

Guide to MBA Recruitment in the **Global FTSE 100 Companies**

EXAMPLE ENTRIES



Click on the company name to be taken to the individual company entry. Please note: all information was correct at time of publication.

AEROSPACE & DEFENCE

[Boeing](#)
[United Technologies](#)

BANKS

[BBVA](#)
[Banco Santander](#)
[Citigroup](#)
[Credit Suisse Group](#)
[Deutsche Bank](#)
[HSBC](#)
[Mitsubishi UFJ Financial](#)
[Standard Chartered Bank](#)
[UBS](#)

BEVERAGES

[Anheuser-Busch InBev](#)
[Coca Cola](#)
[Diageo plc](#)
[PepsiCo](#)
[SABMiller](#)

CHEMICALS

[BASF](#)
[DuPont](#)
[Monsanto](#)

COMPUTERS

[Apple Computer](#)
[Canon Inc](#)
[International Business Machines](#)
[Microsoft Corporation](#)
[Oracle Corporation](#)

DIVERSIFIED INDUSTRIALS

[3M plc](#)
[Honeywell](#)
[Hutchinson Whampoa](#)

ELECTRONIC & ELECTRICAL

[General Electric](#)
[Samsung](#)

FINANCIAL SERVICES

[Mastercard](#)
[Visa](#)

FOOD RETAILERS/PRODS

[Danone](#)
[Mondelez International](#)
[Nestle](#)

FOOD SERVICES

[McDonald's Corporation](#)

HEALTH

[Colgate](#)
[L'Oreal](#)

HOUSEHOLD/TEXTILES

[Reckitt Benckiser](#)
[Procter & Gamble](#)
[Unilever](#)

INDUSTRIAL ENGINEERING

[ABB](#)

INSURANCE

[American International Group](#)
[AXA Group](#)
[Berkshire Hathaway](#)

INTERNET

[Facebook](#)
[Google](#)

INFORMATION STORAGE

[EMC](#)

LEISURE

[Las Vegas Sands Corp](#)

MANAGEMENT CONSULTING

[Accenture](#)

MANUFACTURING

[Caterpillar](#)

MEDICAL

[Alcon Inc.](#)

MINING

[BHP Billiton](#)
[Rio Tinto](#)
[GlencoreXstrata](#)

MOTOR MANUFACTURERS

[BMW](#)
[Daimler AG](#)
[Ford](#)
[Honda Motor Company](#)
[Toyota Motor Corporation](#)

NETWORK & COMMUNICATIONS

[Cisco Systems Inc.](#)
[Qualcomm](#)
[SAP](#)
[Siemens](#)
[Telefonica](#)

OIL & GAS

[BG Group](#)
[BP plc](#)
[Chevron](#)
[Exxon Mobil](#)
[National Grid](#)
[Occidental Petroleum \(Oxy\)](#)
[Schlumberger](#)
[Shell](#)
[Total](#)

PHARMACEUTICAL & BIOTECH

[AbbVie](#)
[Abbott Laboratories](#)
[AstraZeneca](#)
[Bayer](#)
[Biogen Idec](#)
[Bristol Myers Squibb](#)
[Celgene Corp](#)

[Eli Lilly](#)
[Gilead](#)
[GlaxoSmithKline](#)
[Johnson & Johnson](#)
[Merck & Co](#)
[Novartis Group](#)
[Novo Nordisk](#)
[Pfizer Inc](#)
[Roche Holdings](#)
[Sanofi Aventis](#)

RETAIL

[Amazon](#)
[Ebay](#)

PUBLISHING

[News Corporation](#)

SECURITIES

[Goldman Sachs Group](#)

SEMI CONDUCTORS

[Intel](#)

SPECIALITY RETAILERS

[LVMH](#)

TOBACCO

[British American Tobacco](#)
[Japan Tobacco](#)
[Philip Morris International](#)

Company **United Technologies**

HQ - 10 Farm Springs Rd. Farmington, Connecticut 06032
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www.utc.com

Key contacts Sean Murphy, Talen Acquisition Manager. Based in Connecticut; contact details as above.

How to Apply UTC offers a variety of [MBA Leadership Programmes](#) both at the functional and divisional level. Graduate students can apply their skills in a variety of areas including business development, human resources, information technology, program management, sales, strategy and supply chain. TC recruits for full-time and intern positions at MBA career presentations and career fairs hosted by our key partner universities. You can also have an opportunity to meet with us at national conventions – like [NSHMBA](#), [NBMBAA](#) and other events. Interested candidates school's career services office may also have UTC information available.

United Technologies also offers Internship to MBA students as part of their study programme.

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

Key Dates Follow the link to [careers](#) for the latest deadlines and to make an online application. Deadline dates 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. UTC's 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. UTC's 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. As at 31st December 2014 United Technologies had over 211,000 employees and \$65.1b in net sales.

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Company

IBM

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UK: +44 (0)20 8867 8003

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Key Contacts

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How to Apply

IBM offers [three campus recruiting programme](#) for MBAs: [Extreme Blue internship program](#) (Internship) - Extreme Blue is IBM's global internship program for top business and technical students. Each year, it runs more than 50 projects spread across labs in the US, Canada, Europe, China, and India. [Recruiting criteria](#) vary from one country to another. The Extreme Blue internship program is focused on retaining our interns following graduation; therefore, priority is given to candidates who are within 12 months of their graduation date. [Apply online](#). For recruitment enquiries of the program, email: exblue@us.ibm.com. [LEAD MEA](#) - LEAD MEA is a 12 month program, targeted at students from or eligible to work or returning to Middle East & Africa. MBAs candidates are required to have degree for careers in sales, business development and business management. Candidates must have unrestricted work authorization for the country you apply for (any country within Middle East or Africa). [Apply online](#). [General Manager MBA Leadership Development Program](#) (GM LDP) – Candidates are required to be enrolled in or recently graduated from a full-time MBA programme. Candidates are also expected to have at least 4 years of experience with prior people management experience and at least 1 year of international or global experience, preferably in a growth market, and proficiency in at least one language beyond English. The program consists of three assignments over the course of 3 years, including at least one international assignment to gain first-hand knowledge and understanding of IBM's global organization and operation as a globally integrated enterprise. Additionally, a participant's position at the conclusion of the program is expected to be in a growth market. [Apply online](#).

Visit [Search for jobs at IBM](#) for details of current openings in UK. IBM UK recruits many MBA graduates into their organisation. For recruitment enquiries in UK, email: graduate@uk.ibm.com or applications@uk.ibm.com
Further recruitment information in the UK link to: [Facebook](#); [Twitter](#); and in the US, at [Twitter](#).

Key Dates

Application for General Manager MBA Leadership Development Program usually starts in October.
For recruitment events in the UK, click [here](#).

International Opportunities

The General Manager MBA Leadership Development Program is open to all candidates with or without valid work permit in US. The company will sponsor the visa for successful candidates. Generally speaking, IBM UK does not provide visa sponsorship.

Additional information

With operations in more than 170 countries, IBM is a globally integrated technology and consulting company headquartered in Armonk, New York. IBM is focused on four growth initiatives - business analytics, cloud computing, growth markets and Smarter Planet. In Q2 2015, IBM reported net income was \$3.5 billion, down 17 percent year-to-year. It has 431,212 employees worldwide.

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