THE DARDEN FULL-TIME MBA EMPLOYMENT REPORT

CLASSES OF 2018 AND 2019
POSITIVE OUTCOMES, RECORD INCOMES.

The graduates of Darden’s full-time MBA Class of 2018 joined a job market that is teeming with both opportunity — and change. Here are some of the year’s highlights:

Highest compensation ever: The diverse class — which boasts some of the most impressive academic and professional credentials in Darden’s 63-year history — landed the highest compensation ever for new Darden graduates. (Page 6).

This year’s top career choice — consulting: For the second year in a row, consulting was the top hiring industry, which builds on a natural connection between Darden’s global reputation for developing the best general managers (No. 1 General Management program, Financial Times, 2013-2017) and the skills required for consulting. Darden develops agile, creative and critical thinkers who excel at optimizing organizational performance, in any field.

Technology continues to gain in popularity: Following global trends, technology jobs remain on the rise. Amazon was once again a top five hiring company at Darden and recently announced that it will open new headquarters in Arlington, Virginia, just minutes away from the School’s new Grounds in the Rosslyn district of downtown Arlington.

Strong diversity of talent, recruiters and geographies: While consulting, technology and financial services were the top three hiring industries, and are featured in this report, Darden students are successfully recruited to a wide array of locations and industries, from health care to venture capital to manufacturing. International students won great jobs in the U.S. and opportunities with major companies across the globe. Over 140 companies from 14 industries hired at Darden this year (Page 3), and we are grateful to each of them.

Rise of entrepreneurship: Many graduates choose to start their own businesses. New programs powered by Darden’s renowned Batten Institute for Entrepreneurship and Innovation provide students with unparalleled opportunities to explore innovative, entrepreneurial and technology-related career paths.

Personalized searches for both students and recruiters: As all Darden students seek to create value as purpose-driven leaders, they increasingly appreciate personalized career searches and recruiting both on Darden Grounds and off. The Career Development Center held almost 2,500 advising appointments with students and sponsored 420 on-Grounds recruiting events and dozens of off-Grounds job treks to bring students to companies around the globe. Our goal is to ensure that both students and companies obtain their optimal outcomes. As you will see on Page 2, we have and will continue to innovate towards that end.

On behalf of Darden and its Career Development Center, we thank you for your partnership as we put our purpose — our why — to work.

Best regards,

Jeff McNish
Assistant Dean for Career Development
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**CLASS OF 2018 FULL-TIME MBA PROFILE**

- **345 STUDENTS**
- **27 AVERAGE AGE AT START OF PROGRAM**
- **712 AVERAGE GMAT**
- **3.5 UNDERGRADUATE GPA MEAN**
- **39% WOMEN**
- **37 COUNTRIES REPRESENTED**
- **33% INTERNATIONAL (BORN OUTSIDE U.S.)**
- **20% DOMESTIC MINORITIES**

