

McKinsey & Company  
Massachusetts Institute of Technology



The career path  
you choose today  
will give you  
exceptional  
opportunities  
tomorrow.

# Welcome to McKinsey & Company.

McKinsey & Company is a management consulting firm that advises senior management of the world's leading organizations on issues including strategy, organization, technology and operations. People join us from a wide range of disciplines, and you'll find that we're more interested in your achievements than your particular area of studies. Working with us, you will become part of the world's most influential

leadership network: our colleagues, our clients, and our alumni. You will gain exposure to leaders of organizations in the private, public, and social sectors, working side by side with them on their toughest challenges. You will work across a range of industry sectors, and receive formal and on-the-job training and support that will help you build your business knowledge and launch you on your own path to leadership.

# McKinsey & Company at MIT – All courses and backgrounds

## **Business Analyst**

Currently pursuing your undergraduate degree or have completed your undergraduate degree after July 1, 2009.

### **Business Analyst Presentation**

Thursday, September 13  
7:30 – 9:00 PM  
34-101

### **Coffee Chats**

Friday, September 14  
10:00 AM – 2:00 PM  
Area Four 500 Technology Square

### **Career Fair**

Friday, September 21  
10:00 AM – 4:00 PM  
Johnson Athletics Center, 2nd floor

### **Application Deadline**

Sunday, September 23  
[www.mckinsey.com/usschools](http://www.mckinsey.com/usschools)

Brenna Stearns at [Brenna\\_Stearns@mckinsey.com](mailto:Brenna_Stearns@mckinsey.com)

## **Associate**

Advanced Professional Degrees (APD) Ph.D. students, Post-docs, M.D. students, Interns, Residents, Fellows, and non-M.B.A. Masters students, who have completed their undergraduate degree before July 1, 2009.

### **Masters Presentation**

Thursday, September 6  
6:30 – 8:30 PM  
1-190  
for non-M.B.A. Masters students


### **Ph.D. and Post-doc Presentation**

Monday, September 10  
6:30 – 8:30 PM  
1-190  
for Ph.D. and Post-doc students

### **Application Deadline**

Sunday, September 16  
[www.apd.mckinsey.com](http://www.apd.mckinsey.com)

Corinne Ferrara at [Corinne\\_Ferrara@mckinsey.com](mailto:Corinne_Ferrara@mckinsey.com)



“I was clear on what I wanted to do at McKinsey: pharmaceuticals and biotech work. What I didn’t expect is that people here would go out of their way to support my passion in a niche area of interest.

A client was trying to commercialize a product that was similar to my Ph.D. thesis, and it was such an exciting project. It wasn’t a fit with my role at the time or my location, but it was a lifetime opportunity, and my mentors worked very hard to make sure I could get it.”

**Vicki**

Ph.D., Bioengineering, University of California, San Diego  
B.S. in Chemical Engineering, M.I.T



## Leadership Network

What would you do with access to the most influential leadership network in the world?

When you join McKinsey, you become part of a diverse global community – a network of the best problem-solvers from a spectrum of academic and professional fields.

Your colleagues will include other undergraduates, Ph.D.s, M.D.s, Masters, M.B.A.s, J.D.s, and experienced professionals representing more than 110 countries and speaking over 120 languages.

Your clients will be among the most influential leaders in businesses, government, and other preeminent institutions.

You will also have access to a broad network of McKinsey alumni – able to help you when called on.



**“I’ve grown substantially during my time at McKinsey. The firm puts more emphasis on learning and continued development than any other option I considered.**

There are incredible training programs for the analyst class, as well as informal on-the-job learning from colleagues and mentors. They help you think through the steps of a problem to enable you to discover the answer for yourself.”

**Brett**

B.A. in Cultural Anthropology and Economics,  
Columbia University

## Growth

Where will exceptional growth take you?

At McKinsey, you will be constantly challenged to ensure that you become the most accomplished and capable business professional possible.

