



MBA - International
Career and Industry Guide



**EMPLOYABILITY
TEAM**

Advancing Careers

Contents

| | |
|--|-----------|
| Introduction | 2 |
| MBA Next Steps | 2 |
| Career Decision Making | 2 |
| Where and how can I do my research? | 3 |
| What industries hire MBA students? | 3 |
| Possible routes and areas of interest | 3 |
| Ways that you can gain experience throughout your MBA | 4 |
| Where to look for graduate schemes? | 5 |
| Changing Careers..... | 5 |
| Do you already have considerable related experience? | 6 |
| International MBA Roles..... | 7 |
| Psychometric Tests for Graduate Recruitment..... | 8 |
| Speculative Applications..... | 8 |
| Using LinkedIn | 9 |
| CareerZone | 9 |
| Enterprise | 10 |
| Employability Support | 10 |

Introduction

People study MBA for a variety of different reasons. Depending on your reasons for studying course, you may want to skip to the relevant section of the guide.

- Launch your graduate career
- Make a career change, transferring your skills and experience to a new sector or role (*please refer to Changing Careers section of the content page*)
- Progress within the sector you currently work in (*please refer to the Changing Careers section of the content page*)

MBA Next Steps

“What can I do with an MBA?”

“Which companies offer careers with my degree?”

If you’re asking yourself these questions then we would advise you to research your career choices as thoroughly and as early as possible, particularly in relation to experience required, different career routes you can explore.

Three ways you will succeed in finding a graduate job:

1. Undertaking paid work whilst at university or in the six months immediately after
2. Focusing your job search exclusively on graduate level jobs and making your applications whilst still studying
3. Having a career plan upon leaving university

Career Decision Making

Your first step should be to bridge the gap between where you are and where you want to be. Exploring your values, interests, and skills will help you find educational and career options that match up with your goals and plan for the future.

As well as being familiar with opportunities you can secure with the degree you are studying or have studied, it may be useful to take a careers assessment or quiz, to get a deep understanding of industries or alternative roles you may be suited to. Examples of these are below:

- **Buzz Quiz** – A short, fun quiz which uses the Myer-Briggs personality factors to determine what careers may suit you (as well as other things)
<https://icould.com/buzz-quiz/>
- **National Careers Service Skills Assessment** – An assessment that supports you in identifying your transferable skills as well as finding out what interests and motivates you.
<https://nationalcareers.service.gov.uk/skills-assessment-4>
- **Prospects** – Offers a ‘Career Planner’ which is a detailed career quiz as well as the ‘Job Match Beta’ which asks questions on interests, as well as what you find purposeful and rewarding, matching your answers with job roles.
<https://www.prospects.ac.uk/planner>

Where and how can I do my research?

[Business, consulting and management | Prospects.ac.uk](#)

[Milk Round](#)

[Explore careers | National Careers Service](#)

[Job Search | Indeed](#)

What industries hire MBA students?

All businesses have a need for the skills and knowledge that someone with an MBA can bring. This means that there are opportunities for MBA graduates across a wide range of industries such as:

- Consulting
- Energy
- Finance/accounting
- Health care
- Technology
- Manufacturing
- Non-profit/government
- Consumer products/services
- Retail
- Transportation
- Teacher Training / Education
- Engineering
- Real Estate
- Property Management

Possible routes and areas of interest

[BUSINESS ADVISER](#) (Business Consultant, Enterprise Adviser, Business Coach)

[HUMAN RESOURCES OFFICER](#) (Human Resources Coordinator, Human Resources Specialist)

[MARKETING EXECUTIVE](#) (Mobile Marketing Executive)

- Entry level position – ‘Assistant’ or ‘Entry Level/Junior’

[MANAGEMENT CONSULTANT](#)

- Entry level position – ‘Graduate’ or ‘Entry Level/Junior’

[PRODUCT MANAGER](#) (Offering Manager, Solutions Manager)

[MARKET RESEARCHER](#) (Market Research Interviewer)

[HIGHER EDUCATION LECTURER](#) (University Lecturer)

[DIGITAL MARKETER](#) (Digital Marketing Specialist, Online Marketing Executive, Digital Marketing Executive, Internet Marketing Officer, Digital Marketing Officer)

[INTERNATIONAL MARKETING EXECUTIVE](#) (Mobile Marketing Executive)

[DATA SCIENTIST](#) (Data Scientist Co-Op, Data Scientist Manager, Associate Data Scientist)

[EXTERNAL AUDITOR](#)

[SALES EXECUTIVE](#) (Field Sales Executive, Sales, Representative, Salesperson)

