

CLIENT PROFILE: BANK TECHNOLOGIST INTERESTED IN INTERNATIONAL DEVELOPMENT

ACADEMICS

College: Major Middle Eastern University
GPA: 2.9 to 3.1
Major: Computer Science
Activities: Active in several on-campus organizations
GMAT: 670 to 690

PERSONAL/OTHER

Hometown: Middle East/Southern USA
Hobbies: Golf, skiing, pilates
UNIQUE PERSONAL EXPERIENCES: Lived in four countries
Community service: Mentored refugee families and active in an organization for the advancement of a religious group
Recommenders: Former supervisors

WORK EXPERIENCE

Industry: Information Technology
Years of work experience: 6
Functional experience: Operations, technology
Analytical experience: Programming
Management experience: No formal managerial experience

GOALS

Stretch MBA program: Wharton, Columbia
Short-term goal: International Strategy Consultant
Long-term goal: Own a company that encourages Middle Eastern entrepreneurship

CHALLENGES

- Low undergraduate GPA (even lower in major) at a non-premier university
- Non-traditional work experience (information technology) with no managerial experience
- Concerns about losing job in tough economic environment prevented use of current manager as a recommender
- Unclear and underdeveloped long-term goal
- Focused on attending top 10 schools only

PRIMARY ADMIT ADVANTAGES

- Encouraged client to attend classes to support academic proficiency
- Application Strategy
- Created a personal brand that includes strong analytical skills, deep volunteer experience and an international perspective that would be valuable to the class
- Highlighted evidence of entrepreneurship in work experience
- Focused on breadth of volunteer activities and showed leadership capacity in the volunteer setting to offset lack of formal management experience in a work setting
- Helped client identify unique areas within each MBA program that would support the client's long-term goal of entrepreneurship; clearly outlined in the application essays
- Recommender preparation – provided recommenders with a framework including info on client's recent accomplishments, reasons for attending business school, and personal goals

RESULT: ACCEPTED INTO WHARTON, YALE, UVA (DARDEN), STERN!