**131 COMPANIES IN A WIDE VARIETY OF INDUSTRIES HIRED GRADUATES OF DARDEN’S FULL-TIME MBA CLASS OF 2018**

- Delta Air Lines
- Despegar.com
- Deutsche Bank
- Dimensional Fund Advisors
- DuPont
- E. & J. Gallo Winery
- eBay
- Edge Principal Advisors
- Edwards Lifesciences
- Emerson
- Entheos Capital Advisors
- Evercore
- Exelon
- ExorMobil
- FD Stonewater
- First Annapolis Consulting
- Five Points Capital
- Fortive
- General Mills
- General Motors
- Goldman Sachs
- Google
- Greystar
- Harris Williams
- HBM Holdings
- HD Supply
- Hershey’s
- Hilton Worldwide
- Hogan Lovells
- Hunton & Williams
- IBM
- Industrial Inspections and Analysis
- Jefferies
- Johnson & Johnson
- JPMorgan Chase
- Knowledge Capital Group
- KPMG
- L.E.K. Consulting
- Lazard
- LCOR
- Liberty Mutual
- LinkedIn
- M&T Bank
- MasterCard
- Medtronic
- MetLife
- Michelon North America
- Microsoft
- Mizuho Securities
- Morgan Stanley
- Nike
- Oliver Wyman
- Pantheon EY
- PBE Group
- Pile
- Pillsbury Winthrop Shaw Pittman
- Procter & Gamble
- Prophet
- Prudential Financial
- PwC
- PwC Strategy&Qualitricks
- RBC Capital Markets
- Reckitt Benckiser
- Restaurant Brands International
- SAG Management
- Samsung Electronics America
- Samsung Global Strategy Group
- Siemens AG
- Snap
- Sumitomo Chemical
- SunTrust Robinson Humphrey
- Target
- The BridgeSpan Group
- Tishman Speyer
- Turner Enterprises
- U.S. Secret Service
- Udacity
- UGI Corporation / AmeriGas
- United Parcel Service (UPS)
- Volumes
- Vanguard
- Visual Supply Company
- VMware
- Walmart eCommerce
- Wayfair
- Wells Fargo Securities
- Workday
- Zillow
- ZS Associates

**CLASS OF 2019 FULL-TIME MBA PROFILE**

- **326 STUDENTS**
- **27 AVERAGE AGE AT START OF PROGRAM**
- **713 AVERAGE GMAT**
- **3.5 UNDERGRADUATE GPA MEAN**
- **39% WOMEN**
- **36 COUNTRIES REPRESENTED**
- **34% INTERNATIONAL (BORN OUTSIDE U.S.)**
- **20% DOMESTIC MINORITIES**

**AN EXECUTIVE SUMMARY OF SUCCESS 2017–18 Career Development Center-Supported Activity by the Numbers**

- 1,117 career advising appointments with Second Years
- 1,351 career advising appointments with First Years
- 142 companies held recruiting events on-Grounds
- 15 student-led career-specific clubs at Darden
- 420 on-Grounds recruiting events
- 1,063 industries entered by members of the Full-Time MBA Class of 2018
- 94% students received a job offer by three months post-graduation

**STUDENTS**

- 317 career advising appointments with Second Years
- 1,008 career advising appointments with First Years
- 142 companies held recruiting events on-Grounds
- 15 student-led career-specific clubs at Darden
- 420 on-Grounds recruiting events
- 1,063 industries entered by members of the Full-Time MBA Class of 2018
- 94% students received a job offer by three months post-graduation

For more information regarding recruiting partnerships and opportunities with Darden, please contact Director of Employer Engagement and Recruiting Casey Floyd at FloydC@darden.virginia.edu.

This list was accurate at time of printing in December 2018.

*Companies hiring International Students
**Companies hiring International Students for a U.S. Location
2018 WAS A BANNER YEAR FOR OUR BEST-IN-CLASS STUDENT SERVICES.

We strengthened relationships with Darden students, career clubs and valued recruiters. We hired three new senior directors with decades of experience in consulting, financial services and technology. These senior directors forged new partnerships with our recruiting partners, alumni across the country and Darden’s student clubs — creating initiatives like the San Francisco Bay Area Tech Trek (Page 16).

We restructured our advising team to provide expert advice across sectors. Our eight full-time MBA career advisers opened doors to in-demand and growing industries. Meet the team and see each adviser’s alignment on Page 20.

We helped international students find success in the United States. With one career adviser dedicated to serving students who require U.S. work authorization, we helped international students land jobs here in the U.S. Four of Darden’s top five hiring companies for the full-time MBA Class of 2018 — Amazon, BCG, Google and JPMorgan Chase (Page 7) — hired international students for full-time roles in the U.S.

We integrated career education deeper into Darden’s academic program. Students participate in weekly career education classes led by the Career Development Center advisers. Plus, 100 percent of First Years met with a career adviser prior to the start of classes and 100 percent met with an adviser again within 60 days of beginning at Darden.

At Darden’s Career Development Center, our why is your work.

