Agenda

- Healthcare Industry
  - Introductory Overview
  - Trends
  - Functions, Roles and Internships

- The Job Search
  - Recruiting and Summer Outreach
  - Recruiting Strategy and Timeline

- Hiring Data
  - Offers, Compensation and Sponsorship

- Healthcare at Wharton

- Q & A
MBA Career Management Healthcare Team

**MANISHA JAIN**  
**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 healthcare

**AMANDA RIVERA**  
**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 professional clubs and research centers, including Healthcare, General Management, and Marketing Club.
Industry Overview
Industry Overview

- Consulting
- Hospitals/Clincis/Practitioners
- Non-Profit
- Government
- Pharma/Biotech/Med Device
- Investment Banking/Mgmt
- Insurers/Payers
- Private Equity/Venture Capital
- Health Care Services

Health Care Industry

Wharton
Health Care Subsectors

Big Pharma

Biotechnology

Medical Devices
Health Care Subsectors (con’t)

Services

Providers / Payers
Recent Trends in Healthcare

- Affordable Care Act (ACA)
  - Pushing the market to emphasize value and outcomes, compared with the outdated focus on volume.

- Digital Health
  - Patient-Centered Care
  - Transparency: cost and services
  - Increased Data Demands
  - Data Security
  - Wearable Tracking Devices

- Accelerated consolidation and collaboration
  - Need for bigger scale to address constrained resources
  - Fragmented hospitals, insurers, medical practitioners

- Fast-paced transformation of health insurance into a true retail industry

- Innovation - Personalized medicine
## Functions in Healthcare

<table>
<thead>
<tr>
<th>Marketing</th>
<th>Finance</th>
<th>Business Development/Corporate Development</th>
<th>Strategy</th>
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</table>
| - Opportunities at global, regional and country levels  
- Drive product development, strategy and implementation; frequent interaction with external stakeholders and sales force, as well as R&D, finance & manufacturing | - Assignments may be focused in any number of areas, including business development, treasury, strategic planning, corporate finance, business unit operations, or geographic sales | - Valuate and negotiate deals with third parties to broaden portfolio; may include mergers and acquisitions, licensing agreements, joint ventures, equity investments, and research collaborations.  
- Establish and manage strategic relationships with other companies  
- Small teams; can branch out into marketing or finance roles | - Solve business line / division challenges (e.g. business strategies, market entry, customer segmentation, etc.)  
- Collaborate with a team to conduct interviews/research, analyze, synthesize and present results  
- Small teams; can branch out into marketing or finance roles |
## Functions in Healthcare

<table>
<thead>
<tr>
<th>General Management / Leadership Development Programs (LDP)</th>
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<tbody>
<tr>
<td>• High-profile, “fast-track” MBA programs designed to develop future leaders of the company</td>
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<td>• Typically offer accelerated career advancement supported by customized training, senior executive exposure and mentorship</td>
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<td>• Some programs include rotations across business units, functions, and/or regions during LDP period, with final placement in area of interest</td>
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## Sample Healthcare Internships

<table>
<thead>
<tr>
<th>Company</th>
<th>Internship Description</th>
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<tr>
<td><strong>PFIZER</strong></td>
<td>• Organized and launched national series of educational programs prior to high-profile label update; developed program content and format at risk, a first for the division</td>
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<tr>
<td><em>(Marketing)</em></td>
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<tr>
<td><strong>NUMA HEALTH</strong></td>
<td>• Combination of Business Development and Product Strategy. Worked with senior leadership on a variety of projects including market assessment, product design, go-to-market strategy, and pitch development.</td>
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<td><em>(Strategy and Business Dev)</em></td>
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<tr>
<td><strong>SANOFI</strong></td>
<td>• Identified attractive M&amp;A and licensing opportunities for newly-entered therapeutic area; Developed strategic rationale and analytics for selection of targets; Performed financial valuation for M&amp;A</td>
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<tr>
<td><em>(Business Intelligence)</em></td>
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<td><strong>AMGEN</strong></td>
<td>• Developed new evaluation methodology for device and digital health technologies in support of CEO strategic initiative to improve Amgen competitiveness and patient experience through ‘beyond the molecule’ opportunities</td>
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<tr>
<td><em>(Business Development)</em></td>
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Sample Healthcare Internships

**MEDTRONIC**  
(Corporate Development)  
- Negotiated $XXM supply agreement for a JV  
- Developed acquisition-based strategy for Medtronic’s entry into renal care services business in emerging markets

**SAGE THERAPEUTICS**  
(Business development)  
- Analyzed opportunity of a Development Candidate in treating a niche encephalopathy indication, including assessment of unmet need, competitive landscape, and fit with Sage’s larger commercial strategy.

