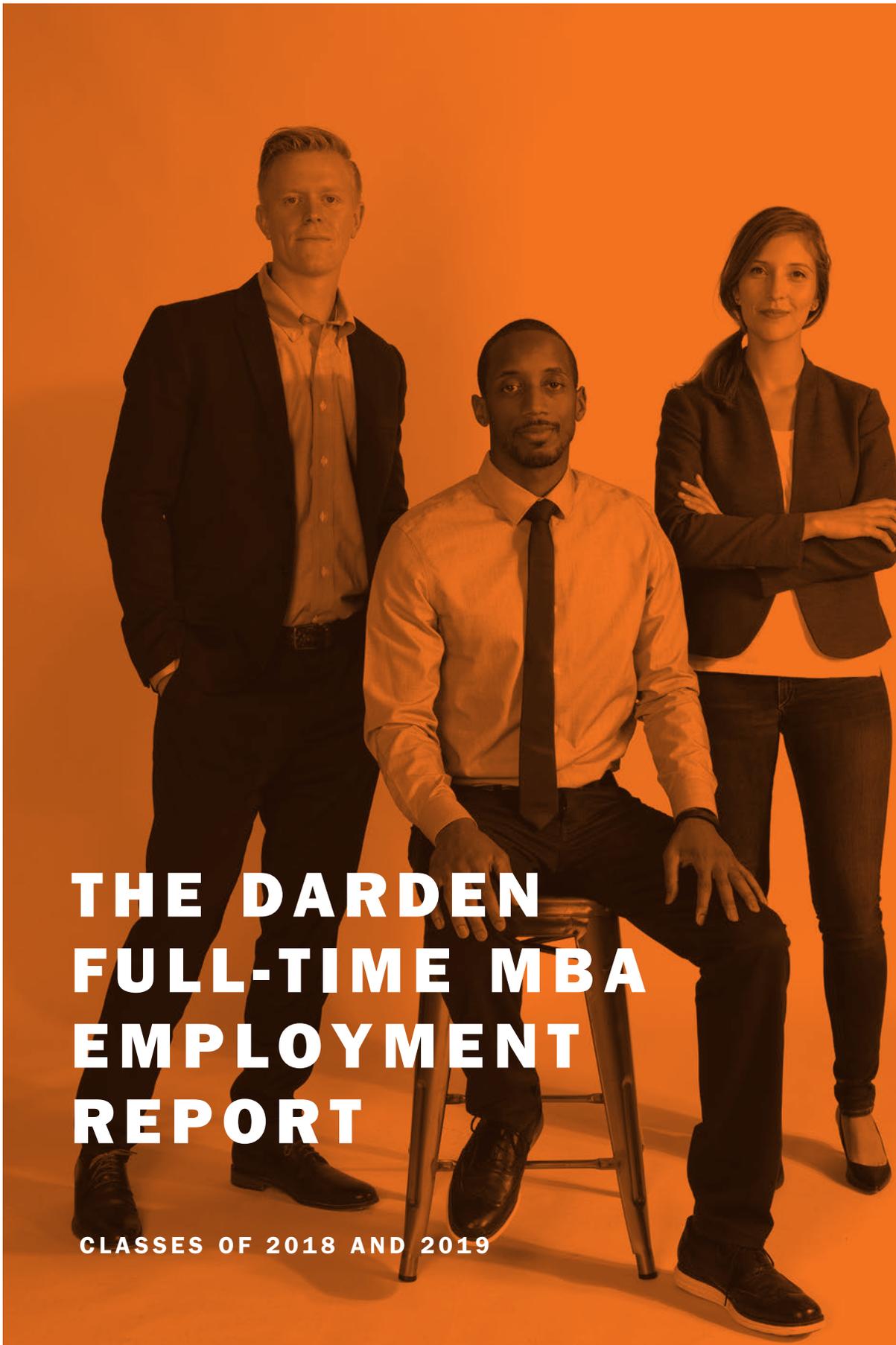


Our why is your work.



