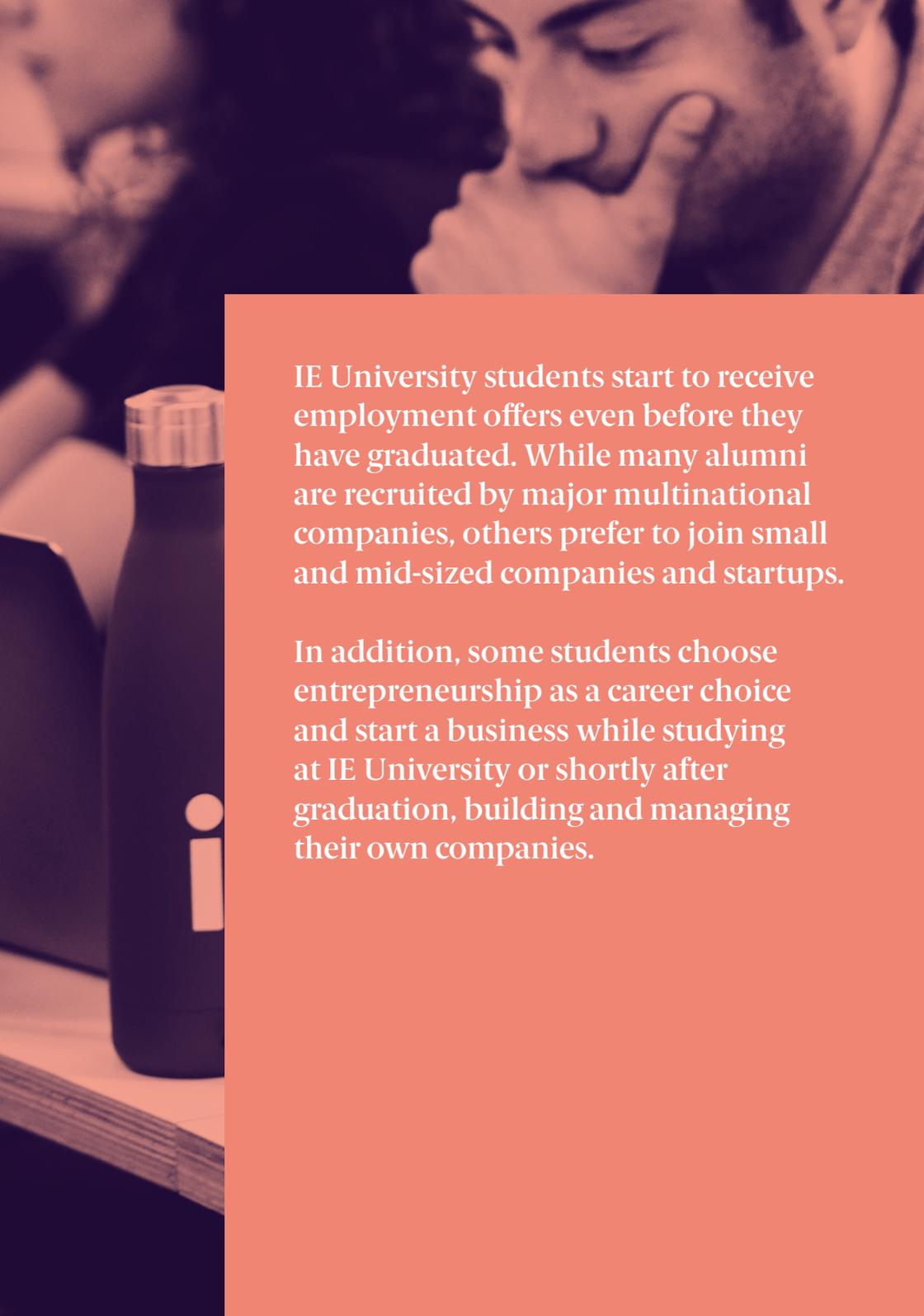


# IE University Talent & Careers

**Career Report**  
Class of 2019



IE University students start to receive employment offers even before they have graduated. While many alumni are recruited by major multinational companies, others prefer to join small and mid-sized companies and startups.

In addition, some students choose entrepreneurship as a career choice and start a business while studying at IE University or shortly after graduation, building and managing their own companies.



95%

of IE University's  
Class of 2019 job seekers  
reported they were  
currently working

**IE University's international recognition, coupled with the partnerships it holds with leading companies and institutions, enables students to compete for top positions internationally. We help our students launch their careers across industries and across the globe. By supporting our students' professional and personal growth, we help them achieve success in their field of choice.**

**IE University's Talent & Careers team provides students with exclusive resources to find job offers, and has remarkable connections with global employers. With personalized guidance, career advice and one-on-one sessions, Talent & Careers gives students the best possible opportunities to launch their career.**



