

# Updated entries from the Guide to MBA Recruitment in the **Top 100 MBA Recruiting Companies**

September 2013



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## Deadlines

## Current programme news and deadline dates

Click on the company name to be taken to the individual company entry. If viewing the updated pages, you may need to refer to the full guide. Please note: all information was correct at time of publication.

Company Name	Programme News	Deadline Date
<a href="#">Air Products</a>	MBA Career Development Program, USA, 12608BR	Not specified
<a href="#">Amazon</a>	Human Resources Leadership Development Programme, US. Job ID 229382 Pathways Operations Manager, US. Job ID 226238 Retail Leadership Development Program (MBA), US. Job ID 226959 Senior Financial Analyst Rotational Program, US. Job ID 226243 Senior Product Manager (MBA), US. Job ID 229941 Senior Product Manager -Technical Products, US. Job ID 229944	Not specified
<a href="#">American Express</a>	Campus MBA - Strategic Management Consulting Full Time (London) 2013-2014 Job	Not specified
<a href="#">Amgen</a>	MBA Grad Intern - Japan & Asia-Pacific (JAPAC) Commercial Organization 21820BR MBA Grad Intern – Latin America, Canada, Australia, New Zealand (LACAN) Commercial Organization - 21817BR Operations MBA Graduate Intern - 21809BR MBA Grad Intern - Finance - 21808BR MBA Grad Intern - GSS (Global Strategic Sourcing) - 21807BR MBA Graduate Intern - U.S. Commercial Organization - 21819BR Exec Dir Marketing Ops - Commercial Excellence - 21231BR	Not specified
<a href="#">Anheuser Busch InBev</a>	Global MBA Internship - Mexico -13000393 Global MBA Internship - Western Europe -13000401 Global MBA Internship - Latin America South - Argentina, Bolivia, Chile, Paraguay, Uruguay, Perú, Ecuador-13000391 Global MBA Internship - Latin America North - Brazil, Nicaragua, Dominican Republic, El Salvador, Guatemala-13000390 Global MBA Internship - Global Headquarters / Functional Management Office-13000383 Global MBA Internship - Asia Pacific - 13000392 Global MBA Internship - North America - Canada-13000389 Global MBA Internship - North America - United States-13000388	Not specified

<b>Company Name</b>	<b>Programme News</b>	<b>Deadline Date</b>
<u>Bank of America</u>	Full-Time Consumer Banking MBA Program – Sales Management-2014 O - 1300047939 Full-Time Operations MBA Program-2014 C - 1300051630 Technology MBA – Rotational Leadership Development Program O- 2014 – 1300048745	Not specified
<u>Barclays Bank plc</u>	MBA Programme 2014 (full-time) MBA Internship 2014	15 <sup>th</sup> November 2013 31 <sup>st</sup> December 2013
<u>BASF</u>	US Professional Development Programmes	Not specified
<u>Bertelsmann</u>	Applications for the Class of 2014 MBA: Bertelsmann Entrepreneurs Program are now being taken	Not specified
<u>Booz &amp; Company</u>	Applications for 2014 MBA/Associate positions now being taken	1 <sup>st</sup> November 2013
<u>BP</u>	Applications for the <u>Future Leaders Programme</u> are now being taken. Follow the links for further details.	31 <sup>st</sup> October 2013
<u>BT</u>	Applications to the MBA Leadership Programme are open from the 19th September and close dates are as agreed with your school or the 27th October 2013	27th October 2013
<u>Citigroup</u>	Asia-Pacific - Consumer Banking – Full Time - MBA – Management Associate Program – Thailand Asia-Pacific - Institutional Clients Group – Full Time – MBA – Investment Banking – Hong Kong Asia-Pacific - Institutional Clients Group – Full Time – MBA – Management Associate Program – Thailand	Various
<u>Credit Suisse</u>	Credit Suisse are taking applications for 2014 programs.	Not specified
<u>DOW</u>	General Management Program EMEA — Marketing Development Manager - 1103056 MBA Internship - Marketing Assignments Program US - 1305631 Finance Leadership Development Program (MBA) US - 1306966 Treasury Leadership Development Program (MBA) US - 1306967 MBA Internship – Sustainability US -1307266	Not specified

## Deadlines

## Current programme news and deadline dates (continued)

Click on the company name to be taken to the individual company entry. If viewing the updated pages, you may need to refer to the full guide. Please note: all information was correct at time of publication.

Company Name	Programme News	Deadline Date
<a href="#">Exxon Mobil</a>	Full-time MBA programs in the USA	Various
<a href="#">Fidelity</a>	Japan - MBA Equity Research Analyst Internship Japan - MBA Equity Research Analyst India - MBA Equity Research Analyst Internship UK - MBA Equity Research Analyst Internship Singapore - MBA Equity Research Analyst Internship Korea - MBA Equity Research Analyst Internship China - MBA Equity Research Analyst Internship Hong Kong - MBA Equity Research Analyst Internship Australia Sydney - MBA Equity Research Analyst Internship	28 Feb 2014 30 Nov 2013 28 Feb 2014 28 Feb 2014 28 Feb 2014 28 Feb 2014 28 Feb 2014 28 Feb 2014 28 Feb 2014
<a href="#">Ford Motor Company</a>	Marketing, Sales & Service - 2014 Marketing Leadership Program. Job ID 6868BR Marketing, Sales & Service - 2014 Marketing Leadership Program Intern. Job ID 6869BR Information Technology-2014- Leadership Program. Job ID 7022BR Information Technology-2014- Leadership Program Summer Intern. Job ID 7023BR	Not specified
<a href="#">General Mills</a>	University Recruiting Senior Financial Analyst Intern (51948992) University Recruiting Associate Channel Manager Intern (51948988)	Not specified
<a href="#">GlaxoSmithKline</a>	Esprit Commercial – Pharmaceutical - MBA Global Development Programme – US. Job ID 87614 Esprit Commercial Pharma and Consumer MBA Global Development Programme - Rest of World. Job ID 87748 Esprit Finance - MBA Global Development Program – US. Job ID 87402 Esprit Finance Development Programme – London. Job ID 87733	
<a href="#">Goldman Sachs</a>	EMEA New Analyst Program EMEA Summer Associate Internship Asia Pacific ex Japan - Summer Associate Internship Asia Pacific ex Japan - New Associate Program Asia Pacific ex Japan	3rd November 2013 1st December 2013 17th November 2013 29th September 2013

## Deadlines

## Current programme news and deadline dates (continued)

Click on the company name to be taken to the individual company entry. If viewing the updated pages, you may need to refer to the full guide. Please note: all information was correct at time of publication.