**THE DARDEN
FULL-TIME MBA
EMPLOYMENT
REPORT**

CLASSES OF 2018 AND 2019

THE
DARDEN
FULL-TIME
MBA
EMPLOYMENT
REPORT

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WELCOME

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 chose 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
+1-434-297-7971
McNishJ@darden.virginia.edu



A NOTE FROM DARDEN'S CAREER DEVELOPMENT CENTER

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

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



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

3M
Accenture¹
Adobe Systems¹
Alexion Pharmaceuticals
Alibaba¹
AlixPartners¹
Allstate
Alvarez & Marsal
Amazon^{1,2}
American Express^{1,2}
Annaly Capital Management
Arcapita
Bain & Company¹
BairesDev
Bank of America
Bank of America Merrill Lynch^{1,2}
Barclays^{1,2}
BlackArch Partners
BlackRock¹
Blue Ridge Partners
BlueStone Venture Partners
Boston Consulting Group (BCG)^{1,2}
Brandefy
Bridgewater Associates
Broadbranch Advisors
Capital One¹
Cargill¹
CarGurus
Celgene
Central JD Commerce¹
Chick-fil-A
China Merchants Group¹
CIGNA
Citi^{1,2}
Corning^{1,2}
Credit Suisse^{1,2}
Ctrip¹
Danaher^{1,2}
DaVita
Deloitte

Delta Air Lines
Despegar.com¹
Deutsche Bank^{1,2}
Dimensional Fund Advisors
DuPont
E. & J. Gallo Winery
eBay^{1,2}
Edge Principal Advisors
Edwards Lifesciences
Emerson
Entheos Capital Advisors
Evercore
Exelon
ExxonMobil
FD Stonewater
First Annapolis Consulting
Five Points Capital
Fortive^{1,2}
General Mills
General Motors^{1,2}
Goldman Sachs^{1,2}
Google^{1,2}
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^{1,2}
Knowledge Capital Group
KPMG¹
L.E.K. Consulting
Lazard
LCOR
Liberty Mutual
LinkedIn
M&T Bank
MasterCard^{1,2}
McKinsey & Co.^{1,2}
Medtronic
MetLife^{1,2}
Michelin North America
Microsoft^{1,2}
Mizuho Securities¹
Morgan Stanley
Nike¹

Oliver Wyman^{1,2}
Parthenon EY
PBE Group¹
Pike
Pillsbury Winthrop Shaw Pittman
Procter & Gamble
Prophet
Prudential Financial
PwC^{1,2}
PwC Strategy&
Qualtrics
RBC Capital Markets
Reckitt Benckiser
Restaurant Brands International^{1,2}
SAG Management
Samsung Electronics America
Samsung Global Strategy Group¹
Siemens AG¹
Snap^{1,2}
Sumitomo Chemical¹
SunTrust Robinson Humphrey
Target
The Bridgespan Group
Tishman Speyer
Turner Enterprises
U.S. Secret Service
Udacity
UGI Corporation / AmeriGas
United Parcel Service (UPS)
Valuenex^{1,2}
Vanguard
Visual Supply Company
VMware^{1,2}
Walmart eCommerce^{1,2}
Wayfair
Wells Fargo Securities
Workday
Zillow
ZS Associates^{1,2}

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

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.

¹ Companies Hiring International Students
² Companies Hiring International Students for a U.S. Location

PUT
YOUR
WHY
TO
WORK

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.

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.

DARDEN PLACED IN THE TOP 10 BUSINESS SCHOOLS FOR SEVERAL CAREER-RELATED CATEGORIES.

No. **1**
Education Experience
(*The Economist*)

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

No. **3**
Best MBA for Management
(*The Princeton Review*)

No. **3**
Greatest Resources for Women
(*The Princeton Review*)

No. **6**
Best Career Prospects
(*The Princeton Review*)

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

No. **7**
Graduate Business School for Entrepreneurship
(*The Princeton Review*)

No. **9**
MBA Program
(*Bloomberg Businessweek* (U.S.) and *The Economist* (globally))

