

CLIENT PROFILE: ENVIRONMENTALIST SEEKING CAREER IN SUSTAINABILITY MANAGEMENT

ACADEMICS

College: Large American mid-Atlantic private school
GPA: 3.4 to 3.6
Major: Economics & Environmental Studies
Activities: Environmental club, soccer club
GMAT: 710 – 730

PERSONAL/OTHER

Hometown: Mid-Atlantic
Hobbies: Travel, fishing, baseball, outdoor activities
UNIQUE PERSONAL EXPERIENCES: Extensive travel to over 12 countries including a few where he studied, extensive research working with city government council to educate citizens on green living
Community Service: Extensive work with homeless, environmental training, and food assistance
Recommenders: Current managers

WORK EXPERIENCE

Industry: Environmental support
Years of Work Experience: 3
Functional Experience: Strategy, operations, project management
Analytical Experience: Technology requirements
Management Experience: Management of projects including land areas

GOALS

Stretch MBA Program: Cornell
Short-term goal: Work for a boutique environmental consulting firm
Long-term goal: Run a sustainable energy company

CHALLENGES

- Lack of knowledge on which experiences to include in his essays
- Client's organization and industry do not typically send many candidates to elite MBA programs
- Unclear about the best school choices
- Lack of strong management background
- Limited work experience

PRIMARY ADMIT ADVANTAGES

- Worked with client to develop a cache of stories/experiences showcasing leadership characteristics relevant for business school and future career
- Structured essays, interview, and recommenders to demonstrate knowledge of the sustainability industry and Cornell's specific focus on this field, prepped recommenders on specific items to cover within their recommendations

RESULT: CORNELL MATRICULATION WITH A LARGE SCHOLARSHIP!