**TELADOC**  
(Strategy)  
- Analyzing and providing a recommended strategy for Teladoc compared with the electronic health record vendors, the second involved a business case and initial product definition for a telehealth physical therapy project

**DAVITA HEALTHCARE**  
(Corporate Strategy)  
- Worked on how dialysis patients are educated in the hospital on facility choice, working on dialysis, and insurance options. Teed up two opportunities for DaVita to fill gaps in patient education in the hospital going forward
The Job Search
MBACM’s Recruiting Acronyms

- **OCR**: On-Campus Recruiting
- **FRP**: Focused Recruiting Period: Starting Jan 19, 2017
- **EIS**: Employer Information session: Starting Oct 24, 2016
**Mature & Enterprise Recruiting**

**Mature**
- Established employer relationships
- Annual, steady demand
- Extend multiple offers/yield multiple students
- Understand MBA recruiting value prop

**Enterprise**
- Developing employer relationships
- Inconsistent demand year-to-year
- Just-in-time hiring
- Less clear on MBA recruiting value prop

Consulting, Banking, Sales & Trading, CPG
Healthcare, Technology, Energy, Hedge Funds, Real Estate

**Recruiting Strategy/Timing**
- Employer Info Sessions, Employer Networking Night, Sponsorships, On Campus Recruiting
- Heavy Fall/Winter Recruiting

- Postings, resume book, networking
- Throughout year; late in year/summer offers

**Wharton Strategy**
- Differentiate vs. other schools
- Build market share
- Find new ways for company engagement

- Develop compelling Wharton value prop
- Expand/maintain vibrant Wharton network
- Manage outreach with clubs/partners

**Student Strategy**
- Prepare for EIS, Interviews, how to decide between firms, etc

- Networking-intensive
- Alumni-intensive
Two Strategies; One Search

Mature
- Employer Information Sessions
- Networking Expo
- Coffee Chats
- On-Campus Interviews

Enterprise
- Networking Connections
- Job Postings
- Wharton Community/Alumni
- Informational Meetings
- NYC and SF Expos
- Digital Brand

Conduct a well-prioritized and balanced search to ensure recruiting success
Representative Outreach List: Summer 2016

- 30+ mature companies
- 30+ startups
- 60+ companies
What Healthcare Recruiters Seek…

<table>
<thead>
<tr>
<th>Marketing</th>
<th>Finance</th>
<th>Business Development</th>
<th>Strategy</th>
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<tbody>
<tr>
<td>Passion for healthcare is expected; healthcare experience is preferred</td>
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</tbody>
</table>

- Leadership / teamwork
- Communication
- Creativity
- Project Management
- Analytics

- Analytics / quantitative
- Teamwork
- Communication / executive presence
- Leadership

- Analytics
- Strong foundation of finance principles
- Strong subject matter expertise (prior banking or consulting experience)
- Presentation / persuasion
- Interpersonal effectiveness / ability to build relationships

- Strategic thinking
- Analytics / quantitative
- Leadership / teamwork
- Communication
- Results
- Strong subject matter expertise (prior consulting experience)
Career Switching

% FT Accepted Offers – Reported “Industry OR function Change”
Pre-MBA Experience: Healthcare

- Healthcare: 52%
- Consulting: 18%
- Investment Management: 7%
- Investment Banking/Brokerage: 7%
- Diversified Financial Services: 4%
- Media & Entertainment: 4%
- Social Impact: 4%
- Technology: 4%
Case Example

AMY L. CHOWANSKY, WG15
Undergraduate Institution: University of Pennsylvania
Pre-Wharton: ROSETTA - Independent digital agency

- Career Switcher & Non-HCM candidate
- Attended health care and CPG information sessions sponsored by MBACM
- Actively networked at company-sponsored social events; joined clubs; participated in cover letter and interviewing workshops sponsored by MBACM and clubs
- MBACM partnership: resume, interview prep, offer negotiation
- 4 great summer internship offers
- Internship at Pfizer; Full-time offer accepted
- Became MBACM Career Fellow
Case Study: Recruiting in Healthcare Industry