TOP FIVE HIRING COMPANIES FOR THE FULL-TIME MBA CLASS OF 2018

McKinsey&Company



BAIN & COMPANY

JPMorganChase

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

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

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

\$127,767
average base salary

3% Year-Over-Year Increase

\$35,430
average signing bonus

11% Year-Over-Year Increase

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



McKinsey&Company



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

94% received a job offer by three months post-graduation

92% accepted a job offer by three months post-graduation

international students received a job offer by three months post-graduation*

international students accepted a job offer by three months post-graduation*

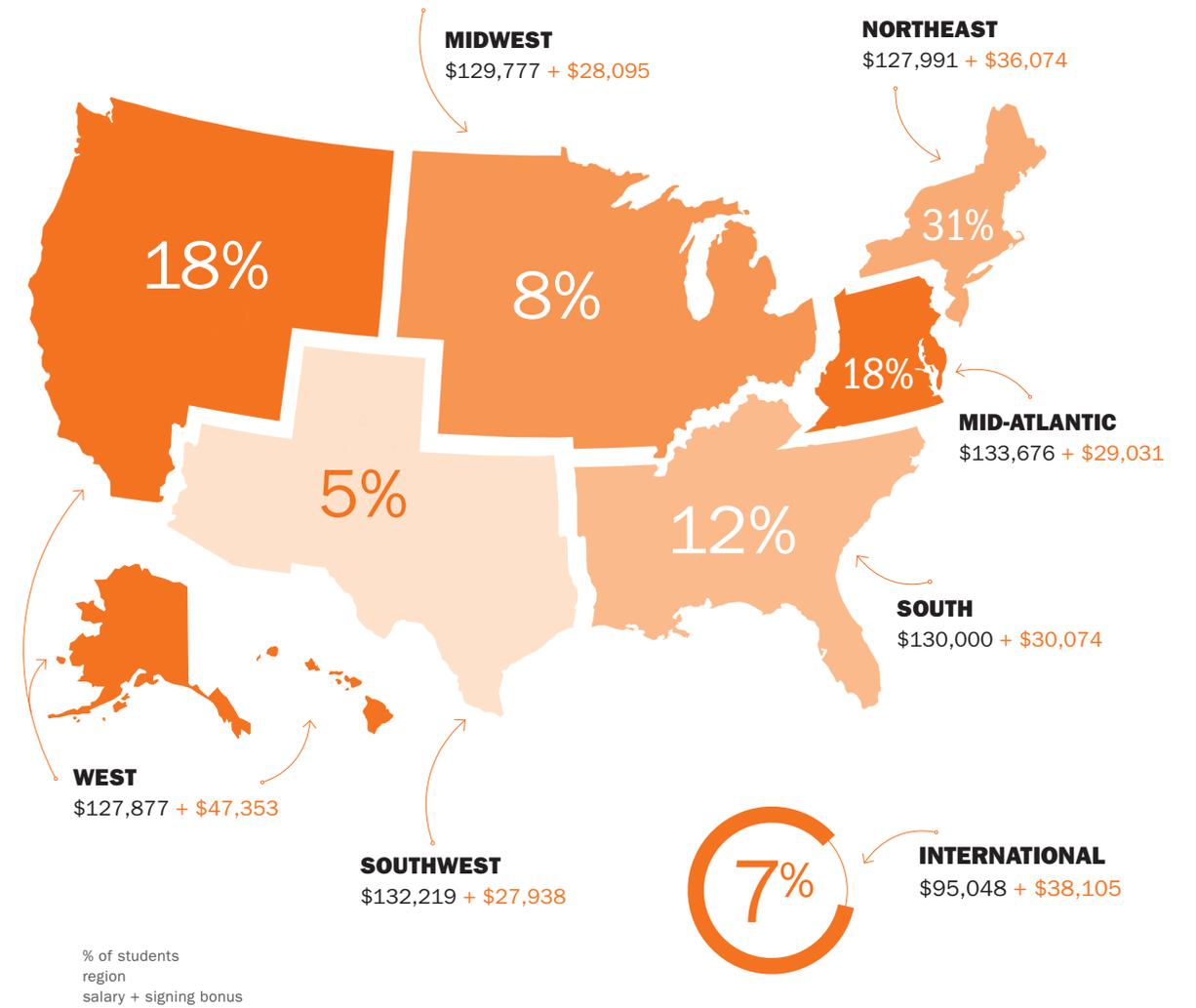
international students accepted an offer for a job in the U.S.*

80% Darden-facilitated source of job acceptance

20% Off-Grounds recruiting source of job acceptance

*In this report and according to MBA CSEA standards, Darden's Career Development Center defines international students as students with an F1 visa, or those who require U.S. work authorization.