We encourage students to articulate and follow their purpose and help them build lifelong foundations for career success.

We foster long-term, mutually beneficial partnerships with companies around the world to ensure employers hire exceptionally talented students.

Every year, our team of experts provides one-on-one career advising to over 900 Darden students, travels internationally to meet employers seeking the next generation of business leaders and analyzes thousands of data points to facilitate the best career and recruiting decisions.

We love our jobs and we’re enthusiastic about our outcomes. We make sure our students can say the same.

Darden placed in the top 10 business schools for several career-related categories.

1. Education Experience (The Economist)
2. Best MBA for Consulting (The Princeton Review)
3. Best MBA for Management (The Princeton Review)
4. Greatest Resources for Women (The Princeton Review)
5. Best Career Prospects (The Princeton Review)
6. Best MBA for Finance (The Princeton Review)
7. Graduate Business School for Entrepreneurship (The Princeton Review)
8. MBA Program (Bloomberg Businessweek (U.S.) and The Economist (globally))
93% of Darden Students Took a Job in the United States, with Opportunities Spread Across the Nation

The Full-Time MBA Class of 2018 received the highest compensation in the School’s history

**RECORD SALARY AND BONUS FOR THE FULL-TIME MBA CLASS OF 2018**

- **WEST**
  - Salary: $127,877
  - Bonus: $47,353
- **SOUTHWEST**
  - Salary: $132,219
  - Bonus: $27,938
- **SOUTH**
  - Salary: $130,000
  - Bonus: $30,074
- **MID-ATLANTIC**
  - Salary: $133,676
  - Bonus: $29,031
- **MIDWEST**
  - Salary: $129,777
  - Bonus: $28,095
- **NORTHEAST**
  - Salary: $127,991
  - Bonus: $36,074

**Average Base Salary:** $127,767

**Average Signing Bonus:** $35,430

- **94%** received a job offer by three months post-graduation
- **92%** accepted a job offer by three months post-graduation
- **85%** international students received a job offer by three months post-graduation
- **82%** international students accepted a job offer by three months post-graduation
- **71%** international students accepted an offer for a job in the U.S.
- **80%** Darden-facilitated source of job acceptance
- **20%** Off-Grounds recruiting source of job acceptance

**Year-Over-Year Increase**

- **3%**
- **11%**

"At Darden, we continue to experience success in helping our ambitious, career-driven international students find success in an increasingly global economy. Employers seek the diverse, multifaceted skillset that international students bring to the table and that we at the Career Development Center help students cultivate."

DENISE KARAOLI
Senior Associate Director of International Programs, Opportunities and Diversity, Darden
20 years of experience serving University of Virginia and Darden students

To see the full list of companies employing the Class of 2018, please see Page 3.

**TOP FIVE COMPANIES FOR INTERNSHIPS FOR THE FULL-TIME MBA CLASS OF 2019**

- BCG
- Amazon
- McKinsey & Company
- Dell
- Goldman Sachs

To see the full list of companies in which the Class of 2019 had internships, please visit www.darden.virginia.edu/mba/career/internships/

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THE WORLD-CLASS DARDEN EXPERIENCE PREPARES FIRST YEAR STUDENTS TO SUCCEED IN ANY INTERNSHIP

DARDEN STUDENTS WORK ACROSS ALL MAJOR INDUSTRIES AND A VARIETY OF JOB ROLES

- **32%** Consulting: $140,189 + $31,940
- **18%** Technology: $122,615 + $40,313
- **13%** Investment Banking: $128,625 + $40,875
- **8%** Other Financial Services: $124,357 + $28,478
- **5%** Retail: $123,929 + $41,429
- **4%** Manufacturing: $113,099 + $25,278
- **3%** Consumer Packaged Goods: $106,111 + $30,556
- **3%** Investment Management: $129,444 + $29,583
- **3%** Pharmaceutical, Biotech and Health Care: $119,688 + $26,429
- **3%** Transportation: $114,750 + $37,857
- **2%** Venture Capital and Private Equity: $113,700 + $12,500
- **2%** Energy: $116,800 + $19,400
- **2%** Legal Services: $105,000 + $15,000
- **1%** Hospitality and Tourism: $116,833 + $32,500
- **1%** Other Industry/Services: N/A