<b>Company Name</b>	<b>Programme News</b>	<b>Deadline Date</b>
<a href="#"><u>Google</u></a>	MBA Intern 2013 - Japan Business Analyst Intern - Hong Kong Marketing Intern - 2013 Sales Finance and Marketing Analytics Intern 2013 - Sydney	Various
<a href="#"><u>International Finance Corporation</u></a>	Applications for the 2014 GTT Program will be open from August 15 <sup>th</sup> 2013 to 30 <sup>th</sup> September 2013. Interviews will take place in October and November, and offers are expected to be made in December 2013/January 2014.	30 <sup>th</sup> September 2013
<a href="#"><u>Johnson &amp; Johnson</u></a>	Finance MBA Leadership Development Program: Summer Intern 2014 (Job Number: 00000CAD) Finance MBA Leadership Development Program: 2013-2014 (Job Number: 00000ERV)	Not specified
<a href="#"><u>Raytheon Company</u></a>	Raytheon are taking applications from the HRLDP Intern (LDP) Program, Job ID 45843BR.	
<a href="#"><u>UBS Group</u></a>	MBA Programme Singapore (full-time) MBA Programme Asia (full-time) MBA Programme Internship Asia	29 <sup>th</sup> September 2013 20 <sup>th</sup> October 2013 17 <sup>th</sup> November 2013
<a href="#"><u>United Technologies</u></a>	MBA Intern (US)	
<a href="#"><u>WPP</u></a>	MBA Marketing Fellowship 2014 – applications now open	16 <sup>th</sup> October 2013



**Company**
**Air Products**

7201 Hamilton Boulevard, Allentown, PA 18195-1501, U.S.A.  
+1 610 481 4911

[www.airproducts.com](http://www.airproducts.com)

**Key contacts**

Online only.

**How to Apply**

Visit the [Careers](#) page for general information. The [MBA Career Development Programme](#) is designed for upcoming MBA graduates who are interested in opportunities in financial and commercial areas. The programme aims to produce the future leaders of the company by giving participants the opportunity to enhance their professional and technical skills, clarify their career interests and develop their leadership potential. This self-directed programme consists of three assignments lasting approximately 8 months in length in both commercial and financial roles.

Air Products also have a [Co-Op/Intern Program](#) and depending on annual business plans and needs, assignments suitable for MBAs may be available in areas such as finance and marketing.

Application is quick and simple via the [Online Career Centre](#). From here, select 'Search Openings' and type *MBA* into the 'keyword' box. This will generate details of upcoming MBA Programmes and MBA Summer Internships as well as general vacancies that are suitable for MBA Graduates. All applications can then be made online.

**International Opportunities**

The MBA Career Development Programme is U.S.A. based only. Direct hire opportunities exist worldwide subject to availability. Visit [Locations around the World](#) for contact details.

**Key Dates**

Air Products are recruiting for:

**[MBA Career Development Program, USA, 12608BR](#)**

Follow the link to the [Online Career Centre](#), select 'Search Openings' and type *MBA* into the 'keyword' box to view latest opportunities.

**Additional Information**

Air Products serves customers in a wide range of industries from food and beverage, health and personal care to energy, transportation and semiconductors. They supply a unique portfolio of atmospheric gases, process and specialty gases, performance materials, equipment and services. Founded in 1940, Air Products has built leading positions in key growth markets such as semiconductor materials, refinery hydrogen, home healthcare services, natural gas liquefaction, and advanced coatings and adhesives. The company is recognized for its innovative culture, operational excellence and commitment to safety and the environment. Air Products had annual revenues of over \$10 billion in the fiscal year 2012, operations in over 50 countries, and 20,000 employees around the globe.

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**Company**
**Amgen Limited**

Headquarters: One Amgen Center Drive, Thousand Oaks, California, CA 91320-1799, U.S.A.  
U.K: 240 Cambridge Science Park, Milton Road, Cambridge CB4 0WD, U.K.

Headquarters: +1 805 447 1000  
U.K: +44 12 2342 0305

[www.amgen.com](http://www.amgen.com)

**Key contacts**

Online only. Please note that only successful candidates will be contacted within four weeks from the date of application. All other vacancies contain details of specific contact information on the individual job descriptions.

**How to Apply**

The careers website can be found at [Careers](#). For full information about their MBA programmes, go to [MBA Recruiting](#). For the U.S.A. MBA Leadership Programmes in either Marketing or Finance (both Internships and Full-time) interested applicants should go to [MBA Leadership Full-time Requirements](#) or [MBA Leadership Internship Requirements](#). To apply, interested applicants should search for available positions at [Job Search](#). For the International MBA Programme, interested applicants should read the information at [International MBA](#) and send their full application to the email address detailed under 'Contact Name' above.

**International Opportunities**

The International MBA Programme is suitable for international applicants (inc. U.K). The MBA Leadership Programmes in Marketing and Finance are only available in the U.S.A.

**Key Dates**

Amgen are now taking applications for the following positions

**MBA Grad Intern - Japan & Asia-Pacific (JAPAC) Commercial Organization 21820BR**

**MBA Grad Intern – Latin America, Canada, Australia, New Zealand (LACAN) Commercial Organization - 21817BR**

**Operations MBA Graduate Intern - 21809BR**

**MBA Grad Intern - Finance - 21808BR**

**MBA Grad Intern - GSS (Global Strategic Sourcing) - 21807BR**

**MBA Graduate Intern - U.S. Commercial Organization - 21819BR**

**Exec Dir Marketing Ops - Commercial Excellence - 21231BR**

Go to the online [Job Search](#) page and enter the job number or 'MBA' in the Keywords search panel for full details.

**Additional Information**

Amgen is a leading human therapeutics company in the biotechnology industry. For more than 25 years, the company has tapped the power of scientific discovery and innovation to advance the practice of medicine. Amgen pioneered the development of novel products based on advances in recombinant DNA and molecular biology and launched the biotechnology industry's first blockbuster medicines. Today, as a *Fortune* 500 company serving millions of patients, Amgen continues to be an entrepreneurial, science-driven enterprise dedicated to helping people fight serious illness.