You will have unparalleled opportunities to refine your skills in research, problem solving, communication, and leadership.

As you demonstrate your abilities to succeed in this environment, more opportunities will become available to you that will accelerate your development.

In addition, from the first day you join, your local office will look to you to get involved with and lead many activities, such as community service projects, research and knowledge development, sports (such as soccer, tennis, and basketball), office retreats, and non-profit initiatives.





“I had the opportunity to work on a social sector project, helping African countries implement their national malaria strategy.

Our team helped them take action. I liked the exposure to all the different parts of the healthcare field. I read an article about some of our work on the African malaria tool, when it started to be used in one of the countries. It is so rewarding to feel that our work is meaningful and has impact.”

**Jessica**

B.S. in Biomedical Engineering,  
Yale University



## Impact

We invite you to solve some of the world's greatest challenges with us.

Our clients are influential people in business, government, and other pre-eminent institutions. They call us when they have major strategic or operational needs, and they look to us for honest, objective, thoughtful, fact-based advice. They seek our help when they find themselves under pressure to deliver results, or in uncertain times. They come to us when information is difficult to get and insights are scarce. They turn to us when they want a truly global perspective.

They expect innovative solutions to their most challenging problems. They expect better ways to address their biggest opportunities, both professional and personal. Most importantly, they expect trustworthy help from a professional who is connected to a leadership network that can bring extraordinary insights and resources very quickly.

Our people are motivated by being a force for positive change. When you join us, you get daily opportunities to work with business leaders, government leaders, and leaders of institutions to help them make decisions that will have major consequences for their people, their businesses, and the countries in which they operate.



“I am truly thrilled to be at a firm that appreciates working mothers and working women and supports the decisions they make.

Since joining McKinsey, I have had the flexibility to take time off as needed to focus on family, and have received overwhelming support from people at all levels of the organization. I really believe that you can “make your own McKinsey” here, as it offers a strong network of women and men who can help you achieve the goals you set for yourself.”

**Nneka**

M.D. / M.B.A., Yale University – School of Medicine

B.S. in Mechanical Engineering, M.I.T


## Opportunity

We provide the broadest set of experiences which build exceptional leaders.

At McKinsey, you can determine your own career path. Over the course of your career, you can choose from the widest possible range of challenges in an array of industries and functions in more than 90 offices and over 50 countries. This range of opportunities, and our fluid organizational boundaries, make it possible for you to build your leadership skills—world-class expertise, problem solving, project and team leadership, and influencing—far more quickly than in any other job.

Whatever you want to learn or explore, McKinsey will help you find a challenge to fit your passion. We also encourage you to take advantage of the entrepreneurial nature of the firm. If you can make a solid case for your ideas about what we can do, and should do, you can turn it into our next project.

You will quickly become accustomed to taking the top management perspective; seeing each company as a whole and weighing the real consequences of decisions and actions. After a few years at McKinsey, you will be prepared to meet just about any leadership challenge you can find.



“I feel that McKinsey is a firm that wants people to do great work.

They create a culture and a set of opportunities that give me the tools to be whoever I want. I feel empowered by that mission and set of values.”

**Stephen**

Ph.D., Atomic Physics, M.I.T

B.A. in Mathematics and Physics, Rice University



## Guiding values

Our professional values, which have guided us for more than eight decades, determine the way we do things.

We work according to a strict professional code of ethics. We strive to create lasting impact with our clients while creating an unrivaled professional environment for our colleagues. We always maintain our clients' confidentiality. We believe in the 'obligation to dissent', even when it means turning away a client or delivering tough messages.

Our motivation is helping clients achieve results. It is through this impact that the firm thrives and each of us achieves personal success. We measure our success by how well we uphold our values, help our clients, support our peers, and develop our talent. Our experience tells us that when we do what is right for our clients and for one another, true success follows.