THE BLURRING OF INDUSTRY LINES

“Companies like Amazon are diversified. We can call them ‘tech,’ but they can also be retail companies, tremendous transportation and logistics companies. They offer jobs in a wide variety of roles and functions.” — SCOTT C. BEARDSLEY, Dean and Charles C. Abbott Professor of Business Administration

FULL-TIME MBA CLASS OF 2018 EMPLOYMENT BY INDUSTRY

- **32%** Consulting
- **18%** Technology
- **13%** Investment Banking
- **8%** Other Financial Services
- **5%** Retail
- **4%** Manufacturing
- **3%** Consumer Packaged Goods
- **3%** Investment Management
- **3%** Pharmaceutical, Biotech and Health Care
- **3%** Transportation
- **2%** Venture Capital and Private Equity
- **2%** Energy
- **2%** Legal Services
- **1%** Hospitality and Tourism
- **1%** Other Industry/Services

FULL-TIME MBA CLASS OF 2018 EMPLOYMENT BY FUNCTION

- **32%** Consulting
- **14%** Financial Services
- **9%** Corporate Finance
- **3%** Operations/Logistics
- **2%** Human Resources
- **1%** Real Estate
- **1%** Marketing

FULL-TIME MBA CLASS OF 2019 INTERNSHIPS BY INDUSTRY

- **21%** Consulting
- **18%** Technology
- **13%** Investment Banking
- **6%** Manufacturing
- **5%** Other Financial Services
- **5%** Other Industry/Services
- **5%** Pharmaceutical, Biotech and Health Care
- **4%** Consumer Packaged Goods
- **4%** Investment Management
- **3%** Retail
- **2%** Energy
- **2%** Hospitality and Tourism
- **2%** Venture Capital and Private Equity
- **1%** Real Estate
- **1%** Media and Entertainment

FULL-TIME MBA CLASS OF 2019 INTERNSHIPS BY FUNCTION

- **24%** Consulting
- **21%** Financial Services
- **14%** Marketing
- **22%** General Management
- **9%** Corporate Finance
- **3%** Operations/Logistics
- **1%** Information Technology
- **1%** Human Resources
- **1%** Entrepreneurship and Small Business

OF FIRST YEAR STUDENTS RECEIVED SUMMER INTERNSHIPS

Percentages have been rounded and may not total 100%.
"Know yourself and what truly motivates you. Explore fully and challenge preconceived notions. Be yourself and don’t try to fit a mold."

— CHRISTY GUNVILLE
Senior Director for Consulting, Darden
13 years of experience mentoring consultants in their careers

**CONSULTING CAREERS**

**CLASS OF 2018**
TOP FIVE CONSULTING EMPLOYERS

McKinsey & Co.
Boston Consulting Group
Bain & Co.
Accenture
Deloitte (tied for fifth)

**CLASS OF 2019**
TOP FIVE CONSULTING INTERNSHIP EMPLOYERS

Boston Consulting Group
McKinsey & Co.
Bain & Co.
Accenture
Deloitte

"We’ve had great success recruiting Darden students for more than 20 years. Darden students are well-prepared to thrive in the fast-paced world of consulting due in no small part to the formative experiences they have on their learning teams and in the classroom. As a result, they are able to bring insights to business problems that create a lasting impact." — ABBY RUÍZ DE GAMBOA (MBA ’04)
Deloitte principal

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**No. 1**
Best MBA for Consulting (The Princeton Review)

**32%**
Class of 2018 Darden graduates accepted new employment in consulting

**31%**
International students accepted new employment in consulting

**$140,189**
Average starting salary

**$31,940**
Average bonus

"An internship allows you the opportunity to really bring out your creativity, problem-solving and decision-making skills."