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**Company** **Anheuser-Busch InBev**

Brouwerijplein 1, 3000 Leuven, Belgium  
+32 16 27 61 11

[www.ab-inbev.com](http://www.ab-inbev.com)

**Key contacts**

Patricia Pereda, Talent Programme Lead. However, it is advised that interested candidates should make all enquiries and applications online in the first instance.

**How to Apply**

The main careers page can be viewed at [Careers](#). Anheuser-Busch InBev run a full-time [Global MBA Program](#) which a 12-month, high-potential leadership program that hires MBAs into a function with the long-term potential to move cross-functionally throughout an individuals career. The [MBA Internship Programme](#) is 10-12 weeks long, starting with a global induction in the New York office, across Marketing, Finance, Innovation, Sales, Logistics, Procurement, Corporate Affairs, IT and HR.

**International Opportunities**

AB InBev has MBA opportunities across six geographic zones including their global headquarters in Leuven, Belgium and functional management office in New York City, USA.

**Key Dates**

Applications for the following MBA Programs are now open:

[Global MBA Internship - Mexico -13000393](#)

[Global MBA Internship - Western Europe -13000401](#)

[Global MBA Internship - Latin America South - Argentina, Bolivia, Chile, Paraguay, Uruguay, Perú, Ecuador-13000391](#)

[Global MBA Internship - Latin America North - Brazil, Nicaragua, Dominican Republic, El Salvador, Guatemala-13000390](#)

[Global MBA Internship - Global Headquarters / Functional Management Office-13000383](#)

[Global MBA Internship - Asia Pacific - 13000392](#)

[Global MBA Internship - North America - Canada-13000389](#)

[Global MBA Internship - North America - United States-13000388.](#)

**Additional Information**

Anheuser-Busch InBev is based in Leuven, Belgium, with American Depositary Receipts on the New York Stock Exchange (NYSE: BUD). It is the leading global brewer and one of the world's top five consumer products companies. With a portfolio of well over 200 beer brands AB InBev continues to forge strong connections with consumers. AB InBev's dedication to heritage and quality originates from the Den Hoorn brewery in Leuven, Belgium dating back to 1366 and the pioneering spirit of the Anheuser & Co brewery, with origins in St. Louis, USA since 1852. Geographically diversified with a balanced exposure to developed and developing markets, AB InBev leverages the collective strengths of its approximately 118,000 employees based in 23 countries worldwide. In 2012, AB InBev realized 39.8 billion USD revenue. The company strives to be the Best Beer Company in a Better World.

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**Company** **Bank of America**  
4 World Financial Center, 250 Vesey Street, New York, NY 10080, U.S.A.  
+1 212 449 1000

[www.bankofamerica.com](http://www.bankofamerica.com)

**Key contacts** Via the website.

**How to Apply** The main careers website can be located at [Bank of America Careers](#). In the USA there are a vast number of programs for MBA graduates which are designed to provide real career momentum through instructor-led and web-based education, on-the-job training and networking to combine education and experience with their incredible range of opportunities. Go to [Associates and MBA Programmes](#) for more information and the full list of Associate Programmes. The application process varies by program so follow the links to the program of interest which will provide information on each program and how to apply guidance.

**International Opportunities** The [Associate Programmes](#) for MBA graduates are available in the Americas, EMEA and Asia Pacific.

**Key Dates** **Bank of America and now taking applications for the following programs:**  
**Full-Time Consumer Banking MBA Program - Sales Management-2014 - 1300047939**  
**Full-Time Operations MBA Program-2014 - 1300051630**  
**Technology MBA - Rotational Leadership Development Program 2014 – 1300048745**  
Go to [Associates and MBA Programmes](#) select the program of choice for further details.

**Additional Information** Bank of America Corporation is a financial services company, the largest bank holding company in the United States, by assets, and the second largest bank by market capitalization. Bank of America serves clients in more than 150 countries and has a relationship with 99% of the U.S. Fortune 500 companies and 83% of the Fortune Global 500. The company is a member of the Federal Deposit Insurance Corporation (FDIC) and a component of both the S&P 500 Index and the Dow Jones Industrial Average. The bank's 2008 acquisition of Merrill Lynch made Bank of America the world's largest wealth manager and a major player in the investment banking industry.

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**Company****Bertelsmann**

Bertelsmann AG, Carl-Bertelsmann-Str. 270, 33311 Gütersloh, Germany  
+49 5241 80-0

[www.bertelsmann.com](http://www.bertelsmann.com)

**Key contacts**

Béatrice de Surmont-Harhoura, Director Corporate Management Development. Email: [b.desurmont@bertelsmann.de](mailto:b.desurmont@bertelsmann.de)  
Steffi Heldberg, Corporate Management Development. Email: [steffi.heldberg@bertelsmann.de](mailto:steffi.heldberg@bertelsmann.de)

**How to Apply**

For MBAs with some work experience, Bertelsmann offer run the [Bertelsmann Entrepreneurs Program](#). The custom-tailored program takes up to 18 months to complete, during which a variety of entrepreneurial projects are carried out in various Bertelsmann divisions worldwide (print, publishing, television, the music business as well as a wide range of service offers). Participants are supported by the Management Development Team and acquire well-founded insight into the corporate structure and culture at Bertelsmann. In addition, regular alumni meetings are held to enable the participants to expand their network. The goal of this program with its generalist orientation is to develop candidates into executives and have them assume responsible positions within the briefest possible period of time.

Bertelsmann offer a range of programs, including internships which although aren't necessarily aimed at MBAs, may be of interest to those interested candidates with limited work experience. Go to [Graduate and Programs](#) for more information.

**International Opportunities**

Bertelsmann is an international business; search [Bertelsmann Media Worldwide](#) for office locations.

**Key Dates**

**Applications for the Class of 2014 MBA: Bertelsmann Entrepreneurs Program are now being taken.**

Go to [Create your Own Career](#) and enter 'MBA' in the text field search to return details. MBAs are encouraged to apply for the Bertelsmann Entrepreneurs Program between August and December.

**Additional Information**

Bertelsmann produces, serves and markets media. Their content is contributed by RTL Group, the No. 1 European broadcaster; Random House, the world's largest book-publishing group; Gruner + Jahr, Europe's biggest magazine publisher; and BMG, the division which holds the joint venture stake in Sony BMG Music Entertainment, the second-largest music company worldwide. Arvato provides media and communication services, while Direct Group is the global market leader in media distribution through clubs and on the Internet.