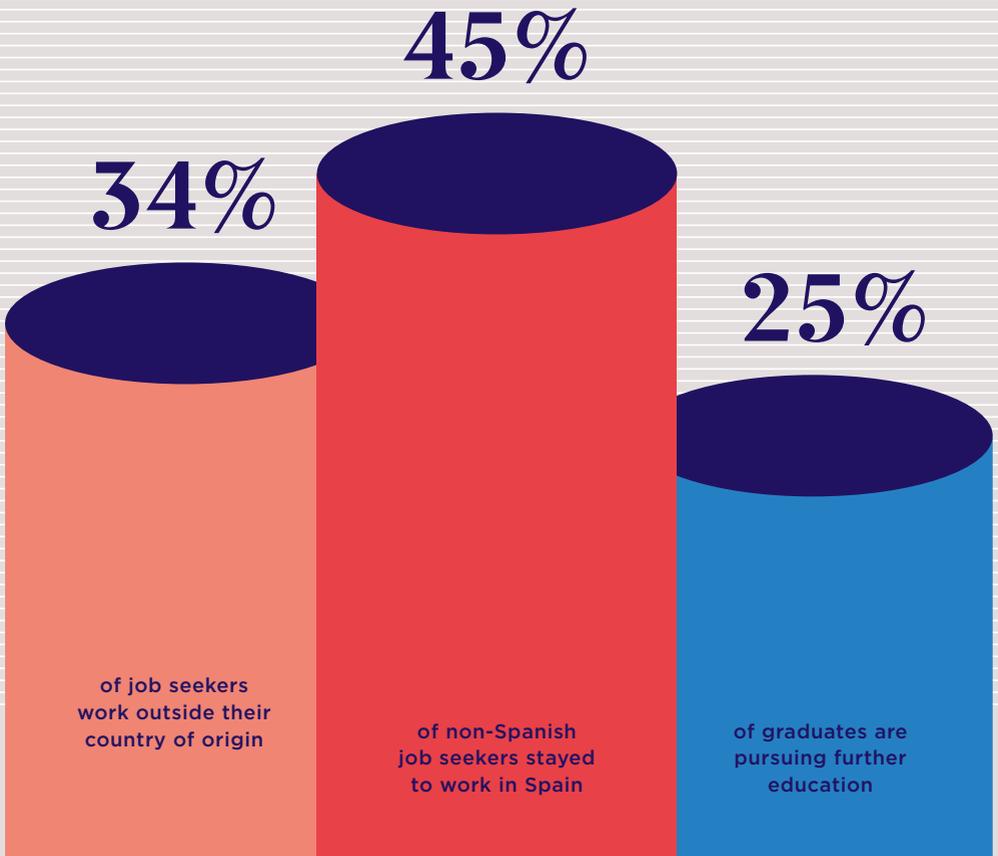


**“We are delighted  
to see that our graduates  
are in strong demand in  
the labor market”**

**Carlos Díez Rodríguez**

Director of IE University Talent & Careers

# Key Employability facts



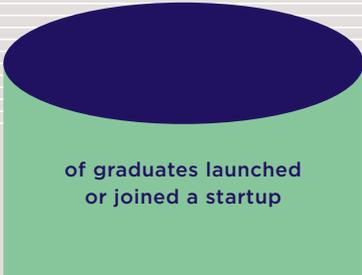
2019 data reported by students  
6 months after graduation

**+200**

**8%**

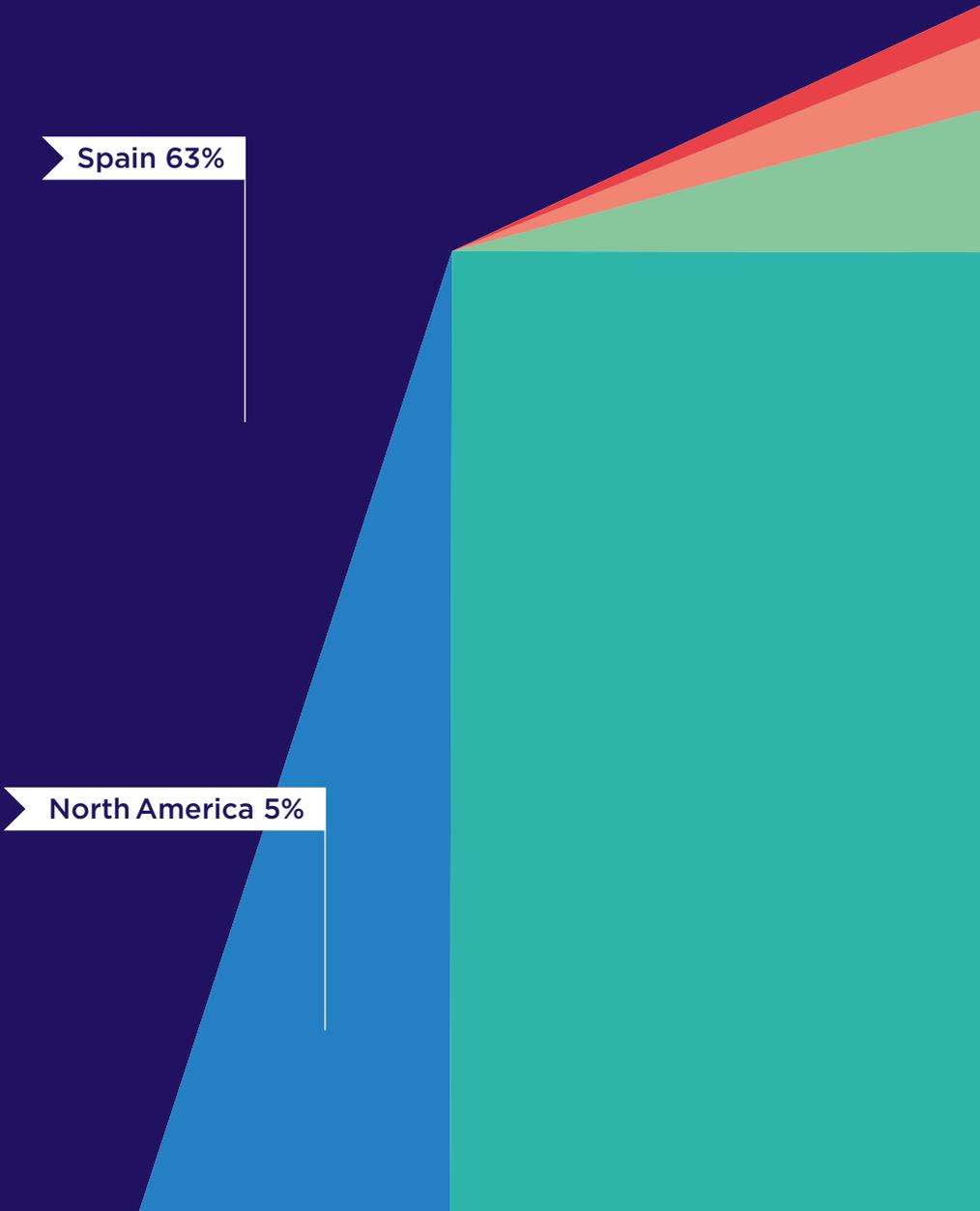
of graduates launched  
or joined a startup

