getting to work directly with team leads from across Canada at such a well-established organization was an invaluable learning opportunity. Their mentorship and trust encouraged me to develop a more analytical approach to problem-solving that I'll be sure to apply to all my future endeavors."



Hire BCom Grads

Permanent hires

BCom grads are available for employment from May onward

Career outcomes of 2016 grads

\$48,800

average base salary

28%

of BCom grads are working outside of British Columbia

Employers



BAIN & COMPANY



HSBC

J.P.Morgan



L'ORÉAL

McKinsey&Company

MOSAIC



Industry

22%	Accounting	5%	Real Estate/Development	2%	Manufacturing
17%	Financial Services	5%	Transportation & Logistics	2%	Marketing/Media/Advertising
14%	Technology	4%	Oil & Gas/Utilities/Telecommunications	2%	Travel/Tourism/Hospitality
13%	Consumer Products	3%	Education & Research	4%	Other
7%	Consulting				

2016 Grads

"I loved having the freedom and guidance to explore my passion for brand management. With support from the Business Career Centre, I was able to do three Co-op terms at different consumer packaged goods companies, before landing my dream role at PepsiCo."

Sharon Shi

Assistant Marketing Manager, **PepsiCo**
BCom Class of 2016

"My experience at UBC Sauder taught me the importance of aiming beyond perfection on paper; networking, resilience, and having the right attitude played huge roles in helping me launch an exciting career as a private equity analyst."

Devan Dass

Private Equity Analyst, **Fulcrum Capital Partners**
BCom Class of 2016

"UBC Sauder empowered me to source external opportunities and be the driver of my own success. Leveraging the skills and knowledge that I learned through starting my own business ventures was key in getting hired by L'Oreal."

Matthew Kan

Marketing Trainee, **L'Oreal**
BCom Class of 2016

"My peers, professors, and the alumni network at UBC helped me learn how to be the best leader I could be, and constantly pushed me outside of my comfort zone to try new things, leading me to my current role as a consultant at PwC."

Staci Dawidowski

Management Consultant, **PwC**
BCom Class of 2016

Recruiting at UBC Sauder

Promote job opportunities

Our free online jobs board, Career Options On-Line (COOL), allows you to promote permanent, contract and summer positions as well as internship and Co-op roles to over 4,000 students and 39,000 UBC Sauder alumni.

Target your posting to one or more of the following groups:

MBA interns

Hire an experienced MBA candidate for 8 to 16 weeks to tackle a strategic project. Interns are available to start in May.

BCom Co-op students

Recruit from a select group of BCom candidates for 4 or 8 month work terms. Co-op students are available to start in September, January and May.

Graduating students

Promote your job opportunity to undergraduate and graduate-level students in their final year of study. Recruit year-round.

Alumni

Tap into a pool of alumni talent with a wide range of experience levels and expertise — from recent grads to alumni 15+ years out. Recruit year-round.

Get customized recruiting support

When you recruit with UBC Sauder, you'll have access to customized recruiting support at no charge. Our Business Development Managers are here to help you maximize your recruiting efforts and build your employer brand — from arranging on-campus events and posting jobs on COOL to recommending specific candidates and scheduling interviews.