Dan Mulreany

- **Background**: Life sciences R&D, management consulting
- **Internship**: Amgen, Business Development
- **Job Search Strategy**: Mature
- **Best Advice**:
  - Start writing your cover letters right after each company's info session so you don't have to cram over winter break
  - Talk to every 2Y who recruited for what you want to recruit for
  - Book your ski trip airfare on Southwest (refundable)

Tim Daubert

- **Background**: Software start-up in pharmaceutical industry (2 yrs), followed by The Advisory Board Company (4 yrs)
- **Internship**: Strategy Intern at Nuna Health
- **Best advice**: It's easy to get caught up in the buzz of mature recruiting during the fall semester, but if you know you plan to recruit for a start-up, take the time to relax and just get your thoughts together. Also, when structuring your search, try to find a balance between casting a wide enough net but also staying targeted - there are tons of new digital health companies, and it helps to have some focus.
Case Study: Recruiting in Healthcare Industry

Jeff Fiore

- **Background:** Project manager for electronic health record company Epic Systems, followed by healthcare consultant for Ernst & Young. Interested in companies applying technology to improve healthcare services.
- **Internship:** Teladoc
- **Job Search Strategy:** Enterprise
- **Best Advice:** Spend the first few months of school talking with people and defining what you want to get out of the internship before diving in, especially if you are doing enterprise recruiting.

Amanda Wyatt

- **Background:** Consulting (marketing & strategy)
- **Internship:** Pfizer
- **Job Search Strategy:** Mature
- **Best Advice:** 1) Start with a wide list of target companies and narrow over time. It takes minimal time to attend EIS early on, but they are a critical source of information. 2) Practice interviewing, even for behavioral questions. Outlining your key stories and achievements, and practicing how to answer different questions using these stories, will be critical to your success. 3) Identify advocates at your favorite companies. 4) Leverage other students to prepare.
### Industry change from 1st to 2nd place of employment

<table>
<thead>
<tr>
<th>1st place of Employment</th>
<th>Consulting and professional services n=463</th>
<th>Consumer goods/Retail n=282</th>
<th>Finance n=822</th>
<th>Government, Education, and Nonprofit n=176</th>
<th>Health, Biomedical, and Pharmaceuticals n=188</th>
<th>Manufacturing, Energy, and Construction n=233</th>
<th>Technology, Media and Telecoms n=399</th>
<th>Other n=370</th>
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<tbody>
<tr>
<td>Consulting and professional services n=752</td>
<td>221 (29%)</td>
<td>68 (9%)</td>
<td>130 (17%)</td>
<td>43 (6%)</td>
<td>54 (7%)</td>
<td>61 (8%)</td>
<td>111 (15%)</td>
<td>64 (9%)</td>
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<tr>
<td>Consumer goods/Retail n=252</td>
<td>36 (14%)</td>
<td>127 (50%)</td>
<td>17 (7%)</td>
<td>8 (3%)</td>
<td>6 (2%)</td>
<td>13 (5%)</td>
<td>25 (10%)</td>
<td>20 (8%)</td>
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<tr>
<td>Finance n=835</td>
<td>67 (8%)</td>
<td>26 (3%)</td>
<td>570 (68%)</td>
<td>21 (3%)</td>
<td>19 (2%)</td>
<td>31 (4%)</td>
<td>36 (4%)</td>
<td>65 (8%)</td>
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<tr>
<td>Government, Education, and Nonprofit</td>
<td>15 (16%)</td>
<td>0 (0%)</td>
<td>11 (12%)</td>
<td>54 (57%)</td>
<td>1 (1%)</td>
<td>3 (3%)</td>
<td>5 (5%)</td>
<td>6 (6%)</td>
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<tr>
<td>Health, Biomedical, and Pharmaceuticals n=152</td>
<td>24 (16%)</td>
<td>2 (1%)</td>
<td>6 (4%)</td>
<td>9 (6%)</td>
<td>85 (56%)</td>
<td>7 (5%)</td>
<td>10 (7%)</td>
<td>9 (6%)</td>
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<tr>
<td>Manufacturing, Energy, and Construction n=236</td>
<td>28 (12%)</td>
<td>18 (8%)</td>
<td>35 (15%)</td>
<td>12 (5%)</td>
<td>9 (4%)</td>
<td>89 (38%)</td>
<td>21 (9%)</td>
<td>24 (10%)</td>
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<tr>
<td>Technology, Media and Telecoms n=306</td>
<td>40 (13%)</td>
<td>23 (8%)</td>
<td>17 (6%)</td>
<td>13 (4%)</td>
<td>5 (2%)</td>
<td>10 (3%)</td>
<td>178 (58%)</td>
<td>20 (7%)</td>
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<tr>
<td>Other n=305</td>
<td>32 (11%)</td>
<td>18 (6%)</td>
<td>36 (12%)</td>
<td>16 (5%)</td>
<td>9 (3%)</td>
<td>19 (6%)</td>
<td>13 (4%)</td>
<td>162 (53%)</td>
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Tips for Recruiting in Healthcare