93% of Darden Students Took a Job in the United States, with Opportunities Spread Across the Nation



"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

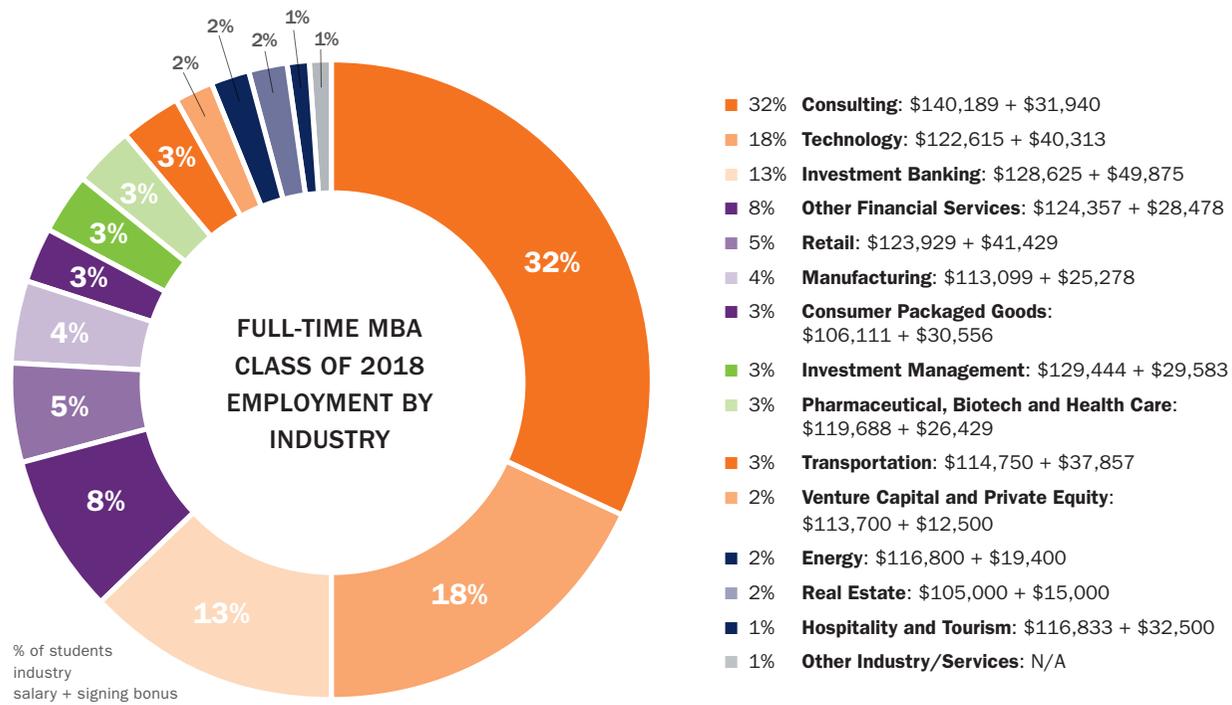


TOP HIRING COMPANIES FOR INTERNATIONAL STUDENTS

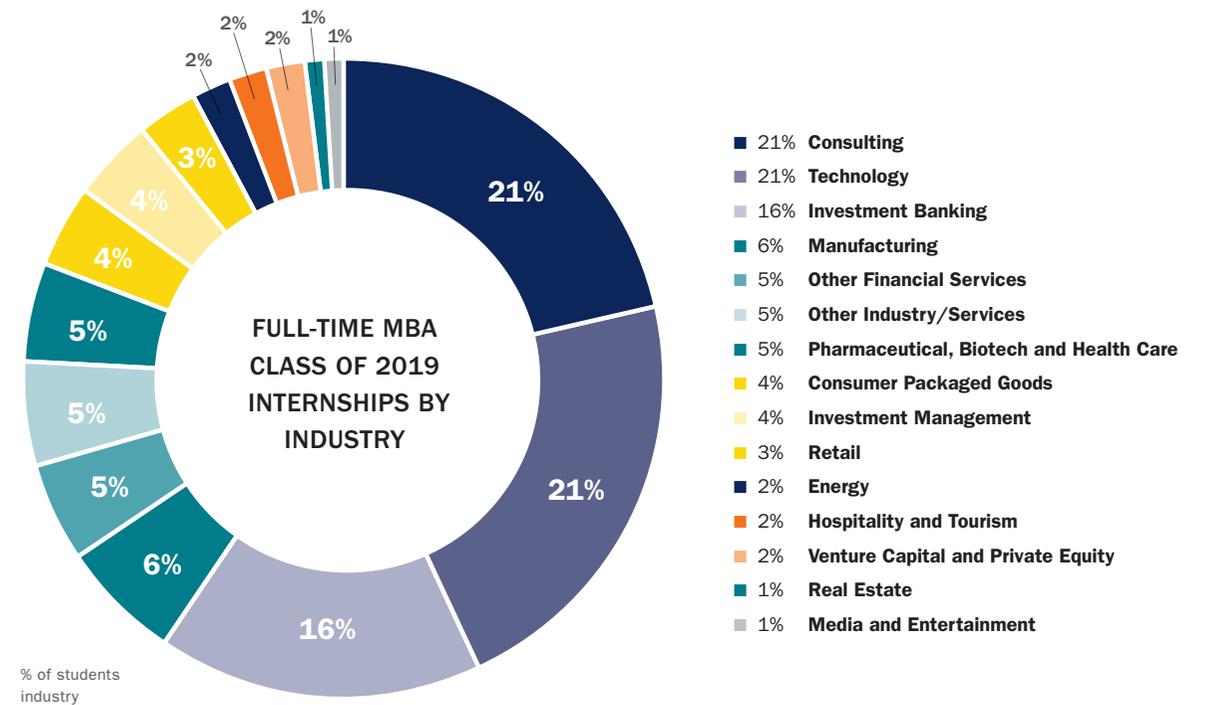
The following recruiting partners and employers hired at least three international students from Darden's Full-Time MBA Class of 2018.

