



# General Management / Leadership Development Programs

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*MBA Career Management*

# MBACM General Management/LDP Team

**SUGIRTHA STATHIS**  
SENIOR ASSOCIATE  
DIRECTOR



## Career Advice

- Self-assessment & decision making
- Networking
- Industry Insight
- Resumes, Cover Letter & Interview Prep

## Corporate Relationships

- Develop employer outreach strategy with RRM

## Programming

- Develop programs for students interested in GM/LDPs

**HANNE BERG**  
RECRUITING RELATIONSHIP  
MANAGER



## Corporate Relationships

- Strategize best recruiting approach for variety of employers
- Co-manage employer relationships with Career Advisor
- Manage recruiting events

## Student Support

- Assist students with logistics of on-campus interview process, job board postings, etc.



Collaborate with the General Management Club

# General Management Opportunities



## How we describe them:

- General Management
- Leadership Development Program (LDP)
- Rotational Program

## Their purpose:

- Attract and invest in top MBA talent to build a pipeline of future leaders for the company

# GM / LDP Value Proposition



## Common attributes:

- Interesting and challenging projects with immediate impact
- Training and development through assignments across BUs, functions, geographies
- Fast-track career advancement
- Senior leader exposure and networking opportunities
- Executive mentor and/or sponsor to support professional development and career pathing within the firm

# Sample Leadership Development Programs

Technology

amazon.com<sup>®</sup>

intel<sup>®</sup>

IBM

SAMSUNG

Fin'l Services

JPMorganChase

MasterCard

Prudential

Healthcare

Genentech

Pfizer

Johnson & Johnson

Medtronic

Consumer

AB InBev

Kraft Heinz

E&J Gallo Winery

Automotive

Ford

GM

Chemicals /  
Agribusiness

DOW<sup>®</sup>

DU PONT

Retail / Beauty

ESTÉE LAUDER

H&M

TIFFANY & CO.