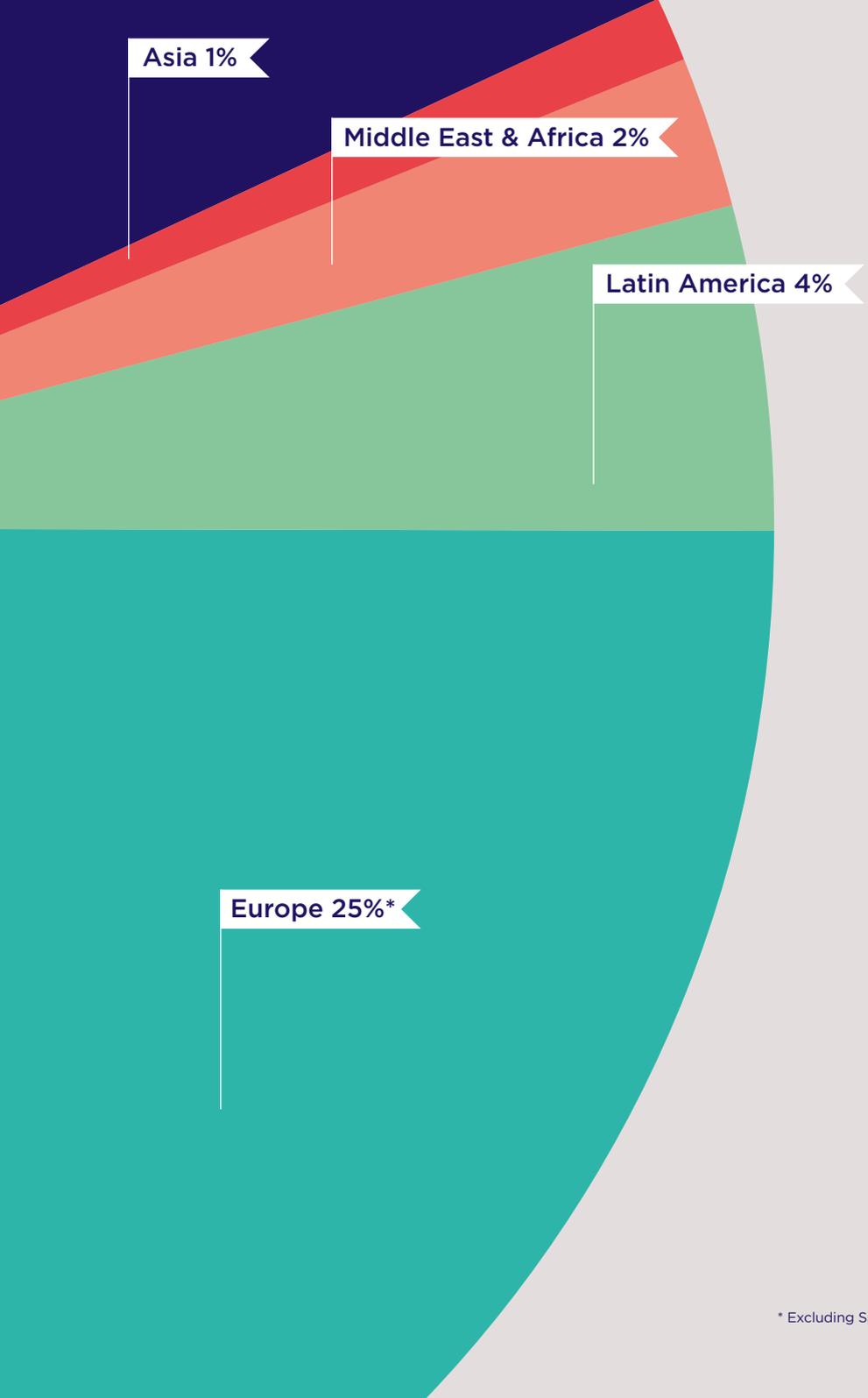
+200 companies  
recruited at least one  
IE University graduate