[SUPPLY CHAIN MANAGER](#) (Supply Chain Strategist, Supply Chain Analyst)

[FINANCIAL MANAGER](#)

[MANAGEMENT ANALYST](#)

- Entry level position – Consulting Executive, Administration Executive, Associate Business Analyst

[INTERNATIONAL SALES REPRESENTATIVE](#) (International Sales Representative)

[INTERPRETER](#) (Paraprofessional Interpreter)

[FINANCIAL TRADER](#) (Sales Trader, Equities Trader, Derivatives Trader, Securities Trader, Forex Trader, Flow Trader, Proprietary Trader, Equities Trader)

[BUSINESS ANALYST](#) (Business Process Analyst, Functional Analyst, Process Owner)

[FINANCIAL CONTROLLER](#)

[BUSINESS DEVELOPMENT MANAGER](#)

[INTERNATIONAL TRADE & CUSTOMS MANAGER](#)

[ENTREPRENEUR](#) (Owner, Founder)

[ECONOMIST](#)

[INTERNATIONAL ECONOMIST](#)

[INTERNATIONAL ACCOUNTANT](#)

[PROCUREMENT MANAGER](#) (Procurement Engineer, Purchasing Manager, Purchasing Manager, Category Manager)

[CORPORATE INVESTMENT BANKER](#)

[INTERNATIONAL FINANCIAL ANALYST](#)

- Entry level position – ‘Associate’ or ‘Entry Level/Junior’

[POLICY ANALYST](#) (Researcher)

- Entry level position – ‘Associate’ or ‘Entry Level/Junior’

[IMPORT/EXPORT COMPLIANCE SPECIALIST](#) (Import/Export Agent)

[INTERNATIONAL BANKER](#)

Ways that you can gain experience throughout your MBA

1. Gain some work experience, this could be in a role that provides you sector relevant experience, or you could work in a role that will help to build up your professional skills. If you are in existing employment, can you take on more responsibility to learn more skills?
2. Complete an internship, this will give opportunities to know the industry of your choice and ways to become part of it. Apart from the knowledge and experience, MBA internships enhance personal networking too.
 - a. [Internships | Bright Network](#)
 - b. [Business Internships in London | The Intern Group](#)
 - c. [Business Internships and Placements 2023 | RateMyPlacement](#)
3. Work experience: arrange a period of work shadowing with an experienced professional
4. At university: get involved with schemes and societies connected with the university e.g., become a member of our Business society
5. Mentor: find a mentor within the industry who can guide you in your career
6. Virtual work experience – Bite-sized 5-6-hour virtual work experience programs that give students a genuine career advantage with the world’s top companies
 - a. [Free Virtual Work Experience Programs from Top Companies - Forage \(theforage.com\)](#)
 - b. [Free Virtual Work Experience | Springpod](#)
7. Volunteering: work with and support a local charity, there are so many opportunities and roles within the charitable sector
 - a. [Business Volunteers - Employee Volunteering](#)

- b. [Volunteer - GOV.UK \(www.gov.uk\)](http://www.gov.uk)
 - c. [Welcome to Team London volunteering | Team London](#)
 - d. [Volunteering | Prospects.ac.uk](#)
 - e. [Skills-based volunteering — BIG Alliance \(thebigalliance.org.uk\)](http://thebigalliance.org.uk)
 - f. [Business skills | ELBA \(elba-1.org.uk\)](http://elba-1.org.uk)
8. Becoming a member of a professional body, this may give you full access to events and vacancies related to your chosen industry
- a. [IBSA \(theibsa.org\)](http://theibsa.org)
 - b. [World Trade Organization - Home page - Global trade \(wto.org\)](http://wto.org)
 - c. [ICC | International Chamber of Commerce \(iccwbo.org\)](http://iccwbo.org)
 - d. [GlobalTrade.net | The Directory for International Trade Services](#)
 - e. [Membership | Association For Project Management \(apm.org.uk\)](http://apm.org.uk)

Where to look for graduate schemes?