Conglomerate

GE

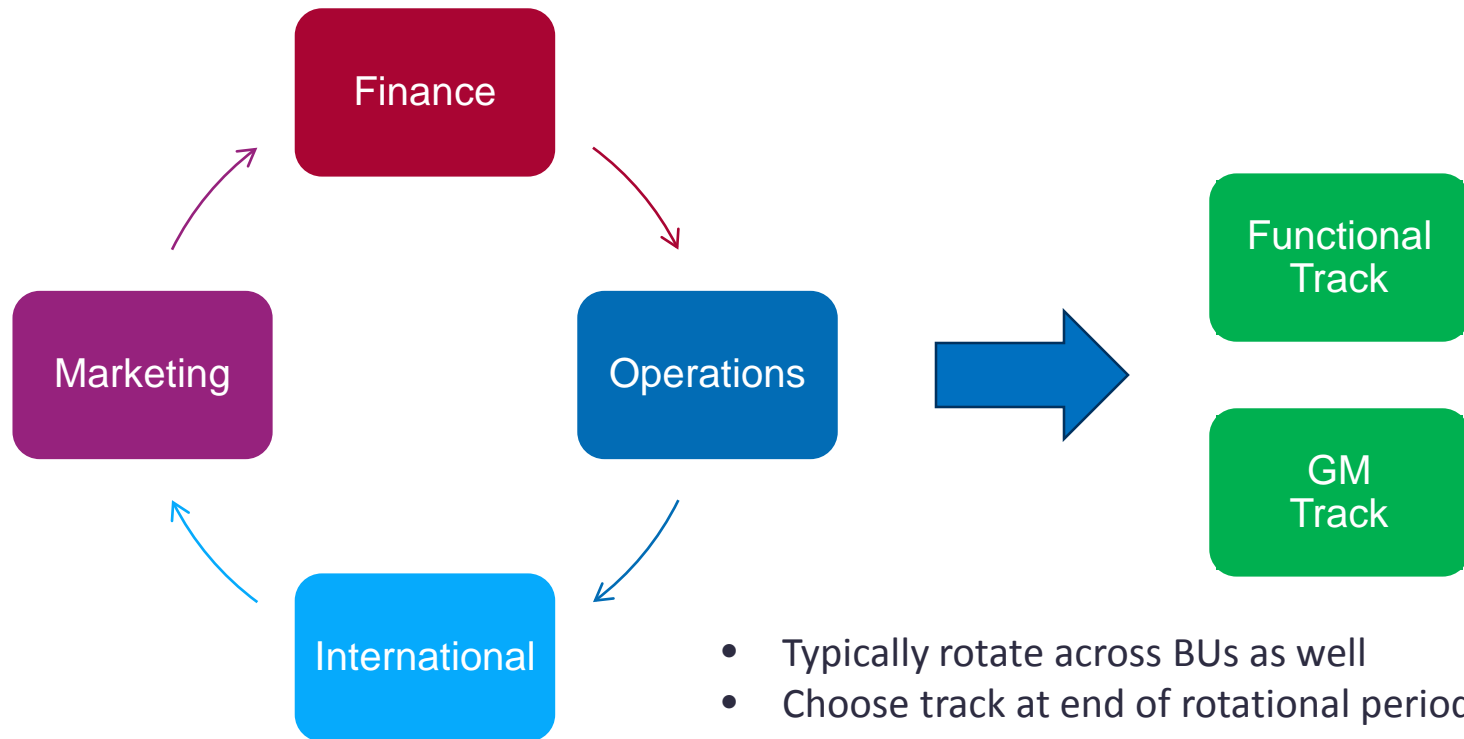
SIEMENS

View master list of GM/LDP opportunities [here](#).

# GM / LDP Opportunities Vary in Format

- Multi-Function Rotational Programs
- Function-Specific Leadership Programs
- Internal Strategy Groups (GM-Consulting Hybrid)
- General Management (Direct Roles)

# Multi-Function Rotational Programs



- Typically rotate across BUs as well
- Choose track at end of rotational period
- May require some geographic mobility