# Employment by region

2019 data reported by students  
6 months after graduation





Asia 1%

Middle East & Africa 2%

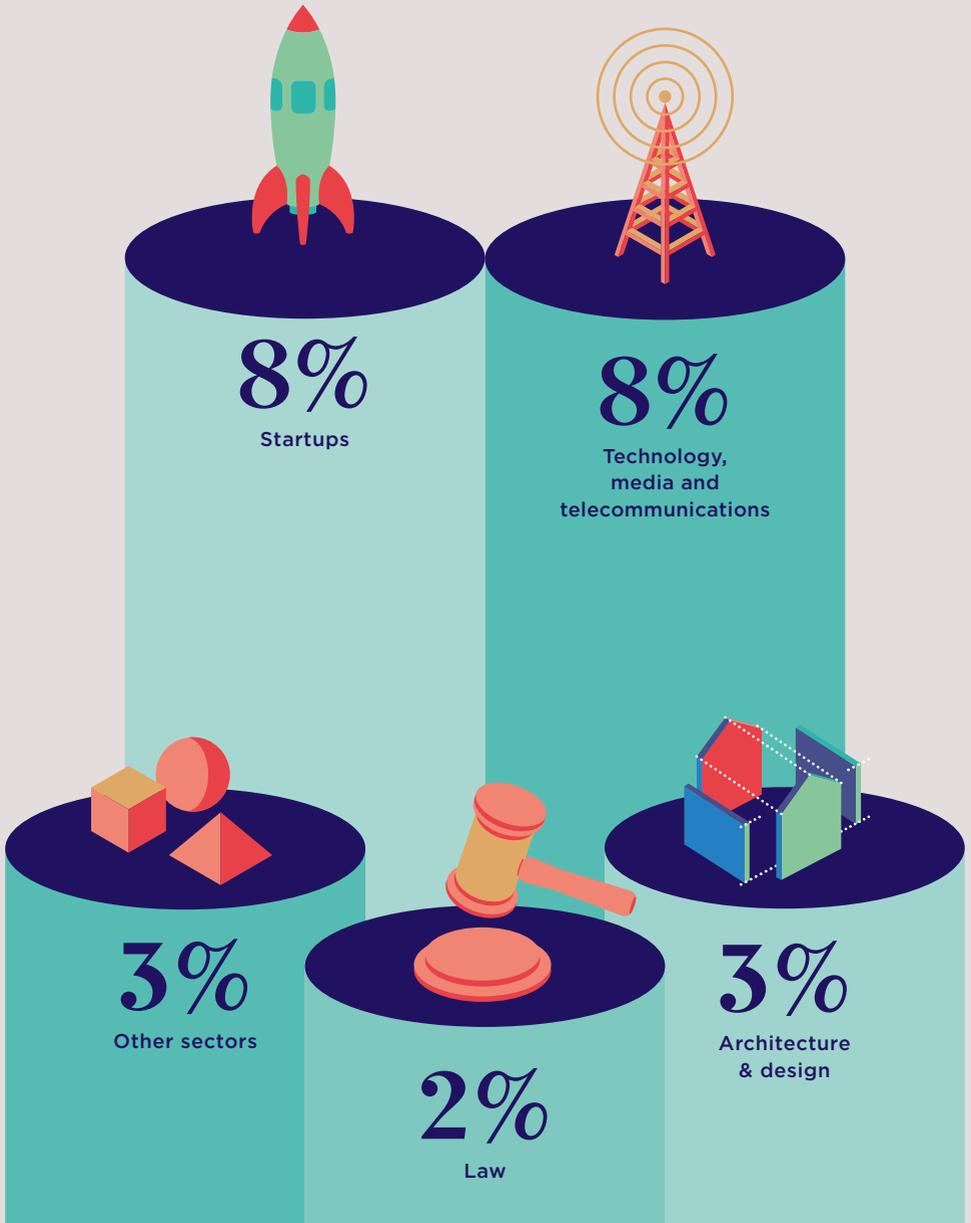
Latin America 4%

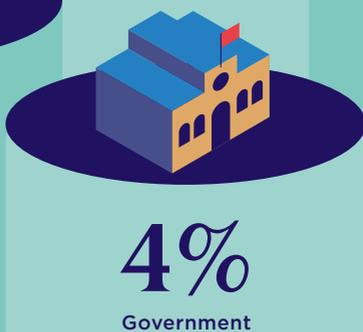
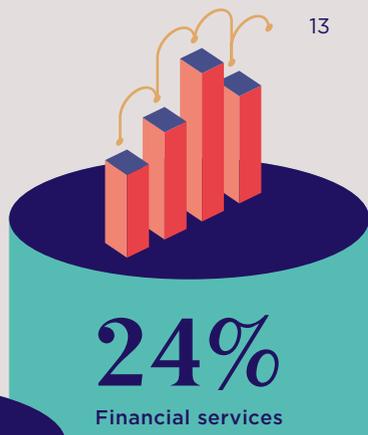
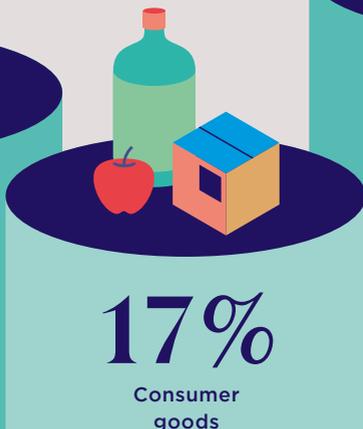
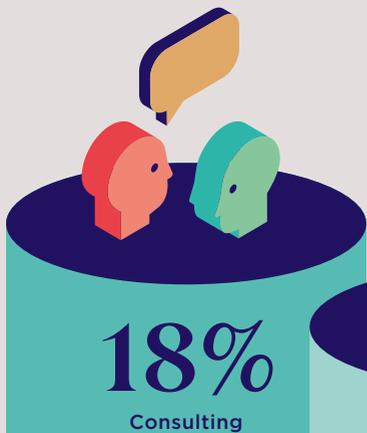
Europe 25%\*

\* Excluding Spain

# Employment by sector

2019 data reported by students  
6 months after graduation





#1  
University  
in Spain

#7  
University  
in Europe

#23  
University  
Worldwide

## Rankings and Recognitions

Source: **Times Higher Education**  
Global University Employability Ranking 2019



“At IE University I was given all the tools necessary to shape my own professional path, plus tons of support to help me do so. Specifically for consulting, it gave me the business sense I needed to understand strategic problems faced by clients and the required technical skills to get started on the job. Most importantly, it exposed me to the international arena and new ways of thinking and working. It allowed me to build a global network and gain a competitive edge”



**Catalina Villegas**, from Colombia, is working as an Associate at Boston Consulting Group in Madrid. She is a graduate of the Bachelor in Business Administration.



“IE University prepared me to enter the professional world by helping me face interviews and assessment centers. Thanks to this preparation, once I got the job, I already knew what to expect. The exchange opportunities—with other universities and internships—have also contributed to opening my mind and allowing me to be ready for any challenge”



**Eleonora Tanferna**, from Italy, is working as an Account Manager at Hilti in Italy. She is a graduate of the Bachelor in Business Administration.



“IE University has taught me to think critically and to have an open mind. Thanks to the international, diverse environment at IE University, I have been able to adapt to the culture of a multinational firm while creating strong relationships with my colleagues. Moreover, IE University gave me the opportunity to find what I am passionate about and has always encouraged me to pursue my goals”