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**Company** **Booz & Company**  
8283 Greensboro Drive, McLean, Virginia 22102, USA  
Zollhof 8, 40221 Dusseldorf, Germany

USA: +1 703 902 5000  
Germany: +49-211-38900 Fax: +49-211-3890-300

[www.booz.com](http://www.booz.com)

**Key contacts** Justine Jansen, MBA Recruiting Coordinator. Email: [Justine.Jansen@booz.com](mailto:Justine.Jansen@booz.com)

However, interested candidates should go to [At Your School](#) and select their school from the drop-down menu to find out specific recruiters for specific schools.

**How to Apply** Booz & Company actively recruits MBA graduates from leading colleges and universities around the world. An MBA candidate will typically join Booz as an Associate or Summer Associate. Their careers website contains full information and this can be found at [Join Us](#). To make an online application or to find out about campus events go to [Apply](#).

**International Opportunities** Interested candidates can see the company's list of target global Business Schools at [Join Us](#).

**Key Dates** **Booz & Co. have opened recruitment for 2014 – the application deadline is 1<sup>st</sup> November 2013, or as outlined for your specific school.** Go to [At Your School](#) and select their school from the drop-down menu to find out how to apply, when Booz will be at a specific campus and who to contact for information about recruiting. If a candidate's school is not listed, they should select 'Other'. Interested candidates at all other European Business Schools that are not being visited by Booz, can go to [Other European Schools](#) for further information and links to the online application system.

**Additional Information** Booz & Company is a leading global management consulting firm, helping the world's top businesses, government ministries and organisations. Founder Edwin Booz defined the profession when he established the first management consulting firm in 1914. Today, with more than 3,300 people in 60 offices across more than 30 countries worldwide, the firm brings foresight and knowledge, deep functional expertise, and a practical approach to building capabilities and delivering real impact. Booz & Company works closely with clients to create and deliver essential advantage.

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**Company****BP plc**

1 St. James's Square, London, SW1Y 4PD, U.K.  
+44 (0) 207 496 4000

[www.bp.com](http://www.bp.com)

**Key contacts**

Emma Hardaker-Jones, Director, Group Talent and Assessment. Based at Sunbury office in Surrey, UK. Tel: +44 (0)1932 762000.

**How to Apply**

Following a global, business-wide review of the way they recruit and develop MBA talent, BP have decided that they will no longer be recruiting into a central MBA programme. Instead, each segment will now advertise any MBA opportunities via their [Careers](#) website. Therefore, the Eurograduate Programme is still active. Candidates interested in applying for any advertised roles should contact the named recruiter for the listed vacancy. BP believe that these changes will enable their individual business segments to develop stronger MBA talent streams to meet the changing needs of the business and provide successful applicants with an opportunity to shape their career development in a more structured way.

BP also run the [Future Leaders Programme](#) which operates in the US, Europe, Asia, UAE and Southern Africa. The programme is aimed at candidates with a post-graduate degree (Masters, MBA or PHD) and 3 years relevant professional experience. In particular, BP look for people with proven technical skills, relevant to the energy industry. As the business continues to move into new locations, the need for diverse talent is also growing. The programme is focused on two different parts of the business – Refining & Marketing (R&M) and Information Technology & Services (IT&S). R&M takes responsibility for supplying, refining, transporting, marketing and selling our products. IT&S touches every part of BP's global organisation and has a huge role to play in providing information systems that support BP businesses and drive forward innovation and productivity.

**International Opportunities**

Opportunities exist worldwide subject to vacancy availability.

**Key Dates**

Applications for the [Future Leaders Programme](#) are now being taken. Applications for all programs/locations close on 31<sup>st</sup> October 2013. Follow the [links for further details](#).

**Additional Information**

BP is one of the world's largest energy companies, providing its customers with fuel for transportation, energy for heat and light, retail services and petrochemicals products for everyday items. BP employs over 85,000 people and operates in over 100 countries worldwide. Business functions include: Upstream which finds, develops, produces and transports oil and natural gas resources to market; Refining & Marketing takes responsibility for supplying, trading, refining, transporting and marketing BPs products. Alternative Energy is producing energy in new ways - everything from advanced biofuels and wind projects to innovative solar and new technology that captures and stores carbon dioxide released by traditional fossil fuels. Corporate Functions form the backbone of the company and make key decisions about the group, its strategy and plans. Integrated Supply and Trading (IST) makes the most of BPs wide-ranging assets - moving tankers of oil, gas and refined petroleum around the world through a series of complex supply chains.

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**Company** **BT Group plc**  
BT Centre, 81 Newgate Street, London EC1A 7AJ, U.K.  
+44 (0) 207 356 5000

[www.btplc.com](http://www.btplc.com)

**Key contacts** John Moore, MBA Leadership Programme Director (contact details as above)  
Atul Rana, MBA Leadership Programme (contact details as above)  
Matthew Bennett, MBA and Fast Track Recruitment Manager. Email: [matthew.5.bennett@BT.com](mailto:matthew.5.bennett@BT.com)

**How to Apply** The BT [MBA](#) programme operates in every area of BT and offers tailored support and development and looks to attract MBAs from a wide variety of backgrounds into strategic roles. BT recruits approximately 20 [full-time MBA](#) graduates onto the MBA Leadership Programme each year. Typically there are 30 programme members taking part at any one time. BT also have run an [MBA Summer Intern](#) Programme is designed to give current MBA students a chance to work with BT during their summer vacation. Recruitment for the [MBA Leadership Programme](#) is aligned to the business school calendars for Spring, Autumn and Summer recruitment campaigns. Candidates can make an online application at [How to I apply?](#)

In addition to the MBA Leadership Programme, BT also run the [Fast Track Leadership Programme](#) for MBA graduates who already have a proven track record of improving performance and can make an immediate impact on the business.

**International Opportunities** The MBA Leadership Programme is based at the BT global headquarters in London, and the majority of team members live and work in London. There is, however, an opportunity to work across the UK and other regions of the world where BT has operations. MLP members have worked on projects and/or left the programme to take up roles with BT in India, USA, France, Belgium, Italy, Singapore and China.

**Key Dates** **Applications to the MBA Leadership Programme are open from the 19th September and close dates are as agreed with your school or the 27th October 2013. Go to [Apply now](#). Summer Internship applications are currently closed and will open in November 2013.**

**Additional Information** BT is one of the world's leading communications services companies, serving the needs of customers in more than 170 countries worldwide. The companies main activities are the provision of fixed-line services, broadband, mobile and TV products and services as well as networked IT services. In the UK BT are a leading communications services provider, selling products and services to consumers, small and medium sized enterprises and the public sector. They also sell wholesale products and services to communications providers in the UK and around the world. Globally, BT supply managed networked IT services to multinational corporations, domestic businesses and national and local government organizations.