- Amazon
- Bain
- Boston Consulting Group
- Dell
- Deutsche Bank
- Fortive
- McKinsey
- Microsoft
- PwC Strategy&

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



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

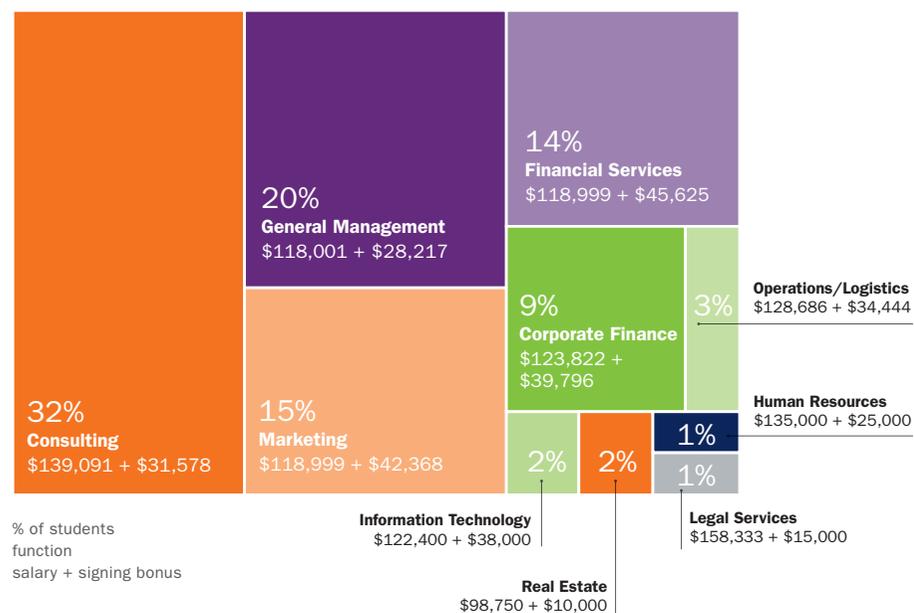


THE BLURRING OF INDUSTRY LINES

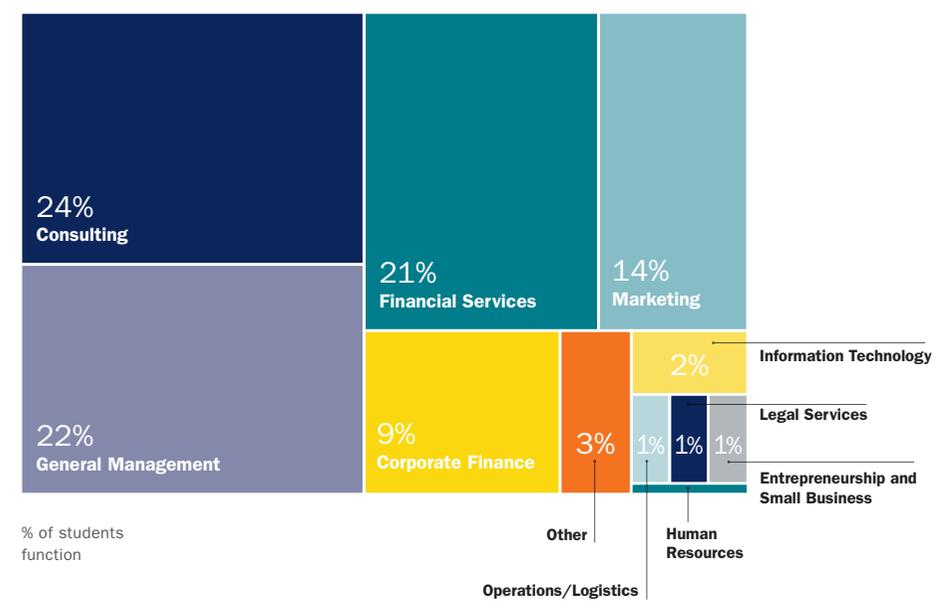
“Companies like Amazon are diversified. We can call them ‘tech,’ but they can also be retail companies, tremendous transportation and logistics companies. They offer jobs in a wide variety of roles and functions.” — SCOTT C. BEARDSLEY, Dean and Charles C. Abbott Professor of Business Administration