Sample Firms



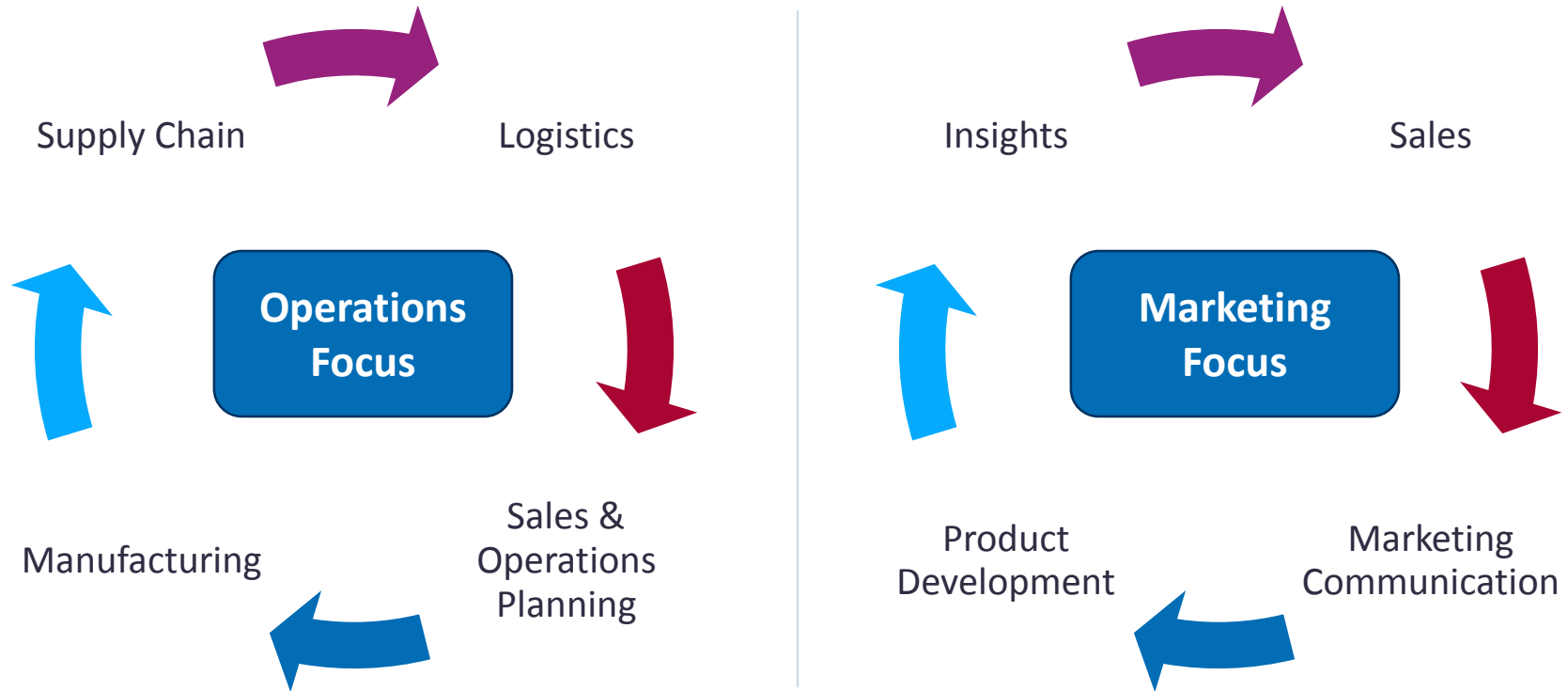
SIEMENS



KraftHeinz

# Function-Specific Leadership Programs

Finance | Marketing | Operations | Human Resources



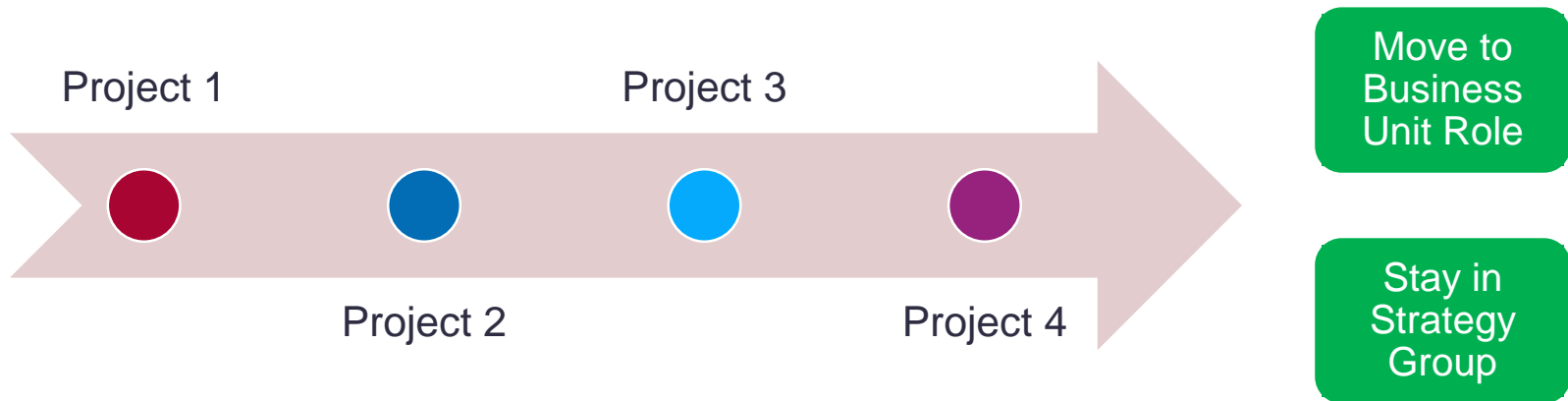
Sample Firms



ESTÉE LAUDER



# Internal Strategy Groups (GM-Consulting Hybrid)



- Project-based consulting engagements (internal / external clients)
- Work across BUs, functions, geographies
- Set timeframe for 'rotational' period, then choose path

## Sample Firms



# General Management (Direct Roles)

- Brand Management (CPG)
- Product Management (Tech, eCommerce)
- Office of CXO
  - Directly support C-level executive on high-profile, strategic projects
  - Can be less structured; more “go with the flow” as priorities change
  - More common for summer internships than full-time

# Contact Information

## Wharton MBA Career Management

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