

Career Management Center Trip Report  
Submitted by Karin Ash

Visit to Deutsche on October 15, 2008

Stephanie Lin Ma, Director, Recruiting S&T, Research, IB  
Faye Woodhead, Director of MBA Recruiting CIB

Purpose and Summary of Visit

Bob Andolina and I visited with Stephanie and Faye to assess the current and future hiring of MBA candidates for the sales & trading function. For the last few years, there has been a steady decrease in MBA recruiting as more analysts were hired and then promoted to associate level.

Deutsche recruits from 6 schools for the sales & trading function. Different from some other firms, Deutsche continues to recruit MBAs for S&T and Research. In peak years, Deutsche recruits 30-40 MBAs and 70-80 Bas. Of the MBAs hired, 95% are in S&T and 5% in Research. Deutsche hires an equal number of candidates between the US, UK and Asia.

We requested that Deutsche reconsider their core schools for S&T and Asset Management and add Cornell since they are already recruiting on campus for IB.