



General Management / Leadership Development Programs

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MBA Career Management

MBACM General Management Team

SUGIRTHA STATHIS CAREER ADVISOR



Career Advice

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

Corporate Relationships

- Develop employer outreach strategy with RRM

Programming

- Develop programs for students interested in General Management/ Leadership Programs

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 Wharton 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[®]



IBM



Automotive



DrivenBrands[®]

Fin'l Services



Chemicals / Agribusiness



Healthcare

Genentech



Johnson & Johnson



Retail



ESTÉE LAUDER



Consumer



Kraft Heinz



E&J Gallo Winery

Conglomerate



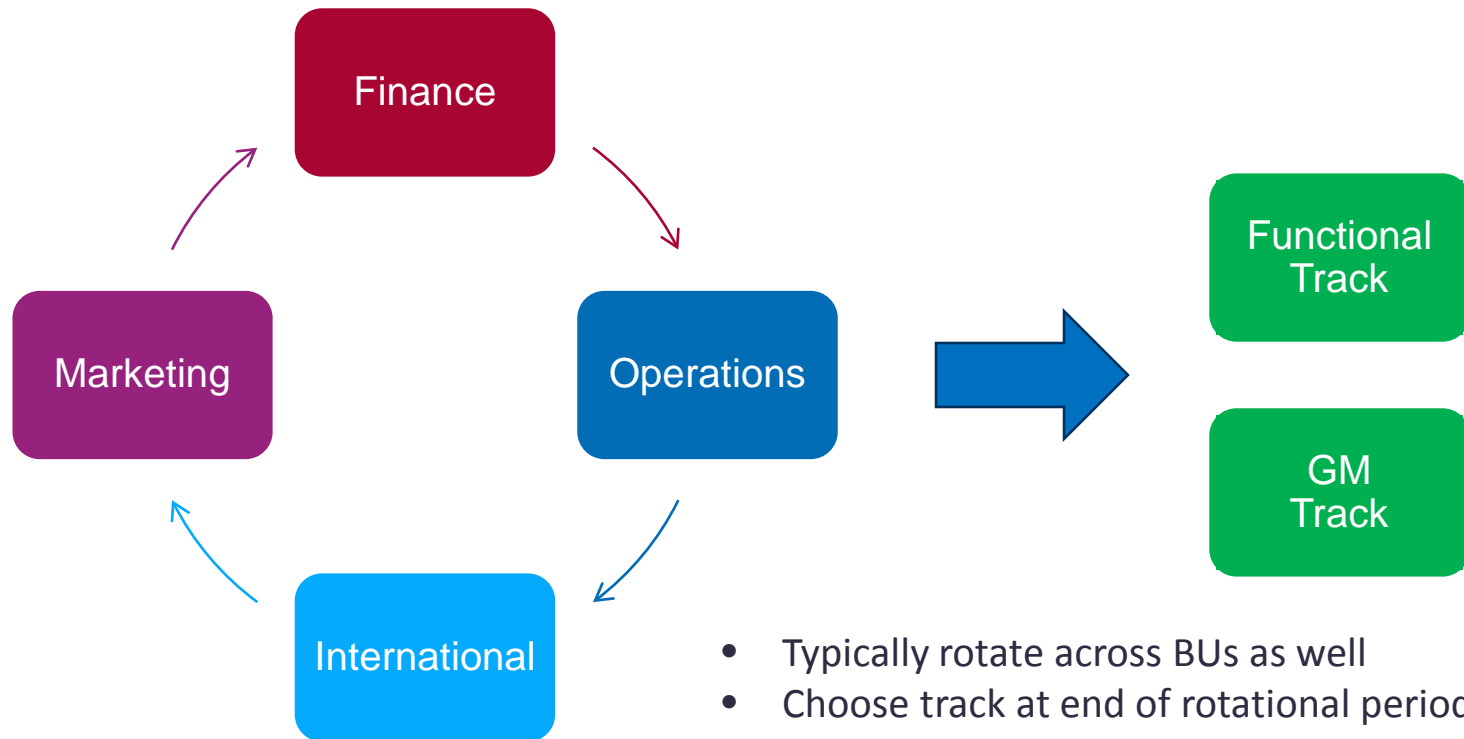
SIEMENS

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