— JULIAN FORERO (MBA ’18)
Internship: McKinsey summer associate
Post-Darden job: Boston Consulting Group consultant

At age 11, Julian Forero and his family relocated from Colombia to the United States. Before coming to Darden, Forero knew he wanted to experience the business world in a setting outside of the U.S. and realized Darden’s global academic courses and internships offered that opportunity.

Forero had a strong interest in returning to South America and, after connecting with a McKinsey & Co. recruiter during a Darden coffee chat, started researching opportunities with the company’s Bogotá office.

“I always had a desire to go back to Colombia, and once I learned about the opportunity and got the offer, I knew that going back was the right move for me,” Forero said.

During his international internship, his team consisted of people from Chile, Argentina, Peru and Brazil, and Forero learned how to effectively manage operational and cultural differences within this international business setting. A native Spanish speaker, he was also able to practice and improve his Spanish in a business setting for the first time.

"An internship allows you the opportunity to really bring out your creativity, problem-solving and decision-making skills to tackle these issues in an efficient manner to deliver real, lasting impact to a client," Forero said.

"It’s an experience that can’t be replicated in the classroom because there are real and tangible implications to your decisions and actions."

Through his dynamic internship experience, Forero decided to return to the U.S. for a full-time job and was able to land a position with another giant of the consulting industry: Boston Consulting Group.

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Looking for Advice? Consult With Us.

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Darden Students Enter Diverse Careers in Finance

The transformational Darden experience prepares students for careers in private equity, venture capital, investment management, real estate and insurance, in addition to investment banking and corporate finance.

No. 7
Best MBA for Finance
(The Princeton Review)

13%
Class of 2018 Darden graduates accepted new employment in investment banking

13%
International students accepted new employment in investment banking

$128,625
Average starting salary

$49,875
Average bonus

16%
Class of 2019 Darden students accepted internships in investment banking

Pramod Inguva
(MBA ’18)
Undergraduate degree: Bachelor’s in electrical engineering, Indian Institute of Technology, Madras, India
Internship: Credit Suisse Investment Banking summer associate
Post-Darden job: Credit Suisse Investment Banking associate

Before coming to Darden, Pramod Inguva had never lived outside of India. He wanted to learn different cultures, languages and experiences. Pursuing his MBA at Darden allowed him to do just that. “Darden is well known for investment banking and is highly ranked for its overall educational experience. Moreover, I wanted to be a part of a small, tight-knit community and diversity of classmates was important to me,” Inguva said. “Darden truly is a global community.”

He feels grateful to the Darden faculty for supporting international students throughout the recruiting process. “Recruiting presents its own set of unique challenges for international students, as well as to the Career Development Center for its support given to international students throughout the recruiting process. “Recruiting presents its own set of unique challenges for international students in the U.S.,” said Inguva. “My training at Darden was instrumental in getting an offer from Credit Suisse.”

Latif Alam
(MBA ’18)
Undergraduate degree: Bachelor’s in finance and international business, Indiana University
Internship: HBM Holdings Corporate Development intern
Post-Darden job: Sunny River Management associate

Latif Alam applied to Darden because of the case method and strength of the MBA program. He chose to attend because of the people.

In the summer after his First Year, Alam made a call to John Cote (MBA ’13), managing partner of private equity firm Sunny River Management. Alam spent the next few months developing a good working relationship with Cote, who offered Alam an externship. On his way home from another interview, Cote called Alam and invited him to interview for a full-time position with the firm.

Alam accepted, citing the firm’s team, vision and belief in his decision. It was “exactly the role” Alam wanted. He encourages those pursuing a career in private equity to stay positive. “You’re going to have doors slammed in your face. If you’re doing it right, you should have a ton of doors slammed in your face,” Alam said. “Keep your chin up and believe in yourself. Work hard and don’t underestimate the power of externship; it’s a great foot in the door.”