# A career with McKinsey & Company

## **Generalist:**

In the Generalist role, you will have the opportunity to help the world's leading organizations in the world solve some of their most difficult problems. Throughout your tenure you will gain broad exposure to a variety of different industries and functional areas, which could include, but are not limited to: pharmaceuticals, retail, and telecommunications on issues such as operations, organization, strategy, and technology. Some examples of the specific work a McKinsey Generalist might do include: interviewing clients, leading client teams, building financial models, creating and delivering presentations, and working with McKinsey subject experts to develop perspectives and insights for the client.

## **Business Technology (BT):**

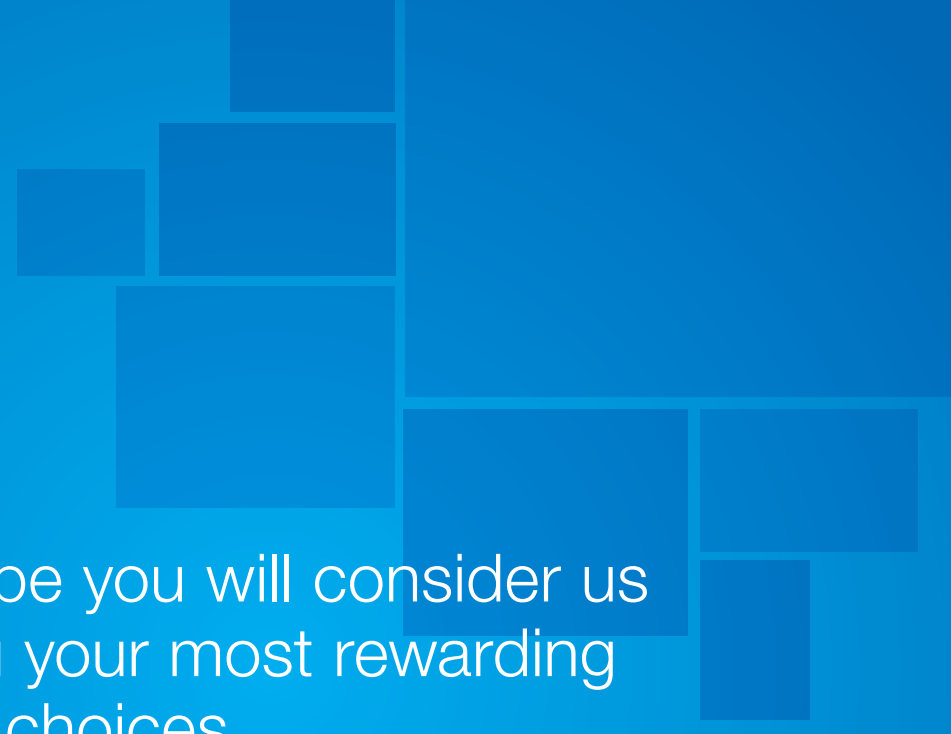
Technology is one of the most significant drivers of business value today. Our 600 consultants help clients realize this value by formulating technology-enabled business strategies, improving operations through the use of technology, and strengthening corporate IT departments. BT serves clients across a wide variety of industries and while our consultants share a passion for technology, they also work across various functions to build a well-rounded leadership perspective.

## **Corporate Finance (CF):**

CF benefits from the experience we amassed from years of serving the world's top companies in every industry sector globally. Our 400 CF consultants ensure our engagement teams are able to deliver sophisticated financial insights into corporate and capital market strategies, finance function transformation and transaction execution, as well as post-merger, performance management and risk management issues.

## **Operations (OPS):**

The Operations practice is one of the most active practices in the firm and is expanding continually to meet client demand in all sectors. McKinsey is committed to helping our clients achieve world-class operations. A core strength of the Operations practice is our ability to blending strategic thinking with hands-on implementation, and to develop and define operational strategies to help our clients solve their most critical operations problems.



We hope you will consider us  
among your most rewarding  
career choices.

[www.mckinsey.com/careers](http://www.mckinsey.com/careers)