A graduate scheme gives you: hands-on experience of different areas of a company, a chance for you to follow a structured training programme and a route to develop your talent as a future leader at a company. Having a Masters may give you a great edge over other applicants when it comes to applying for graduate schemes. Here are some companies that regularly hire MBA graduates:

- [PWC](#)
- [Deloitte](#)
- [Google](#)
- [JP Morgan](#)
- [Civil Service Fast Stream](#)
- [EY](#)
- [HSBC](#)
- [Barclays](#)
- [Goldman Sachs](#)
- [Rolls Royce](#)
- [Accenture](#)
- [Avanade](#)
- [BAE Systems](#)
- [Mott Macdonald](#)
- [Fujitsu](#)
- [Artelia](#)

Changing Careers

It's never too late to retrain in another field - in fact, having life experience behind you when heading back to university can work to your advantage

[Make a career change | Prospects.ac.uk](#)

[Career Change Advice | At 30, 40, 50 | Career Consultants](#)

[How to Change Your Career | Guardian Jobs \(theguardian.com\)](http://theguardian.com)

[How To Change Careers, According To 50 People Who Made A Pivot \(forbes.com\)](http://forbes.com)

Whilst you are completing your degree, or once you have graduated, you may be looking for make a career change into a different industry or a different role. Consider these points when looking to progress into something new

1. Stepping Up

- a. Can you progress from your current role into a new role within the company or industry?
- b. Have you spoken to your manager or HR department about the opportunity for progression or taking on further responsibilities?
- c. Can you accept supervisory responsibilities?
- d. Can you apply for a role similar to your current role where there is scope for development?

2. Stepping Out

- a. Move into a different sector - have you researched what sectors you are interested in working in? Can you network with individuals in this sector? Can you gain any relevant work experience?
- b. Look into your transferrable skills and how these can be used in another role or industry
- c. Demonstrate how you can be a great fit and asset to another company

Do you already have considerable related experience?

An MBA is a great way to secure your career acceleration.

You may have considerable relatable experience that you have gained prior to studying for an MBA and will be using this qualification to rise into managerial and senior leadership positions. Having extensive industry experience and an MBA qualification may open the door to the following senior positions:

- General manager
- Department/division director
- Department/division executive director
- Chief executive officer
- Chief operations officer
- Chief financial officer
- Chief marketing officer
- Chief information officer
- Financial controller
- Risk Management Business Specialist

When searching for senior leadership or managerial positions, you may need to use specialist job searching websites which cater for applicants with extensive industry knowledge and experience. Some of these websites may only list jobs that have a salary of £50,000 or above.

- [Aruba Exec](#)
- [Exec Appointments](#)
- [Executives on The Web](#)
- [Experteer](#)
- [Senior Executive jobs | Guardian Jobs \(theguardian.com\)](#)
- [Executive Opportunities - Search Executive Jobs Online \(stoneexecutive.co.uk\)](#)

International MBA Roles

Some graduates of International MBA programs prepare for global business careers by taking international internships and gaining proficiency in foreign languages.

The economic interrelationship among countries is growing, making this field lucrative. MBA graduates in this sector get in-depth training in the market competition around the world, export and import, international finance standards, international customs laws, etc.

International MBA programs prepare students for management positions within multinational companies, and these graduates are expected to lead their organizations in all areas of international business such as marketing, financial management, logistics and trade regulations. Examples of international roles are shown below:

- Multinational Marketing Manager
- International Trade Policy Adviser
- Global Supply Chain Manager
- International Trade and Customers Manager
- Export Coordinator
- Import / Export Agent
- Foreign Currency Investment Adviser
- Foreign Sales Representative
- Export Manager
- Government Affairs Director
- International Business Development Manager
- Marketing Analyst
- International Management Consultant
- Administrative Service Manager

International Recruitment

Different countries have different formats and conventions for CVs and cover letters. If you are planning to apply for employment in other countries, you might find the following sites useful for your research.

[Graduate Prospects](#)

Country-specific career and employment information for over 50 countries, freely available. Although mostly aimed at graduates, this is none the less a useful resource and provides a wide range of information.

[Going Global](#)

Employment and careers information resources for over 30 countries is free of charge, and fuller country profiles and information can be purchased.

Here is a list of international job-hunting websites:

- [Exec Appointments](#)
- [The Ladders](#)
- [Indeed Worldwide](#)
- [Monster Worldwide](#)

Psychometric Tests for Graduate Recruitment

Psychometric Tests are commonly used in graduate recruitment. They help to identify your skills, knowledge and personality. They're often used during the preliminary screening stage, or as part of an assessment centre. They're objective, convenient and strong indicators of job performance - making them very popular with large graduate recruiters.

Personality tests explore your interests, values and motivations, analysing how your character fits with the role and organisation. They analyse your emotions, behaviours and relationships in a variety of situations.