**Cinven**

**Lucia Bascuñana**, from Spain, is working as an Analyst at Cinven Private Equity in Madrid. She is a graduate of the Bachelor in Business Administration.



“The wide spread diversity of IE university facilitated my transition into working at a law firm with such a distinctly global character. More importantly, the comparative approach used in the LLB and LPC degree equipped me with the tools necessary to excel when working on cross-border transactions”

**Baker  
McKenzie.**

**Rami Younes**, from Lebanon, is working as a Trainee Solicitor at Baker McKenzie in London. He is a graduate of the Bachelor of Laws.



“IE University gave me access to a multicultural environment, full of high-potential students with similar aspirations. I have learned that IE University is a place where you can pursue your goals, no matter what they are, and discover what drives you. This university shaped the person I have become—pushing me to think critically and develop those interpersonal skills that the modern workplace requires”

Google

**Iván Negrete**, from Spain, is working as a Business Development Manager for Spain & Portugal at Google in Dublin. He is a graduate of the Dual Degree in Business Administration and International Relations.



“The greatest lesson that IE University taught me is that entrepreneurship is a mindset. It’s a way of thinking that stretches far beyond the act of establishing a company, and isn’t incompatible with pursuing a career in corporate life, either. Being an entrepreneur is about seeking the right opportunities for yourself at a given time. I’m very grateful for the entrepreneurial spirit that IE University ignited in me. This unique mindset continues to serve me at Google where the only constants are change and innovation”

Google

**Lynn Bergholm**, from Finland and Switzerland, is working as an Associate Account Strategist at Google in Dublin. She is a graduate of the Bachelor in Business Administration.



“The fast-paced environment of consulting might not sound like a first choice for someone who has graduated with a degree in psychology. However, IE University’s multifaceted educational offering, combining academics and interpersonal skills, has allowed me to feel confident enough to constantly explore new horizons and develop skills in different fields”



**Esperanza Harumi Nishizawa Criaes**, from Bolivia and Japan, is working as a Learning & Development Specialist for Consulting at PricewaterhouseCoopers in Spain. She is a graduate of the Bachelor in Psychology.