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**Company** **Credit Suisse Group**  
 Paradeplatz 8, 8070 Zurich, Switzerland  
 +41 44 212 16 16  
[www.credit-suisse.com](http://www.credit-suisse.com)

**Key contacts** Applications are processed online via the website.

**How to Apply** The main careers website detailing their MBA programmes is at [Careers](#). Select your region from the left-hand menu to find out more about the training programs specific to that region or follow the links below and the link detailed under 'International Opportunities' for each region. In Switzerland, for candidates with a MBA degree from an internationally recognised school (e.g. Columbia University, INSEAD, London Business School) and relevant work experience in Banking, Consulting, or Strategic Project Management, Credit Suisse Group run a 12-month MBA Programme in their Private Banking division. Full details about the MBA Programme and Internships can be found on the [Switzerland Training Programs page](#).

**International Opportunities** In EMEA, Credit Suisse runs full-time Associates Programmes for MBAs. For full information and to apply go to [EMEA Training Programs](#). In the Americas, full-time Associate Programmes are available across a wide variety of business areas. Visit [Americas Training Programs](#) for comprehensive information. In Asia Pacific, full-time Associate Programmes are available across a wide variety of business areas. Visit [Asia Pacific Training Programs](#) for full details.

**Key Dates** **Credit Suisse are taking applications for 2014 programs. Go to [Applications](#) for more information.**

**Additional Information** As one of the world's leading banks, Credit Suisse provides its clients with private banking, investment banking and asset management services worldwide. Credit Suisse offers advisory services, comprehensive solutions and innovative products to companies, institutional clients and high-net-worth private clients globally, as well as retail clients in Switzerland. Credit Suisse is active in over 50 countries and employs approximately 46,700 people. Credit Suisse is comprised of a number of legal entities around the world and is headquartered in Zurich. The registered shares of Credit Suisse's parent company, Credit Suisse Group AG, are listed in Switzerland and, in the form of American Depositary Shares, in New York.

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**Company**

**Dow Chemical Company, The**

USA Headquarters: 2030 Dow Center, Midland, Michigan 48674, U.S.A.

UK Headquarters: Dow Chemical Company Limited, 2 Heathrow Boulevard, 284 Bath Road, West Drayton, Middlesex UB7 0DQ, U.K.

USA: +1 989 636 1000

UK: +44 (0) 208 917 5000

[www.dow.com](http://www.dow.com)

**Key contacts**

Dow have a "no names policy" and interested candidates are advised to apply via the online process which will ensure that the application is routed directly to the appropriate recruiter.

**How to Apply**

Dow has four programmes for MBAs: MBA - Finance Leadership Development Program, MBA - General Management Program, MBA - Sustainability Leadership Program and MBA - Treasury Leadership Development Program – go to [Professional Programs](#). They also run a General Management MBA Program for [current students](#), which aims to create an accelerated path to senior leadership for a few exceptional people who can bring new ideas and insights to the opportunities and challenges facing Dow, as well as create a pipeline of future executive leaders for the company. The company are preferably looking for MBAs with 5-7 years of work experience at an operating company. Visit [Careers at Dow](#) for general careers information. In addition, there are also sector specific professional development programs for MBAs (Finance, General Management, Sustainability and Treasury Leadership). Go to Professional Career Programs and expand the program of interest.

**International Opportunities**

The MBA programmes are mainly available in North America although they involve extensive international travel and DOW have recruiting events in Europe, Latin America, Middle East and Africa. Go to [Recruiting Events](#) for more information.

**Key Dates**

**Dell are now taking applications for the following programs:**

**General Management Program EMEA — Marketing Development Manager - 1103056**

**MBA Internship - Marketing Assignments Program US - 1305631**

**Finance Leadership Development Program (MBA) US - 1306966**

**Treasury Leadership Development Program (MBA) US - 1306967**

**MBA Internship – Sustainability US -1307266**

Go to [Professional Programs](#) And follow the links to apply for more information.

**Additional Information**

Dow (NYSE: Dow) is a science and technology with a diversified industry-leading portfolio of specialty chemical, advanced materials, agrosociences and plastics businesses, delivering a broad range of technology-based products and solutions to customers in approximately 160 countries and in high growth sectors such as electronics, water, energy, coatings and agriculture. In 2012, Dow had annual sales of approximately \$57 billion and employed approximately 54,000 people worldwide. The Company's more than 5,000 products are manufactured at 188 sites in 36 countries across the globe.

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**Company** **EMC Corporation**  
 35 Parkwood Drive, Hopkinton, Massachusetts 01748, U.S.A.  
 +1 508 435 1000

[www.emc.com](http://www.emc.com)

**Key contacts** Online only.

**How to Apply** There are three full-time Development Programs for MBAs in US and UK (follow the link to [Development Programs](#)). The Global Services Leadership Development Program is a two-year program including four six-month rotations within Global Services. No experience is required from MBA applicants. The Human Leadership Development Program consists of three assignments within a period of 27 months. Rotations include compensation, HR business partner/generalist, learning and development, recruitment, or HR Shared Services. Upon successful completion of the program, participants are placed in HR positions that are determined by business need and participant's competencies. The Marketing Development Program is a two-year rotation program. MBA applicants are expected to have more than 5 years of industry experience and a technical undergraduate degree is desired. [Apply online](#). A [Job search function](#) can be found on the main website [Careers@EMC](#).

Interested candidates are also encouraged to connect with EMC on the social media - [Facebook](#); [Twitter](#)

**International Opportunities** EMC hires for positions worldwide. Openings are predominantly at their corporate headquarters in Hopkinton, Massachusetts (and the surrounding area); their software division in Pleasanton, California; research and development facilities in North Carolina, as well as at field sales offices, customer support centres and other R&D facilities throughout the U.S. – and in more than 50 countries including Ireland, China, India, Israel, Japan and Australia.

**Key Dates** For campus events, go to [On-Campus Events](#). Applications for full-time development programs need to be submitted by **31<sup>st</sup> October of the year previous to the year of intake**.