100% OF FIRST YEAR STUDENTS RECEIVED SUMMER INTERNSHIPS

FULL-TIME MBA CLASS OF 2018 EMPLOYMENT BY FUNCTION



FULL-TIME MBA CLASS OF 2019 INTERNSHIPS BY FUNCTION



Percentages have been rounded and may not total 100%.

CLASS OF 2018

TOP FIVE CONSULTING EMPLOYERS

McKinsey & Co.

Boston Consulting Group

Bain & Co.

Accenture

Deloitte (tied for fifth)

PwC (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 RUIS DE GAMBOA** (MBA '04)
Deloitte principal



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

21%

Class of 2019 Darden students
accepted internships in consulting



**FROM AN
INTERNSHIP
IN BOGOTÁ
TO A GLOBAL
CONSULTING
CAREER**

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

**Julian Forero
(MBA '18)**

Undergraduate degree: Bachelor’s in mathematics and bachelor’s in business administration, University of North Carolina at Chapel Hill

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. ■

**Looking for Advice?
Consult With Us.**

“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



**FINANCE
AND
INVESTING
CAREERS**

CLASS OF 2018

TOP FIVE INVESTMENT BANKING EMPLOYERS

JPMorgan Chase

Credit Suisse

Barclays

Citigroup

Deutsche Bank

CLASS OF 2019

TOP FIVE INVESTMENT BANKING INTERNSHIP EMPLOYERS

Goldman Sachs

Citigroup

Credit Suisse

Barclays

JPMorgan Chase

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.



“Year after year, we feel proud and enthusiastic about connecting the world’s top banks and financial institutions with Darden’s top talent.”

SHAVONE DUDLEY
Associate Director of Employer Engagement and Recruiting, Darden
Six years of experience managing relationships with recruiting partners

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, 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.

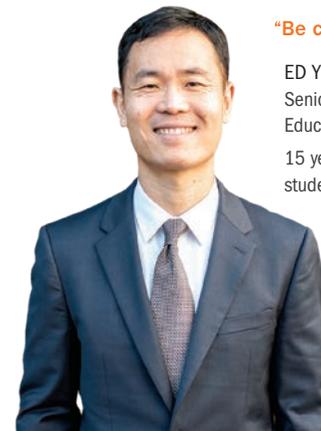
Alam accepted, citing the firm’s team, vision and belief in his decision. It was “exactly the role” Alam wanted. He encourages those pursuing a career in private equity to stay positive.

“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.” ■

Paving the Road to Wall Street

“Be confident in yourself.”

ED YU
Senior Associate Director of Career Education and Advising, Darden
15 years of experience advising students in finance



The Value of a Long-Term Investment

“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



CLASS OF 2018

TOP FIVE TECHNOLOGY EMPLOYERS

- Amazon**
- Microsoft**
- Danaher**
- Google**
- IBM**

CLASS OF 2018

ADDITIONAL TECHNOLOGY EMPLOYERS

- Adobe**
- Dell**
- IBM**
- LinkedIn**
- Workday**

CLASS OF 2019

TOP FIVE TECHNOLOGY INTERNSHIP EMPLOYERS

- Amazon**
- Dell**
- Google**
- Microsoft**
- Kabbage**

18%

Class of 2018 Darden graduates accepted new employment in technology

34%

International students accepted new employment in technology

\$122,615

Average base salary

\$40,313

Average bonus

21%

Class of 2019 Darden students accepted internships in technology

23

Companies visited during Darden's Bay Area Tech Trek



**FROM 'HOO TO
GOOGLER**

**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.

“In 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.”