“In today’s highly competitive world, differentiation is key for success, and I believe this was made possible through IE University’s educational program and vast global community. Blending theoretical concepts with real-life, practical cases and providing indispensable international exposure through various exchange and networking opportunities, enabled a cross-functional and global mindset, ultimately securing a smooth transition into the professional world.”



**Sherif Aoun**, from Lebanon, is working as a Strategic Partner Manager for Mobile Apps at Google in Dublin. He is a graduate of the Bachelor in Business Administration.



“Thanks to the practical approach used at IE University, I was able to greatly improve my critical thinking and analytical skills, which are helping me daily in the workplace. Furthermore, the international and diverse environment, and the continuous interactions with both peers and professors taught me how to collaborate with people from different backgrounds and how to raise the bar during teamwork activities”

BAIN & COMPANY 

**Alessandro Donato**, from Italy, is working as an Associate Consultant at Bain & Company in Italy. He is a graduate of the Bachelor in Business Administration.



“IE University guides students into professional success by showcasing diverse paths and open-minded solutions tailored to the students’ specific needs”

**BCG** BOSTON  
CONSULTING  
GROUP

**Mar Pujadas**, from Spain, is working as a Visiting Associate at Boston Consulting Group in Madrid. She is a graduate of the Dual Degree in Business Administration and International Relations.



“One of the many things IE University has taught me is to see things from different points of view. Thanks to the great diversity of cultures in every class and the discussions between students of different nationalities, it has helped me to see things from perspectives that I didn't consider before. In this way, I have been able to recognize the different paths I can follow to get to the job I have always wanted”

prinzipal  
partners

**Enrique del Campo Sirvent**, from Spain, is working as a Research Consultant at Prinzipal Partners in Madrid. He is a graduate of the Bachelor of Laws.



“All of the courses and professors at IE University have helped me to always think outside the box and approach problems from new angles. They also pushed me to carry out more research in order to obtain the best results. Now, I'm able to put all these skills into practice in my new position at CBRE. They want me to be able to take initiative, and thanks to IE University, I have all the right skills and tools”

**CBRE**

**Carmen Pearce**, from Spain, is working as a Marketing Assistant at CBRE in Toronto. She is a graduate of the Bachelor in Communication and Digital Media.



“IE University allows you to take on multiple internships while you study. This gives you an incredible advantage when looking for a job, as you already have a variety of experiences before applying to a company. In this way, IE University helps you achieve professional success”

**BIG**

**Jose Lacruz Vela**, from Spain, is working as a Design Assistant at BIG Architecture in New York. He is a graduate of the Bachelor in Architectural Studies.



“Having an education within an international environment at IE University prepares you to thrive in a fast-paced, global and multicultural environment. IE University has helped me to start my professional career with an international mindset that facilitates teamwork and a more open vision when it comes to problem solving. Furthermore, they helped me develop the necessary interpersonal skills to work with diverse groups of people”

**El Corte Inglés**

**Pablo Diaz Zulueta**, from Spain, is working as a Digital Merchandiser at El Corte Inglés in Madrid. He is a graduate of the Dual Degree in Business Administration and Laws.



“IE University has given me an in-depth understanding of different cultures, economic challenges and political issues in order to bring solutions to complex global problems. This intensive immersion has given me the skill set necessary to weather such a transient landscape as well as to make me grow personally and professionally”



**Eva Schreur**, from the Netherlands, is working as a Marketing Analyst at Heineken in Madrid. She is a graduate of the Dual Degree in Business Administration and International Relations.



“Beyond highly practical classroom learning, IE University’s flexibility, student-centered approach and global reputation empowered me to build a tremendously varied and enriching set of professional and extra-curricular experiences by the time of graduation. IE University’s hugely diverse and ambitious group of peers, far-reaching alumni network, and top-notch resources like IE Talent & Careers, further supported me in identifying and landing the full-time job I aspired to after graduation”



**Guzman Noya**, from Uruguay, is working as an Associate at Boston Consulting Group in Madrid. He is a graduate of the Bachelor in Business Administration.



“IE University has helped me to discover the wider possibilities of psychology as a profession in the business world. It has shown me the importance of entrepreneurship and creativity, which has been very valued in my current experience. My studies gave me the tools to understand and analyze human behavior, as I apply it in the field of consulting to develop strategies in order to help customers make better decisions”

**Alessandra Serpa**, from Peru, is working as a Researcher & Business Strategist at Chazz—A Global Design Studio by Everis in Madrid. She is a graduate of the Bachelor in Psychology.

**CHAZZ**® A Global  
Design  
Studio



“The Careers team was key to my exposure to investment banking. Their support during the Spring Week application process—and during my experiences at BAML and Morgan Stanley—was instrumental. The Career team’s guidance and involvement in expanding my professional network was decisive in reaching my desired career path. Most of all, I value our IE family’s encouragement, drive and spirit”

**Ana Barrenechea**, from Spain, is working as a Mandate Management Trainee at the European Investment Fund in Luxembourg. She is a graduate of the Dual Degree in Business Administration and International Relations.