**Additional Information** EMC is a global leader in enabling businesses and service providers to transform their operations and deliver Information Technology as a service. Fundamental to this transformation is cloud computing. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset — information — in a more agile, trusted and cost-efficient way. In 2012, the company reported revenues of \$21.7 billion.

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**Company****Fidelity**

Fidelity International, Oakhill House, 130 Tonbridge Road, Hildenborough, Tonbridge, Kent TN11 9DZ  
+44 (0) 1732 361144

[www.fidelity.co.uk](http://www.fidelity.co.uk)

**Key contacts**

The dedicated email address for MBA applicants/enquiries is [mba.recruitment@uk.fid-intl.com](mailto:mba.recruitment@uk.fid-intl.com)

**How to Apply**

Interested applicants should go to Fidelity's dedicated recruitment website at [Fidelity Recruitment](#). Here, they should select their locations or preferred working region to access the homepage most appropriate to them.

For the UK and Ireland, opportunities are available for MBAs as an Equity Research Analyst, Multi Manager Analyst or Credit Analyst. Go to [MBA](#) and follow the links for full information. Each year, a limited number of summer internships are also available where successful candidates have the opportunity to learn from the best investment professionals in the world. Internships can lead to a full-time position with Fidelity once participants have completed their MBA. See [Internships](#).

For European MBAs, candidates start work in London and therefore recruitment of MBAs is undertaken by the Company's Cannon Street office. Interested applicants should go to [Fidelity Recruitment](#) and select 'UK and Ireland' for information and to apply. For candidates who are still at Business School undertaking their MBA, it is more than likely that they will need to access Fidelity job opportunities through their designated careers services. On-campus interviews may vary from Business School to Business School and may also vary across the Fidelity locations - London, Boston, Hong Kong, India and Tokyo.

**International Opportunities**

MBA opportunities are available in UK, Ireland, Europe, Tunisia and Asia Pacific.

**Key Dates**

Applications are now open for the following programs:

Japan - MBA Equity Research Analyst Internship 28 Feb 2014

Japan - MBA Equity Research Analyst 30 Nov 2013

India - MBA Equity Research Analyst Internship 28 Feb 2014

UK - MBA Equity Research Analyst Internship 28 Feb 2014

Singapore - MBA Equity Research Analyst Internship 28 Feb 2014

Korea - MBA Equity Research Analyst Internship 28 Feb 2014

China - MBA Equity Research Analyst Internship 28 Feb 2014

Hong Kong - MBA Equity Research Analyst Internship 28 Feb 2014

Australia Sydney - MBA Equity Research Analyst Internship 28 Feb 2014.

Go to [MBA Programmes](#) for full details and to make an online application.

**Additional Information**

Fidelity International is an international provider of financial services and investment resources that help individuals and institutions meet their financial objectives. Once known primarily as a mutual fund company, Fidelity has adapted and evolved over the years to meet the changing needs of its customers.

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**Company** **Ford Motor Company**  
P.O. Box 6248, Dearborn, Michigan, MI 48126, U.S.A.  
+1 313 322 3000

[www.ford.com](http://www.ford.com)

**Key contacts** Via the website.

**How to Apply** In the USA, Ford has a range of full time programmes and internships suitable for MBA graduates across all facets of the business. Interested applicants should visit [College and Graduate Programmes](#) for more information and scroll down to see details of the various programmes. Interested candidates can also view current vacancies at [Job Search](#) by selecting the country of choice.

**International Opportunities** Most MBA opportunities are US-based only. However, as a global business, Ford has opportunities worldwide for those who are not authorised to work in the United States, although these are not necessarily MBA specific.

**Key Dates** Ford are now taking applications for the following:  
Marketing, Sales & Service - 2014 Marketing Leadership Program. Job ID 6868BR  
Marketing, Sales & Service - 2014 Marketing Leadership Program Intern. Job ID 6869BR  
[Information Technology-2014- Leadership Program. Job ID 7022BR](#)  
[Information Technology-2014- Leadership Program Summer Intern. Job ID 7023BR](#)  
Follow the link to [Students and Recent College Graduates](#) and select 'Search Opening'. Enter 'MBA' in the keyword box to return results.

**Additional Information** Ford Motor Company, a global automotive industry leader based in Dearborn, Michigan, manufactures and distributes automobiles in 200 markets across six continents. With about 300,000 employees and 108 plants worldwide, the company's core and affiliated automotive brands include Ford, Jaguar, Land Rover, Lincoln, Mazda, Mercury and Volvo. Its automotive-related services include Ford Motor Credit Company.

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**Company** **GlaxoSmithKline**  
980 Great West Road, Brentford, Middlesex, TW8 9GS, United Kingdom.  
+44 (0)20 8047 5000

[www.gsk.com](http://www.gsk.com)

**Key contacts** Joe Voelcker, Head of Talent Acquisition. Tel: +44 (0)20 8047 5000  
Adam Hollowood, Talent Acquisition Leader

**How to Apply** GlaxoSmithKline [Postgraduate Esprit Commercial Programme](#) and the [Postgraduate Esprit Finance programme](#) for exceptional MBAs with strong commercial acumen and strategic decision-making skills. Interested candidates must have a track record of delivering significant value in a leading commercial, financial or consulting environment – ideally within a pharmaceutical, biotech, FMCG or consulting organisation. They must also be flexible and mobile enough for a global career, combining strong English skills with the ability to adapt quickly to regional differences. The roles will require you to manage processes, decisions and conflicts with clarity.

**International Opportunities** Details of global opportunities can be found by selecting the region of interest from the [Global Careers](#) page on the website.

**Key Dates** Applications for the Postgraduate Esprit Programmes are now open.  
[Esprit Commercial – Pharmaceutical - MBA Global Development Programme – US. Job ID 87614](#)  
[Esprit Commercial Pharma and Consumer MBA Global Development Programme - Rest of World. Job ID 87748](#)  
[Esprit Finance - MBA Global Development Program – US. Job ID 87402](#)  
[Esprit Finance Development Programme – London. Job ID 87733](#)  
Monitor the links under “How to Apply” for the latest details.

**Additional Information** GlaxoSmithKline is one of the world's leading research based healthcare companies, with operations in over 100 countries and 97,000 employees worldwide. They discover, develop, manufacture and distribute a huge range of healthcare products, from lifesaving prescription medicines and vaccines to popular consumer healthcare products like *Lucozade*, *Ribena*, *Horlicks*, *Sensodyne*, *Aquafresh* and *Panadol*. Delivering more than 1,400 brands to over 160 markets across the globe, GSK account for around seven per cent of the global pharmaceutical market, with an annual turnover in excess of £28 billion.