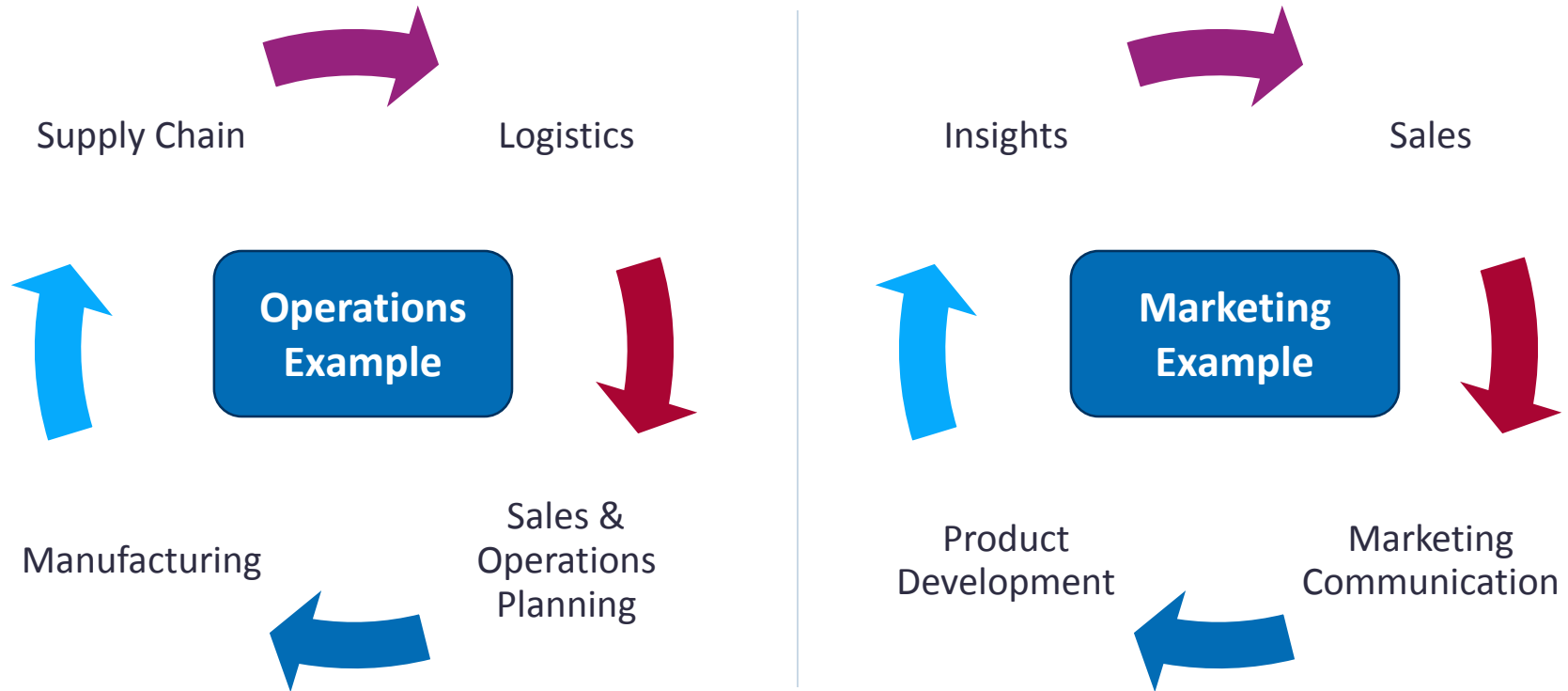
SIEMENS



KraftHeinz

Function-Specific Leadership Programs

Finance | Marketing | Operations | Human Resources



Sample Firms

Johnson & Johnson

amazon.com



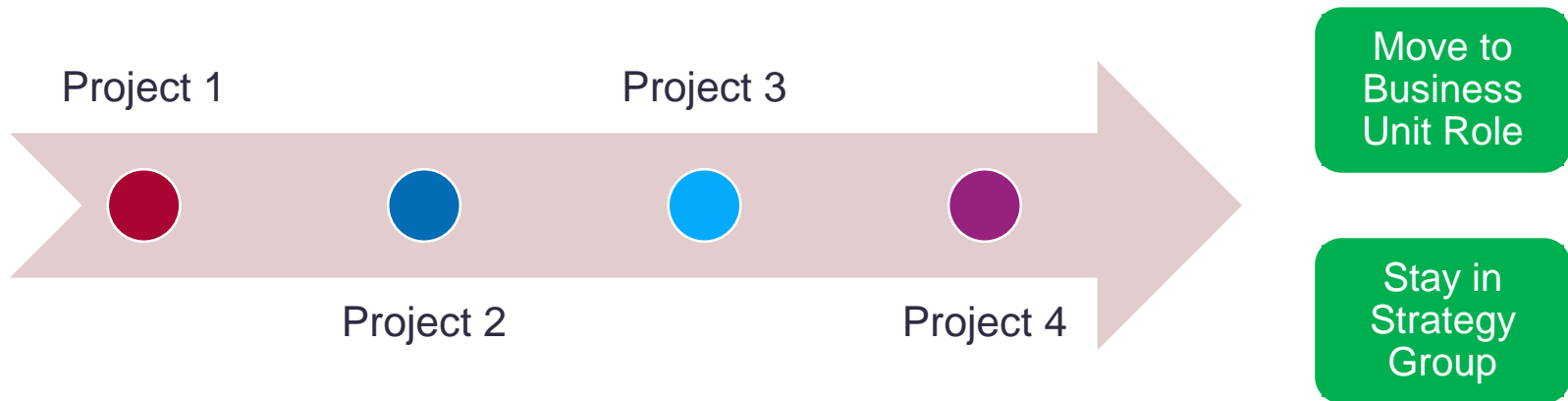
IBM

Kraft Heinz



ESTÉE LAUDER

Internal Strategy Groups (GM-Consulting Hybrid)



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

Sample Firms





General Management (Direct Roles)

- Brand Management (CPG)
 - Look for firms / roles that offer P&L ownership
- Product / Category Management (Tech, eCommerce)
- Office of CXO
 - Directly support C-level executive on high-profile strategic projects
 - Less structured; more “go with the flow” as priorities change
 - More common for summer internships than full-time



Contact Information

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