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 65 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.

For more information regarding participating in or hosting tech-related job treks, contact Jenny Zenner at ZennerJ@darden.virginia.edu.

VENTURE CREATION

Darden's Batten Institute for Entrepreneurship and Innovation aims to prepare entrepreneurial leaders for a lifetime pursuit of responsible disruption. With support for core fellowship and internship programs, the institute provides unparalleled opportunities for students interested in working for startups and venture capital firms.

Technology Venture Fellowship

This 10-week fellowship sponsored by the Batten Institute gives Darden students the opportunity to interview with top venture capitalists for paid summer placements in one of their high-potential, high-growth portfolio companies. Selected students receive rare, hands-on experience with venture-backed companies that don't typically recruit MBA interns.

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.

EARLY-STAGE VENTURES: 2018

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

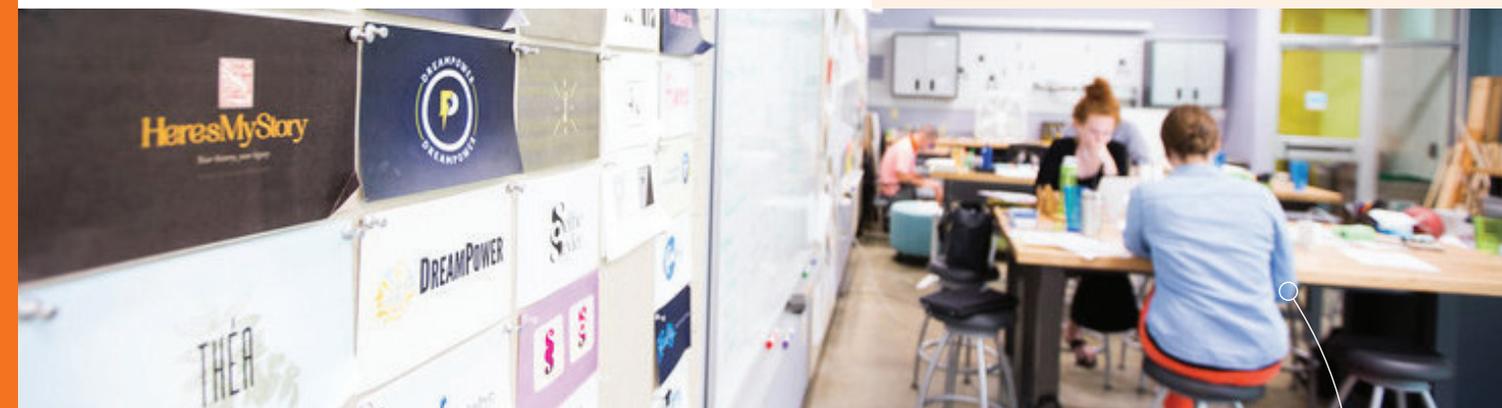
Operated by the Batten Institute, the W.L. Lyons Brown III i.Lab is a UVA-wide initiative that supports entrepreneurs and innovators at UVA and beyond. The program is open by application each year to early stage companies and entrepreneurs from the Darden, UVA and central Virginia communities. Since the first cohort in 2000, the iLab'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



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.

\$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

**SOLVING
SHOPPERS’
DILEMMAS,
ONE BIG
BRAND AT
A TIME**



**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 Nutritionals 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.”



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

Kartini Chocolate

Founded by Nagea Delaya (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/MPP '18)

Complementary and alternative medicine company offering evidence-based natural remedies for common ailments.

RecruitRef

Founded by Van Hatchell (MBA '18)

Online platform enabling high school athletes to showcase athletic and academic achievements to earn a college athletic scholarship, track recruiting progress and promote their profile.

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.

**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.”

REID THOMPSON (MBA '09)
Associate Director of Career Advising and Education, Darden

13 years of management experience;
three years of advising experience

**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.

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

“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



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



Jeff McNish
Assistant Dean of Career Development
McNishJ@arden.virginia.edu

Full-Time MBA Career Advisers



Christy Gunville
Senior Director of Consulting Careers
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Denise Karaoli
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Executive MBA Career Advisers



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Employer Engagement and Recruiting



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Mary Shea Watson
Communications and Marketing Manager
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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/

Put your why to work.

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