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**Company** **Goldman Sachs**  
 85 Broad Street, New York, NY 10004, U.S.A.  
 +1 212 902 1000

[www.gs.com](http://www.gs.com)

**Key contacts** Via the website

**How to Apply** The [Careers](#) portal provides comprehensive information for MBA applicants. There are two main routes for MBAs:

Summer Associate Program: This program is open to students currently working towards an MBA, JD or other advanced study program. While applicants discipline or major are not important, a knowledge of the industry and the products and services Goldman Sachs offer is important. Internships are for 10 weeks and a summer associate will be expected to be an active part of a team, leading as well as learning from others.

New Associate Program: Goldman Sachs new associates typically have two to five years of work experience, an advanced degree such as an MBA, or both. A new associate will be an integral part of the business and may quickly assume product or client responsibilities.

**International Opportunities** Follow the links to find out more about the opportunities for MBAs.

[Programs in the Americas](#)

[Programmes in Asia](#)

[Programmes in EMEA](#)

[Programs in India](#)

**Key Dates** Applications for the following are now open:  
 EMEA New Analyst Program. Deadline: 3rd November 2013  
 EMEA Summer Associate Internship. Deadline: 1st December 2013.  
 Asia Pacific ex Japan - Summer Associate Internship. Deadline: 17th November 2013  
 Asia Pacific ex Japan - New Associate Program Asia Pacific ex Japan. Deadline: 29th September 2013  
 Go to [student and graduate programs](#) for full details the latest summary on program deadline dates.

**Additional Information** Goldman Sachs is a leading global investment banking, securities and investment management firm that provides a wide range of services worldwide to a substantial and diversified client base that includes corporations, financial institutions, governments and high net-worth individuals. Their three core businesses comprise – Investment Banking, Trading and Principal Investments and Asset Management and Securities Services.

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**Company**

**ING Group**

ING Group, ING House, Amstelveenseweg 500, 1081 KL Amsterdam, NETHERLANDS  
+31 20 541 5411

[www.ing.com/](http://www.ing.com/)

**Key contacts**

Marlon van der Bildt, Graduate Recruiter  
Rob van der Kruijs, Campus Recruiter  
Rik van der Eng, HR Consultant (Campus)

**How to Apply**

ING operate the [ING International Talent Programme](#). Although this is open to graduates, it may be of interest to MBA students with limited work experience interested in one of the five tracks that ING offer: Commercial Banking, Finance, General Management, Risk and IT.

Each “track” is an intensive, three-year journey. For the first 12 -18 months, candidates rotate between different assignments, jobs and possibly locations. This allows them to see different parts of the business and add value right from the start. It might even involve spending some time in a country. Expert training will be received in terms of project management, leadership skills, and personal development.

**International Opportunities**

For the latest application deadline dates, go to your country of choice, visit [Choose your country](#).

**Key Dates**

Go to [ING International Talent Programme](#) and select country for the latest dates and to apply online. **The 2014 scheme will be open for applications between 30th September 2013 until Friday 1st November 2013.**

**Additional Information**

ING Group is a global financial institution of Dutch origin offering banking, insurance and asset management to over 50 million private, corporate and institutional clients in 65 countries. With a diverse workforce of over 110,000 people, ING comprises a broad spectrum of prominent companies that increasingly serve their clients under the ING brand.

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**Company** **IFC (International Finance Corporation)**  
International Finance Corporation, 2121 Pennsylvania Avenue, NW Washington, DC 20433 USA.  
+1 (202) 473-1000

<http://www.ifc.org/>

**Key contacts** Applications can be made online – see the [How to Apply Guide](#) for full details.

**How to Apply** The [Global Transaction Team \(GTT\) Programme](#) is a rotational program for MBAs. It's designed to offer Associate Investment Officers a broad base of industry and regional experience upon which to build a career in IFC. Participants undertake two or three assignments of about twelve months each in Washington, DC or in IFC's regional offices. At the end of the program, participants are placed in a regional office and begin to develop a specialised career path.

The IFC also runs a [Summer Internship Programme](#) for candidates in the first or second-to-last year of an MBA or similar graduate program.

**International Opportunities** The GTT programme is primarily based in Washington DC but candidates can then be relocated to one of the IFCs international offices. IFC hires investment officers directly into its country and regional offices on a year-round basis. Such positions are advertised on the website under [Current Opportunities](#). Interested and qualified applicants to the GTT Program may also be referred for these positions.

**Key Dates** **Applications for the 2014 GTT Program will be open from August 15<sup>th</sup> 2013 to 30<sup>th</sup> September 2013.** Interviews will take place in October and November, and offers are expected to be made in December 2013/January 2014. IFC accepts applications for the Summer Internship Programme from 1<sup>st</sup> December to 31<sup>st</sup> January for the year in which the internship applies. Go to the [GTT Programme](#) page on the website for latest dates and to make an application.

**Additional Information** The International Finance Corporation (IFC) promotes sustainable private sector investment in developing countries. IFC is a member of the World Bank Group and is headquartered in Washington, DC. It shares the primary objective of all World Bank Group institutions: to improve the quality of the lives of people in its developing member countries. Established in 1956, IFC is the largest multilateral source of loan and equity financing for private sector projects in the developing world. It promotes sustainable private sector development primarily by: Financing private sector projects and companies located in the developing world, helping private companies in the developing world mobilize financing in international financial markets and providing advice and technical assistance to businesses and governments.

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**Company**

**Lloyds Banking Group plc**  
25 Gresham Street, London, EC2V 7HN, U.K.  
+44 (0) 20 7626 1500

[www.lloydsbankinggroup.com](http://www.lloydsbankinggroup.com)

**Key contacts**

Samantha Davenport, Head of Resourcing and Talent. Tel: +44 (0) 20 7626 1500. Email: [futureexecutiveprogrammequeries@lloydstsb.co.uk](mailto:futureexecutiveprogrammequeries@lloydstsb.co.uk). However all enquiries and applications should be made online (see link below).