A WEEK ON WALL STREET

Last year, nearly 100 First Year Darden students traveled to New York City to participate in Week on Wall Street and visit 15 firms. Facilitated by the Career Development Center and in collaboration with the Finance Club, the job trek provides students with the unique opportunity to step inside corporate headquarters of numerous financial institutions. Students see investment bankers and traders in action and learn from senior leaders from a variety of firms.

“It’s great exposure for our students and encourages them to network and be educated about various areas of investment banking,” said investment banking adviser Ed Yu.

No two advising sessions are the same. No two students are the same. Everyone has different inputs and considerations.

Paul Reeder
Senior Director for Financial Services Careers, Darden
22 years of finance experience

“Be confident in yourself.”
Ed Yu
Senior Associate Director of Career Education and Advising, Darden
15 years of experience advising students in finance

Paving the Road to Wall Street

“The value of a long-term investment...”

*Year after year, we feel proud and enthusiastic about connecting the world’s top banks and financial institutions with Darden’s top talent.”
Shavonne Dudley
Associate Director of Employer Engagement and Recruiting, Darden
Six years of experience managing relationships with recruiting partners

“The value of a long-term investment is...”

*No two advising sessions are the same. No two students are the same. Everyone has different inputs and considerations.**
Paul Reeder
Senior Director for Financial Services Careers, Darden
22 years of finance experience

Average bonus

$49,875

Average starting salary

$128,625

International students accepted new employment in investment banking

13%

Class of 2018 Darden graduates accepted new employment in investment banking

13%
Chandralekha Motati (MBA ’18)

Undergraduate degree: Bachelor’s in computer science, Birla Institute of Technology and Science, Pilani, India
Internship: Google MBA intern
Post-Darden job: Google Technical Solutions consultant

Chandralekha Motati came to Darden to change her career. She was working for a financial services firm as a software developer and transitioned into a product development role. There, Motati realized her strong interest in product management, which led her to pursue an MBA.

At Darden, she began researching different career options in technology and navigating the summer internship recruiting process — eventually landing an internship at Google.

“Even though I was an intern, I worked on products like Google Home and Google Assistant,” Motati said. “I also managed the relationship with eight partners, who were instrumental in an upcoming launch.”

After a summer of personal and professional growth, Google offered Motati a full-time position as a technical solutions consultant.

“At the future, I could completely transition to a product management role, an engineering-focused role or a consulting role working with clients. Even though I’m graduating Darden, the job is providing me new opportunities to continue exploring in my career.”

Even though I was an intern, I worked on products like Google Home and Google Assistant. I also managed the relationship with eight partners, who were instrumental in an upcoming launch.”

JENNY ZENNER (MBA ’03)
Senior Director for Technology Careers, Darden
19 years of experience in technology careers; seven years of advising candidates in recruiting

Our Heads Are Always in the Cloud

* I love opening doors and connecting people so that they can mutually help one another. There are a lot of people who want to help and lots that seek advice. When you can connect them, it feels very good.*

JENNY ZENNER (MBA ’03)
Senior Director for Technology Careers, Darden
19 years of experience in technology careers; seven years of advising candidates in recruiting
Darden Taps Into Tech on Both U.S. Coasts

Darden provides unparalleled resources for students interested in pursuing technology careers. With a 4 percent year-over-year increase in residential students entering tech roles after graduation, we’re expanding students’ access to tech education, opportunities and engagement with alumni in the field — and the world’s top technology firms are noticing.

West Coast Job Treks for Students Interested in Tech

Job treks give students a firsthand look into the cultures and opportunities that define companies powering the world’s hubs of business innovation.

In December 2017, nearly 100 students visited 23 companies during Darden’s annual San Francisco Bay Area Tech Trek, in collaboration with the Technology Club and Entrepreneurship and Venture Capital Club. The trek was organized by the Career Development Center and Darden’s Batten Institute for Entrepreneurship and Innovation.

From early stage, venture-backed companies to international tech titans, students have the opportunity to spend valuable time with companies and alumni in the Bay Area. Technology career adviser Jenny Zenner believes that experiencing company cultures and the cities they call home provides the greatest value for students.