Interview facilities and scheduling

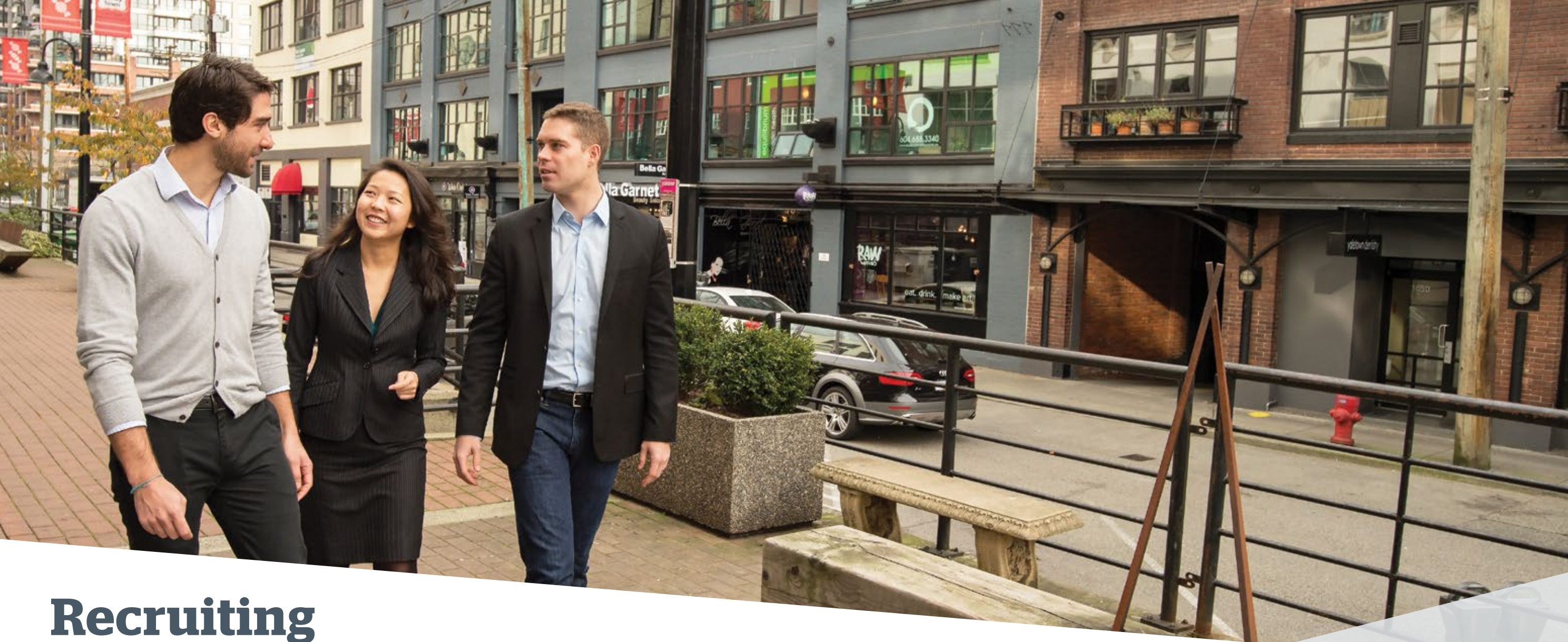
We make it easy for you to interview UBC Sauder candidates. We provide the facilities, schedule interviews and take care of all the details.

Event coordination and promotion

We'll manage everything you need to make sure your event is memorable and runs smoothly. Our events team manages planning, logistics and day-of execution while our marketing team drives interest and attendance.

Develop an internship or Co-op program

Our Business Development Managers can work with you to establish or refine your internship, Co-op or new grad program and to help you develop a campus recruitment strategy.



Recruiting at UBC Sauder

Connect with candidates

Information sessions

Showcase your company's culture, vision and job opportunities to current students. Company Information Sessions can be hosted virtually, on-campus or at your offices.

Mobility programs

Mobility programs make it easy for companies to meet face-to-face with UBC Sauder candidates who are actively targeting a variety of job markets across

Canada and select cities abroad. Past delegates have visited London, Dublin, Hong Kong, Shanghai, Toronto, and Calgary.

Miscellaneous events

Connect with students at one of our many networking receptions or arrange your own with the help of our events staff.

Build your brand

Networking events

We host a number of networking events throughout the year. At these events, we encourage students to hone their networking skills and establish initial contact with hiring managers and stakeholders. These are great opportunities to get a sneak-peek at emerging talent.

Guest speaker opportunities

The UBC Sauder School of Business regularly seeks guest speakers for student club events, in-class special topics and industry panels. We also look for volunteers to lend their expertise to mock interviews, salary negotiation workshops and other career development programming.

Mentorship programs

Enrich the educational experience of undergraduate and graduate-level students by sharing your knowledge and industry expertise. Volunteer your time in one of several mentor programs including: the Finance Mentor Program, Brand Management Mentorship Program and MBA Mentor Program.

Partner with student clubs

Student clubs provide an excellent opportunity for your company to connect with a targeted group of candidates at both the graduate and undergraduate levels.

Recruiting Calendar

MBA

	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug
Hire				Hire Graduates					Hire Interns			
Engage	Company Info Sessions				Company Info Sessions				Mobility Program			Mobility Program
		Local Company Visits			Breakfast Reception		Leaders Reception					

MBA (Part-Time)

	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug
Hire	Hire Current Students							Hire Graduates		Hire Current Students		
Engage					Breakfast Reception		Leaders Reception					Mobility Program

Master of Management

	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug
Hire					Community Business Projects					Hire Graduates		
Engage	Company Info Sessions				Company Info Sessions							
						Local Company Visits	MM Exchange					

BCom

	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug
Hire					Hire Graduates				Hire Graduates	Hire Summer Students		
	Fall Co-op				Winter Co-op				Summer Co-op			
Engage	Company Info Sessions				Company Info Sessions							
						Local Company Visits			Mobility Program			Mobility Program

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