• **Show Your Passion**
  - Research the industry/sub-sector and know the trends
  - Why healthcare?
  - Why company X? Competitions
  - Network and build relationships, starting with 2Ys and alumni (especially imp for enterprise roles)

• **Career Switchers**:
  - Function change: demonstrate your expertise on the industry and interest for the function
  - Industry change: Communicate your functional skill sets and how they can be used in the role you are applying

• **Leverage available resources**
  - MBACM, HC Club and HCM
<table>
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<th>Recruiting Timeline</th>
<th>Sept</th>
<th>Oct</th>
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<th>March</th>
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<td><strong>SELF-ASSESSMENT</strong></td>
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<td>Explore your interests, motivators and skills.</td>
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<td><strong>RESEARCH &amp; STRATEGY</strong></td>
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<td>Research and identify target industries, functions and geographies. Create a job search plan, including a prioritized target list of firms.</td>
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<td><strong>RESUME DEVELOPMENT</strong></td>
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<td>Create a document that reflects your passion, experience and skill set (relevant to the position)</td>
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<td><strong>NETWORKING</strong></td>
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<td>Engage in conversations to build relationships, gather information and identify potential opportunities</td>
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<td><strong>COVER LETTER DEVELOPMENT, APPLICATIONS, INTERVIEW PREP</strong></td>
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<td>Create a document that complements your resume and reflects your interest and qualifications for specific jobs. Apply and prep for interviews.</td>
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<td><strong>INTERVIEWS</strong></td>
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<td>Prepare for and engage in conversations about your interest and qualifications for specific jobs</td>
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<td><strong>OFFER MANAGEMENT</strong></td>
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<td>Evaluate job offers and manage employer relationships</td>
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<td><strong>TRANSITION TO WORK</strong></td>
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<td>Prepare for internship</td>
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</table>
Hiring Data
Non-HCM Majors:
- 14 in 2015
- 12 in 2016 (23% of HC accepted offers)
Fun Recruiting Facts about Digital Heath 2016

• 30% of all accepted startup offers (across industries)
• 42% of all accepted healthcare offers
  • 83% more than 2015
• Median startup internship salary higher this summer, driven by healthcare
## Companies That Made Internship Offers in 2016

<table>
<thead>
<tr>
<th>Pharma/Biotech</th>
<th>Med. Devices</th>
<th>Providers/Payers</th>
<th>Services</th>
<th>Start-Ups</th>
</tr>
</thead>
<tbody>
<tr>
<td>AbbVie</td>
<td>Medtronic</td>
<td>Cigna</td>
<td>Athenahealth</td>
<td>Accolade</td>
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<tr>
<td>Amgen</td>
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<td>American Corp.</td>
<td>Beacon health Options</td>
<td>Cidara Thera.</td>
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<tr>
<td>BioMarin</td>
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<td>Universal Health Services</td>
<td>Chartis Group</td>
<td>Clover</td>
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<tr>
<td>Bristol-Myers Squibb</td>
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<td>Belmont Senior Living</td>
<td>DaVita Healthcare Partners</td>
<td>Community Veterinary Part.</td>
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<tr>
<td>Celgene</td>
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<td>Brighton Health Group</td>
<td>Intrexon</td>
<td>Denali Thera.</td>
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<td>Eli Lilly</td>
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<td>Steward Healthcare Systems</td>
<td>Doximity</td>
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<td>Genentech, Inc.</td>
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<td>Turnbridge</td>
<td>Excelsior Group</td>
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<tr>
<td>GlaxoSmithKline</td>
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<td>United Healthcare</td>
<td>Fitango, Inc.</td>
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<td>J&amp;J</td>
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<td>Universal Healthcare</td>
<td>HealthVerity</td>
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<tr>
<td>Novartis</td>
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<td>InstaMed</td>
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<td>Pfizer, Inc.</td>
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<td>Iora Health</td>
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<td>Regeneron</td>
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<td>Jiff Health</td>
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<td>Sanofi &amp; Genzyme</td>
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<td>Koneksia Health</td>
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<td>Shire / Kelly Services</td>
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<td>Lumos Pharma</td>
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<td>Takeda Pharmaceuticals</td>
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<td>Nuna Health</td>
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<td>Takeda Pharmaceuticals</td>
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<td>Plum Healthcare</td>
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<td>Quartet Health</td>
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<td>Rezilir Health</td>
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<td>Vytalize Health</td>
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<td>YBrain</td>
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</tbody>
</table>