“Students get the chance to ask, ‘Can I see myself living here and working at this company?’” Zenner said.

Darden’s Proximity to Top Tech Employers

The Top 15 employers for Darden’s full-time MBA Class of 2018 included Amazon (17 students), Microsoft (12 students) and Google (6 students). For the past six graduating classes, Amazon has placed in the Top 10 employers — with a total of 45 students accepting full-time roles at Amazon within three months of graduating.

Darden’s Rosslyn location is just four Metro stops away (10 minutes) from Amazon’s new headquarters in Arlington, Virginia, which promises to strengthen the School’s already strong relationship with Amazon.

Batten Venture Internship Program

Through the Batten Venture Internship Program (BVIP), the Batten Institute subsidizes summer internships for students interested in working with a startup or a venture capital firm. In 2018, more than 20 students participated in BVIP.

Batten Salon Dinners

Curated alumni-student dinners, grouped by theme, in which alumni leaders in technology, entrepreneurship, innovation and venture capital in the Bay Area engage in meaningful conversation with students who travel to San Francisco for the annual Technology Trek.

Early-Stage Ventures:


- W.L. Lyons Brown III Innovation Laboratory (i.Lab)

Operated by the Batten Institute, the W.L. Lyons Brown III i.Lab is a UVA-wide initiative that supports entrepreneurs and innovators at UVA and beyond. The program is open by application each year to early stage companies and entrepreneurs from the Darden, UVA and central Virginia communities. Since the first cohort in 2000, the i.Lab’s new venture programs have provide nearly $1.5 million in grant support to roughly 250 startups and 450 founding team members.

24 ventures with 47 participants

16 ventures received startup grants ranging from $1,500-$5,000

$1.5M Aggregate grant support provided to startups by the i.Lab Incubator

250 New ventures supported by the i.Lab’s programs since inception
“We’re a great resource for people who have considered working internationally. Ask for 15 minutes on the phone, and you’ll always get 30 or 45.”
RO KING (MBA ‘91) Chair of the Dean’s Global Advisory Council

ENTREPRENEURSHIP
CAREERS

Meg Greenhalgh (MBA ’18)
Undergraduate degree: Bachelor’s in commerce from the UVA McIntire School of Commerce
Internship alternative: 2017 i.Lab Incubator
Post-Darden job: Founder and CEO, Brandefy

After an infuriating trip to a big-name retailer several years ago, Meg Greenhalgh identified a problem facing consumers.

“Consumers don’t know when they should risk it with generic brands or stick with the name brands,” Greenhalgh says.

Fast forward six years, and Greenhalgh has transformed that dilemma into startup company Brandefy. The smartphone app — which closed an initial funding round the day of Greenhalgh’s wedding — helps consumers decide between generic and name-brand products through ingredient comparisons and user reviews.

After a UVA McIntire School-facilitated internship with Charlottesville-based Perrigo Nutritional and a pre-Darden internship with a Richmond-based startup tech company, Greenhalgh developed her idea for Brandefy during her First Year at Darden and as a member of the 2017 i.Lab Incubator cohort. In April of her Second Year, Greenhalgh and partners James Graham (MBA ’18) and Carolyn Kochard launched the free app in Apple’s app store.

Greenhalgh said her time at Darden was invaluable. “I had instrumental mentors, professors and classmates who helped me through every stage,” she says. “I had instrumental mentors, professors and classmates who helped me through every stage.”

Where Being Disruptive Is a Good Thing

“What will make you happiest and what are your strengths? Set goals based on your strengths and work toward them. You’ll be better off for it.”
RED THOMPSON (MBA ’99)
Associate Director of Career Advising and Education, Darden
13 years of management experience; three years of advising experience

217 FULL-TIME AND INTERNSHIP OFFERS
made to the classes of 2018 and 2019 by companies represented on Darden’s Corporate Advisory Board

“It’s a Big World. We’ll Help You Navigate It — and Then Lead It.”