**How to Apply**

The careers website can be found at [Careers](#). Lloyds Banking Group run the [Future Executives Programme](#) for MBAs which is specifically for experienced MBA-qualified professionals who are not only very ambitious - but exceptionally talented too. They offer both a business-wide scheme and one aimed specifically at finance professionals. As well as being MBA-qualified, or about to graduate, interested candidates will need; a wide range of experience and skills, which will have built up in a career to date, natural leadership qualities with the ability to inspire others, the ability to manage complex issues, operate in a scale environment and always think commercially and an eagerness to develop.

**International Opportunities**

International opportunities are available but these are not necessarily MBA specific.

**Key Dates**

**Lloyds will be open for applications for 2014 opportunities from 25th September 2013.** Follow the links at [apply](#) for more information.

**Additional Information**

Lloyds TSB Group plc was renamed Lloyds Banking Group plc on 19 January 2009, following the acquisition of HBOS plc. Lloyds Banking Group has the biggest private shareholder base in the country and approximately 140,000 staff across the UK. The Group has over 30 million customers and is the UK's leading provider of current accounts, savings, personal loans, credit cards and mortgages. Operating a multi-brand strategy, the Group's main brands include; Lloyds TSB, Bank of Scotland, Halifax, Scottish Widows, Clerical Medical and Cheltenham & Gloucester.

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### Company

#### Nomura

Nomura Holdings, 1-9-1, Nihonbashi, Chuo-ku, Tokyo 103-8011, Japan  
+81 3 5255 1000

[www.nomura.com](http://www.nomura.com)

### Key contacts

All enquiries regarding graduate recruitment in US, Asia or Europe should be emailed to [graduate.recruitment@uk.nomura.com](mailto:graduate.recruitment@uk.nomura.com)

### How to Apply

Nomura have two entry-level programmes - Analyst program for graduates and Associate program for MBAs with a minimum of 3-4 years of relevant work experience. Positions are available in the US, Europe and Asia Specific, across the global markets, investment banking and corporate infrastructure divisions. Nomura offer full-time positions, Internships and Corporate Infrastructure industrial placements (Risk, Finance, Operations and Technology).

Europe: Visit the [Europe Careers](#) area on the Nomura website.

Americas: Visit the [America Careers](#) are on the Nomura website.

Asia-Pacific: Visit the [Asia-Pacific Careers](#) are on the Nomura website.

### International Opportunities

Opportunities exist in Europe, Asia and the US. Follow the links to each region under the 'How to Apply' section above.

### Key Dates

**Nomura are now taking applications for the following internships.**

**2014 Global Markets - Summer Associate MBA Internship – London. Deadline date: 26<sup>th</sup> Jan 2014**

**2014 Investment Banking - Summer Associate MBA Internship – London. Deadline date: 26<sup>th</sup> Jan 2014**

Visit the [Graduate Opportunities](#) search facility on the website for the latest Associate level opportunities and deadline dates.

### Additional Information

Nomura provides investment and merchant banking services across 18 countries in Europe, the Middle East and Africa.

The financial turmoil of 2008 gave the company the opportunity to make a series of bold moves and establish a pre-eminent position as a world-class global investment bank. This involved adopting a new client-centric model where clients can draw on the expertise and resources of Nomura's franchise in a seamless way. Significant enhancements were made to their investment-banking platform, global distribution, structuring expertise and product capabilities.

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**Company** **Raytheon Company**  
870 Winter Street, Waltham, Massachusetts, MA 02451-1449, U.S.A.  
+1 781 522 3000

[www.raytheon.com](http://www.raytheon.com)

**Key contacts** Via the website.

**How to Apply** The Raytheon Company Leadership Development Programmes (LDP) are built around rotational development assignments. Individual programme requirements vary but, in every case, the candidates selected have each demonstrated their capacity for leadership and have prior experience in their LDP concentration. Some of the programmes (e.g. the Human Resources LDP) require candidates who hold an MBA. Go to [Leadership Development Programmes](#) and find out more by clicking on the programme(s) of interest. A job search facility is also available at [College Jobs](#). Type *MBA* into the keyword box to obtain a list of direct hire roles where an MBA is preferred/required. The main careers website can be found at [Careers](#).

**International Opportunities** The Leadership Development Programmes are only available in the U.S.A. Direct hire roles exist internationally and are subject to vacancy availability.

**Key Dates** Follow the link to [Interns and Co-ops Job List](#) on the website for full information. A list of recruitment events in the U.S.A. is available at [Campus Recruiting Events](#). **Raytheon are taking applications from the HRLDP Intern (LDP) Program, Job ID 45843BR.** All other applications for the Leadership Development Programmes are ongoing, subject to business requirements.

**Additional Information** Raytheon Company, with 2012 sales of \$24 billion, is a technology and innovation leader specialising in defence, homeland security and other government markets throughout the world. With a history of innovation spanning 91 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. With headquarters in Waltham, Mass., Raytheon employs 68,000 people worldwide.

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**Company** **United Technologies**  
United Technologies Building, Hartford, CT 06101, U.S.A.  
+1 860 728 7000

[www.utc.com](http://www.utc.com)

**Key contacts** Via the website.

**How to Apply** UTC offers a variety of MBA leadership programs both at the functional and divisional level. Functional leadership programs are based within a specific discipline and offer assignments and experiences that can bring individuals across UTC. These programs typically consist of three 8-month rotations, and offer robust assignments highlighting the functional requirements and processes across UTC. Divisional leadership programs are embedded in a specific UTC business, and offer assignments and experiences that can provide training and development across several areas of the same business. These programs typically consist of three 8-month rotations, and offer robust assignments highlighting the functional requirements and processes across UTC. For full details, a list of programs and links to make an online application, go to [MBA Leadership Programmes](#) for more information.

**International Opportunities** The MBA Programmes are available in the U.S.A. only. General positions can also be found in Canada.

**Key Dates** **United Technologies are now taking applications for an MBA Intern (US) Job ID: 115040-01. Follow the link to [careers](#) for full details.**  
All other application deadlines for MBA Internships vary according to vacancy availability.

**Additional Information** United Technologies (UTC) is a diversified company that provides a broad range of high-technology products and services to the global aerospace and building systems industries. Our commercial businesses are Otis elevators and escalators and UTC Climate, Controls & Security, a leading provider of heating, ventilation, air conditioning, fire and security systems, building automation and controls. Our aerospace businesses are Sikorsky aircraft and the new UTC Propulsion & Aerospace Systems, which includes Pratt & Whitney aircraft engines and UTC Aerospace Systems aerospace products. The company also operates a central research organization that pursues technologies for improving the performance, energy efficiency and cost of UTC products and processes.

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