*Note: This table lists some of the companies that made internship offers in 2016. It is not exhaustive.*
Source of Healthcare Internship Offers: WG 17

*Preliminary data as of 7/2/16

- Wharton Job - On Campus Recruiting: 48%
- Personal Networking Connections: 22%
- Wharton Alumni Contact: 12%
- Wharton Job - Job Posting: 11%
- Other: 5%
- Trek Networking: 1%
- Career Fair: 1%
Timing of Healthcare Internship Offers: WG 17

*Preliminary data as of 7/6/16
Timing of Healthcare Full-Time Offers: WG 16

*Preliminary data as of 7/1/2016

- Summer Offers & Mature Recruiting
- Enterprise Recruiting

Count

August  | September... | October | November | December | January | February | March | April | May | June | July | August
---      |-------------|---------|----------|----------|---------|----------|-------|-------|-----|------|------|--------
Internship Salary Breakdown: Class of 2017

*Preliminary Data as of 7/1/16*

<table>
<thead>
<tr>
<th>Healthcare</th>
<th>Mature</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly Salary Range</td>
<td>$2,600-$10,833</td>
</tr>
<tr>
<td>25% Monthly Salary</td>
<td>$6,200</td>
</tr>
<tr>
<td>Median Monthly Salary</td>
<td>$7,000</td>
</tr>
<tr>
<td>75% Monthly Salary</td>
<td>$8,250</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Healthcare</th>
<th>Startups</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly Salary Range</td>
<td>$1,350 -$13,333</td>
</tr>
<tr>
<td>25% Monthly Salary</td>
<td>$5,500</td>
</tr>
<tr>
<td>Median Monthly Salary</td>
<td>$6,500</td>
</tr>
<tr>
<td>75% Monthly Salary</td>
<td>$7,650</td>
</tr>
</tbody>
</table>
**FT Salary Breakdown: Class of 2016**

*Preliminary Data as of 7/1/16*

<table>
<thead>
<tr>
<th>Healthcare</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Salary Range</td>
<td>$85,000-$200,000</td>
</tr>
<tr>
<td>25% Annual Salary</td>
<td>$110,000</td>
</tr>
<tr>
<td>Median Annual Salary</td>
<td>$125,000</td>
</tr>
<tr>
<td>75% Annual Salary</td>
<td>$135,000</td>
</tr>
<tr>
<td>Median Sign-On Bonus</td>
<td>$20,000</td>
</tr>
</tbody>
</table>
## Wharton MBA Alumni Survey 2014 - Total Compensation

Median (25\textsuperscript{th} percentile/75\textsuperscript{th} percentile)

<table>
<thead>
<tr>
<th>Industry</th>
<th>2005-2009</th>
<th>2010-2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health, Biomedical, and Pharmaceuticals</td>
<td>$240,000 ($195,950/$372,500)</td>
<td>$187,500 ($126,750/$243,750)</td>
</tr>
<tr>
<td>n=312</td>
<td>D 61</td>
<td>D 60</td>
</tr>
</tbody>
</table>

- **2010-2014**: $	ext{median} = 200000$, 25\textsuperscript{th} percentile = 126750, 75\textsuperscript{th} percentile = 243750
- **2005-2009**: $	ext{median} = 240000$, 25\textsuperscript{th} percentile = 195950, 75\textsuperscript{th} percentile = 372500
Companies That Sponsored International Students in 2016
*Preliminary Data as of 7/1/16