Corporate Advisory Board
Darden’s Corporate Advisory Board (CAB) advises and supports the School in developing deep and mutually beneficial relationships with global corporations, government partners, foundations and other organizations. The CAB collaborates with the dean, faculty, staff, students and other members of the Darden community to fulfill the School’s mission by supporting and advocating for Darden in many of the world’s leading companies.

The Dean’s Global Advisory Council
The Dean’s Global Advisory Council helps Darden build a critical mass of leaders, executives and managers within established, growing and emerging economies; strengthen Darden’s influence on business and society worldwide; and to grow the recognition of the Darden brand in key regions of the world.

To see the full list of Darden leadership, please visit www.darden.virginia.edu/about/administration.

To learn more about recruiting Darden talent, please contact a member of the employer engagement and recruiting team listed on the next page.

SOLVING SHOPPERS’ DILEMMAS, ONE BIG BRAND AT A TIME

I.Lab Incubator Ventures Launched by Darden Class of 2018 and 2019 Students

Kartini Chocolate
Founded by Nagisa Delap (MBA ’18) and Ana Maria Chamorro (MBA ’18)
Craft chocolate made with beans responsibly sourced from Indonesian farmers and no artificial flavoring. Redistributes profits to empower women in Indonesia.

Nuna Med
Founded by Ali Barta (MBA/NPP ’18)
Complementary and alternative medicine company offering evidence-based natural remedies for common ailments.

RecruitRef
Founded by Van Hatchell (MBA ’16)
Online platform enabling high school athletes to showcase athletic and academic achievements to earn a college athletic scholarship, track recruiting progress and promote their profiles.

Single Baked Sweets
Founded by Melissa Stefania (Class of 2019)
Single-serve, bake-at-home dessert company that provides premeasured wet and dry ingredients to make an all-natural, homemade treat.

It’s a Big World. We’ll Help You Navigate It — and Then Lead It.

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RED THOMPSON (MBA ’99)
Associate Director of Career Advising and Education, Darden
13 years of management experience; three years of advising experience

TAP INTO THE DARDEN DIFFERENCE

The Career Development Center’s employer engagement and recruiting team provides personalized, one-on-one support for recruiting partners around the world. The team creates customized strategies in order to help company partners maximize recruiting ROI and hire top Darden talent. The CDC invites company partners to participate in these recruiting events.

• Present on corporate culture in a company briefing.
• Network with select students during office hours.
• Host a lunch and learn or workshop.
• Engage with students during a networking reception or career fair.
• Facilitate a virtual recruiting event.
• Sponsor a club conference, tailgate or other student event.

• Invite a group of students to visit company headquarters during a job trek.
• Have students apply to open positions by posting on the Darden Career Link.
• Interview students on Darden’s Grounds in Charlottesville.
• Invite a student to shadow an employee.

To learn more about recruiting Darden talent, please contact a member of the employer engagement and recruiting team listed on the next page.
Meet the Career Development Center’s Team of Experts

Executive MBA Career Advisers

Jim Collins
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Kristen Davis
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Mary Shea Watson
Communications and Marketing Manager
WatsonM@Darden.virginia.edu

Full-Time MBA Career Advisers

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GunvilleC@Darden.virginia.edu

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Paul Reeder (MBA ’98)
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Margaret Weeks
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Ed Yu
Senior Associate Director of Career Education and Advising Investment banking, energy YuE@Darden.virginia.edu

Jenny Zenner (MBA ’03)
Senior Director of Technology Careers Technology and West Coast careers ZennerJ@Darden.virginia.edu

WHAT MAKES A GOOD COMPANY?

GOOD COMPANY

This report is based upon reliable information from 98.6% of the graduates who completed the UVA Darden full-time MBA program on 20 May 2018 and conforms to the MBA Career Services and Employer Alliance Standards for Reporting MBA Employment Statistics©. To view these employment outcomes and others in table format, please visit www.darden.virginia.edu/mba/career/employment-report/