**EI**  
EUROPEAN  
INVESTMENT  
FUND



“IE University has a very practical approach to learning, which prepares you for the professional world and makes the transition much smoother. International classrooms have enriched my opinions and provided different points of view, helping me adapt to the global, multicultural environments we are facing today in the workplace”



**Celia Martinez**, from Spain, is working as a Business Analyst at Roland Berger in Madrid. She is a graduate of the Bachelor in Business Administration.



“The best part of studying IE University, is that you have classes with people from many different countries. At least that’s what I like the most. It’s very interesting to hear extremely diverse opinions on a particular political issue. It gives you a truly international outlook on global affairs”



**Alejandra Rubira**, from Spain, is working as a Recruiter at Amazon in Luxemburgo. She is a graduate of the Bachelor in International Relations.

Some other companies and organizations  
that hired Class of 2019 Graduates



**Deloitte.**



**Vestas®**

GUCCI



**BBVA**



**Colgate®**



**PHILIPS**

**MANGO**



**ABInBev**

**KraftHeinz**



*Johnson & Johnson*



and more...

8%

of the 2019 graduates  
joined or launched  
a startup

**At the heart of IE University lays an entrepreneurial spirit. We champion new ways of thinking and create an environment where students can unleash their creativity, push boundaries, and venture into the unexplored. Students are encouraged to start new initiatives, and they are provided with the resources and training they need to be successful. We continually strive to encourage an entrepreneurial mindset and develop the capabilities that enable our students to make valuable differences to society.**



## Rodrigo Ortiz & Sebastian Arnold

From Mexico and Austria respectively, founded Parius, a platform for company-customer relations.

Both graduates of the Dual Degree in Business Administration and Laws, the pair have used their entrepreneurial mindsets to develop a unique and future-forward product

### **What is Parius? What service(s) does it offer?**

Parius is an independent platform that helps consumers to more effectively resolve conflicts with companies at zero cost. Allowing companies to provide a better customer experience, the platform gathers comparative industry and customer insights in order to ultimately retain more customers. We've achieved this by positioning ourselves as impartial mediators between companies and their customers. Using a user-friendly platform, consumers can file and track claims in order to better negotiate with companies—all while benefiting from our mediation services. Companies are then ranked according to their services, allowing the public to choose who they want to do business with based on how efficiently organizations deal with claims. Overall, this promotes a more customer-centric approach—something that is becoming increasingly relevant.

### **Where did your idea for Parius come from?**

The idea has constantly been evolving as we've received more customer advice and validation. I knew I wanted to work hard to pursue an original idea, and it was initially based on my Bachelor in Business Administration business-plan thesis. First, I attended some Legaltech conferences. It was there I came across decentralized dispute-resolution mechanisms and came up with an idea for how they could be improved and applied

differently. From there, the idea has been an ever-changing work in progress since I joined forces with Sebastian as co-founder of Parius. And here we are today with our final plan, which I'm sure will continue to change here and there.

**What has been the biggest challenge and how did you overcome it?**

Our biggest challenge so far was sourcing the right team to build the product. The big question was, how could we build a successful tech product without spending an absurd amount of money on it? Sebastian and I learned how to code front-end in order to be able to build the product ourselves—something that also was exciting for us. But we still needed a back-end developer who could help us create a solid and safe database. To do so, we checked out a lot of different meet-ups until we finally found one that proved to be promising: Hackers and Founders. That's where we met David Falusi, who we immediately clicked with, and he's been a member of our team ever since. Now, we have the proper resources to build the MVP. Although this is challenging, it's a lot of fun, and proves to investors that we can “cook the food” ourselves. This, together with the incorporation of another team member—entrepreneurship expert Marcos Eguillor—allows us to have a plan moving forward. Having a proper team has enabled our idea to develop and progress

in ways which would have been impossible if I were alone. That said, there was no magic formula that helped us get to where we are now—it was simply a matter of talking to people, sharing the idea, and above all, being passionate about it.

**What does entrepreneurship mean to you?**

Entrepreneurship means uncertainty to me. It's crazy how things can change from one day to the next. It's not a walk in the park like a lot of people imagine it to be. It's a lot of hard work and long hours, without any clear path. But, as with everything, it has its pros and cons. However, it's exactly that uncertainty that makes it exciting—it's anything but monotonous. In all honesty, I wouldn't want to be doing anything else.

**What tools/resources at IE University were helpful for you to launch Parius?**

IE University has been extremely helpful so far. In fact, one of our team members, Marcos Eguillor, is an IE University professor. We've joined Area 31 and made use of the Venture Lab which have both provided us with guidance, exposure, and most importantly, a very experienced mentor—Fernando Reymundo.



## Bosco Larrea

from Spain, is the co-founder at uPower App in Madrid. As a graduate of the Bachelor of Laws, he attributes his professional success to IE University's disruptive teaching method

### **What is uPower? What service(s) does it offer?**

uPower is the first sharing economy network applied to power banks which use 100% renewable energy. The way it works is simple—with our app, you just have to scan a QR code in order to grab a power bank on the go. Then you simply return it to the nearest store when finished.