Aptitude tests assess your reasoning or cognitive ability, determining whether you've got the right skillset for a role. Administered under exam conditions, you'll often be given one minute to answer each multiple-choice question. Your intelligence levels are compared to a standard, meaning that you must achieve a certain score to pass. Common tests include:

- Verbal reasoning – your ability to understand written information
- Numerical reasoning – how you think using numbers
- Abstract or spatial reasoning – your ability to understand patterns, logical rules or work with shapes
- Personality - questions about how you behave, to predict how you might act in a work situation (there are no right or wrong answers)
- Situational judgement tests - set a scene and ask what you would do in that situation

You can practice Aptitude Tests on Carer Zone!

Career Zone > Step Two > Aptitude Tests

[Psychometric tests | Prospects.ac.uk](#)

[Aptitude & Psychometric Tests for Graduates | Bright Network](#)

You can also find free practice tests on sites like:

- [The Psychometric Test Project](#)
- [The British Psychological Society](#)
- [SHL practice tests](#)

Speculative Applications

A speculative application is when the job seeker conducts research and directly contacts a company they wish to work for to see if there are any employment opportunities. Statistically, almost 60% of jobs are not actively advertised on the open market (UK Careers Fair).

Targeting and reaching out to companies to enquire about opportunities may increase your chances of success in the competitive job market. Being proactive in this way can give you access to a much wider variety of roles and increase your chances of success in the competitive job market.

Speculative applications provide a direct route into the company and contacting recruiters can lead to:

- Temporary or permanent work
- Internships or work shadowing opportunities
- Increased business connections

Even if it turns out there isn't a job available, your positive approach may impress the employer sufficiently that they'll bear you in mind for future vacancies that arise.

To find out more about speculative applications, please see page 5 of our **'Cover Letter writing guide and examples'** under the 'Employability Resources' tile for more information and an example.

Using LinkedIn

LinkedIn is a social network for professionals, and it's the easiest way to make connections in your industry from the comfort of your home. LinkedIn also advertises vacancies, so it's a great place to search for jobs as well. It is vital for graduates to use and utilise LinkedIn!

Your profile should detail relevant professional information including your previous experience, skillset and education history, which you can then use to connect with companies and individuals and start building a network of contacts.

You'll be recommended jobs based on your interests and the companies you follow, so by signing up you could come across opportunities that you didn't even know existed.

Make sure your profile is ready to be seen by recruiters by:

- **Utilising your biography** - this is the first thing recruiters will see when looking at your profile, so make it count. Let them know what type of roles you're looking for and share your current location, as well as your course, key modules, dissertation, work experience, interests, hobbies and key accomplishments - but be selective, as some part-time jobs may not be relevant
- **Following relevant companies** - they'll post company and sector-wide updates, so this is a great way of staying clued up on what's happening in the industry
- **Looking to people you admire** - thanks to the 'Experience' section of LinkedIn profiles, you can see the steps taken by people in the roles you're aspiring to enter

CareerZone

Career Zone is a digital platform which provides careers and employability online resources for all our students. CareerZone has great resources to help you explore, understand and decide your career path, and the below sections provide you up to date information on various industries and job roles.

- **'Industry Reports'** – bespoke industry sections with further links to useful websites for further exploration
- **'Labour Market Information'** - explore different roles, with facts about each role, including employment growth, average working hours and salaries, as well as common tasks and required qualifications
- **'Career Pathways'** - videos directly from people who perform various roles, allowing you to get a real sense of what the role is about.

To access Career Zone, log into your VLE platform. On the right side of the screen, you will see 'Services' where you can click on the Career Zone button, which takes you directly into the platform.

Enterprise

You might also want to explore the world of enterprise. If you've got a great idea and you spot a gap in the market and want to earn a living from doing something you're passionate about, if you start your own business, you won't be unemployed.

You might want to help others or make the world a better place, so if you have a product or service that can save people time, or money, or stress, and generally make life better, then this is always a great reason for starting a business.

The Enterprise Hub is an entrepreneurial support service provided to current students and alumni who wish to establish their own businesses. The Enterprise Team is comprised of experts who possess a wide range of specialist business skills and experience. This includes a group of students and alumni entrepreneurs who offer not only their insights to running a successful business but also provide additional guidance as peer mentors. The Hub offers bespoke workshops to those already running businesses as well as those seeking to establish new start-ups. To register your interest or for more information please contact our Enterprise Team via email - Enterprise@london.aru.ac.uk

Employability Support

If you need any employability support or want to discuss your future career options, you can book a one-to-one appointment with one of our Careers Consultants. Please drop us an email at employability@london.aru.ac.uk or call us 0207 400 6789 and we'll get you booked in as soon as possible.

Assisting with queries about:

- Exploring your next steps
- Career planning
- Gaining work experience
- CV building and review
- Job application support
- Interview preparation