Amgen
Cricket Health
DaVita Healthcare Partners
Denali Therapeutics
Genentech
Intrexon
Ybrain USA
OmniActive
Healthcare at Wharton
## MBACM and Health Care Club Work as a Team

### Employer Relationships
- Industry relationships and firm knowledge
- Identify job opportunities
- Facilitate employer-student relationships

### Skill Development
- Job search skill workshops
- Resume reviews
- Mock interviews

### Advising
- Self assessment tools
- Support in setting priorities, job search planning, etc.

### Career related events
- Career treks
- Lunch & learns
- Speaker series
- Coffee chats

### Skill Development
- Education and enrichment events
- Job search skill workshops

### Advising and Mentorship
- 1Y/2Y peer mentorship
- Alumni mentorship programs

The VPs of Careers for HCC (a 1Y leadership oppy) serve as liaisons to MBACM to coordinate efforts.
Health Care Club

Dan Mulreany
Co-President

Toby AuWerter
Co-President

Highlights:
• Weekly newsletter aggregates key events and opportunities
• Career support throughout the entire process
• Professional enrichment through industry and peer speakers
• Some of the best social events of the year, including an annual boat party
• Kickoff party tentatively scheduled for 9/13

~220 members, including both Health Care Management majors and non-majors

Highest rated professional club at Wharton
# Health Care Opportunities @ Wharton

<table>
<thead>
<tr>
<th>Organization</th>
<th>Description</th>
</tr>
</thead>
</table>
| **Health Care Club**                              | • Lunch & Learns / Speaker Series  
• Career and Education/Enrichment Treks  
• Employer Coffee Chats  
• 1Y / 2Y Mentorship program  
• Social activities                                                                 |
| **Digital Health Club**                           |                                                                                                                                              |
| **Healthcare Business Conference**                | • Largest student-run health care conference in the country with 500-700 attendees each year (mid-February).                                    |
| **Wharton Global Health Volunteers**              | • Designed to give Wharton students the opportunity to participate in healthcare-focused service projects around the world.                   |
| **Penn Biotech Group (PBG) Healthcare Consulting**| • Graduate student run organization, aspiring to address the challenges and obstacles facing the extended healthcare industry through consulting projects |
DIGITAL HEALTH CLUB

Dues: $10/year

Club Description
The Wharton Digital Health Club is a professional club for all students interested in the intersection of health care and technology. Open to everyone with an interest in digital health, health tech or health care analytics.

Club Presidents
- Tim Daubert (daubertt@wharton.upenn.edu)
- Jeff Fiore (fioreje@wharton.upenn.edu)

Officer Election Timeline
- Early September for all 1Y VP positions

Events
- Career Treks & Company Visits
  - SF & NYC
- Student-led health care analytics consulting projects with various corporate partners
- Speaker series featuring a variety of start-up founders and Wharton alums
- Social events

Additional Info
- Open to ALL students (i.e. NOT limited to HCM students)
Next Steps and Resources

• **MBACM**
  - One-on-one advising sign-ups open now; sessions begin 9/12
  - Attend career workshops and utilize resources on MBACM website
  - Work on your resume; submit through CareerPath by 9/18 for MBACM feedback
  - Complete your CareerPath profile with industry preferences
  - Create saved job searches

• **Healthcare Club**
  - Treks, Lunch & Learns, Coffee Chats

• **Wharton Community**
  - Begin networking with your classmates and 2Ys
  - Search Wharton offer directory to identify 2nd years and target firms
    (Note: search criteria includes work authorization status)
Contact Information

Wharton MBA Career Management
Website: http://mbacareers.wharton.upenn.edu/student
General Email Inquires: mbacareers@wharton.upenn.edu

Manisha Jain, Career Advisor
jmanisha@wharton.upenn.edu

Amanda Rivera, Recruiting Relationship Manager
riamanda@wharton.upenn.edu

Club Presidents Contact info
Dan Mulreany – dmulr@wharton.upenn.edu
Toby Auwerter – auwerter@wharton.upenn.edu
Tim Daubert (dauberttt@wharton.upenn.edu)
Jeff Fiore (fioreje@wharton.upenn.edu)
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Questions?