### **How did you get your idea for uPower?**

The idea actually came from a couple of different sources. On one hand, I was driven by my personal curiosity, but on the other, I was inspired by my exchange in Shenzhen with IE University. Basically, I took a model that already existed in Shenzhen and brought it to Spain, since it was obvious that there was a demand for it. Then I adapted it to our market, adding some important concepts such as sustainability. I think that if it weren't for the exchange, uPower might not be what it is today.

### **What's unique about your business?**

I would say my team—the soul of uPower. I'm extremely proud of them. For example, Pablo Ortega, a former IE University student, was my boss at a previous job I had. After I told him about uPower, he quit his job to be part of the founding team. For me, that's very unique. Regarding uPower as a service company, we're the only ones in Spain concerned about climate change and sustainability, hence

why all of our power banks and stations are powered by green energy. We also have a partnership with an energy company that offsets our carbon footprint across all operations.

**What does entrepreneurship mean**

**to you?** It's a new way of learning and tackling problems. Sometimes it's hard, sometimes it's not. The important thing to remember here is to keep pushing forward and doing your best to grow your startup.

**What tools/resources at IE University were helpful for you to launch uPower?**

We feel very grateful for IE University. One of the co-founders is from another well-known private university in Madrid and it's something we've discussed since the beginning. The amount of support we received from IE University has been

incredible in comparison to the support received from his university; it really demonstrates IE University's innovative and entrepreneurial character. For example, IE University helped by allowing us to test the service at different graduation ceremonies—which as a result, raised awareness. Additionally, IE University published some articles about us on the internet and, of course, I can't stress enough the amount of knowledge we acquire through the Venture Lab, led by Paris De Letraz and our great mentor, Jorge Montes del Pino.

**What is your advice to anyone who is considering a career as an entrepreneur?**

I would encourage that person to go for it. Honestly, it's great to be working on your own projects. Just enjoy the experience and use it to learn as much as possible.

**“I thought I would be finishing my law degree as a lawyer. However, my exposure to the different business and entrepreneurship courses in various modules and electives offered within my program showed me that I didn't have to follow this set path. This is why I believe that, before my course at IE University, the innovative part of my brain hadn't been triggered yet”**



## Richard Liu Shi & Anci Chen

from Spain and China, respectively, are founders at 11 Studio in Spain and Minma in China. They are graduates of the Bachelor in Business Administration

**Richard:** 11 Studio is a creative agency focused on producing high-quality websites with exceptional performance and designs. We combine consulting services, marketing, and digital strategy to offer our customers an extraordinary user experience. We're also developing our own ERP system which will allow us to offer a more seamless service.

**Elisa:** Minma is an import company specializing in silver jewelry and fashion jewelry. We seek to offer the latest trends in jewelry and accessories through online and offline sales channels, focusing on both wholesale and retail distribution.

### Where did your inspiration for each startup come from? **Richard:**

In my second year at BBA, I put my career on hold for a year and a half to help out with my family's business. I worked on the website and online store, which was led by a freelance developer who taught me the basics of design and online development. Even back then, I wanted to develop and implement my own designs and ideas, so I decided to learn to code. When I returned to IE University, I continued to learn the necessary skills and finally perfected how to develop websites. Then, after graduating, I set up my own creative agency. **Elisa:** The idea for Minma initially stemmed from the ease of setting up an online store at no cost. Using our previous experience, my team members

and I analyzed various sectors and niches required to create an import company. In the development of an online store, shipping costs are a huge factor, so jewelry was an obvious choice because of its small size and weight.

#### **What is your role at your startup?**

**Richard:** My role at 11 Studio is to plan and manage all of the company's current and future projects, defining the main digital strategies and the creative plan. I also make designs for clients. **Elisa:** My main role in Minma is to define the company's strategy. We're constantly studying consumer behavior, forecasting trends for the coming season, and creating unique styles.

#### **What does entrepreneurship mean to you?**

**Richard:** I think it's really important to add value to society. In my opinion, the Chinese population, even the general population of Europe, is lagging behind in terms of digital transformation, so our idea is to give them the push they need

to maximize their potential. **Elisa:** Having the ability to offer your own designs to customers is very satisfying. Creating trends and seeing people wearing your products increase your confidence and your company. So, for me, entrepreneurship is seeing your own company grow, meeting people who share your dreams, building your own team, and continually learning.

#### **What is your advice to anyone who is considering a career as an entrepreneur?**

**Richard:** Be niche. Focus on a thing or skill you like and then find your audience. Make sure you really develop your ideas and always seek to offer value to your clients. There's nothing better than working on what you like without anyone limiting you. **Elisa:** Perseverance is the most important thing—you have to trust yourself, even if others don't believe in you. The very beginning is always going to be difficult but don't stop and don't think twice—just do it.

**“IE University provides an environment where you can grow as a person, experience new things, meet new people, and acquire knowledge that will help you in the future. It's an international, inspirational, and pragmatic environment, instilling you with a global perspective and a basis for developing your ideas”**



ie

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[drivinginnovation.ie.edu](http://drivinginnovation.ie.edu)

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