

TECHNOLOGY

Technology is transforming every industry and MBA graduates are driving that change. A career in tech offers the chance to innovate, solve real problems, and shape the future of business.

	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY+
KEY ACTIONS	Conduct research and join Tech Association	Identify target list: big tech, mid-sized, startups	Apply to roles Practice casing	Some 1 st round interviews begin Continue applying	Manage interview schedules Continue to prep during break	Big Tech interviews take place Discuss offers, acceptance deadlines with career advisor
	Understand how recruiting timelines vary across firms	Attend CDO PM workshop	Mock interviews with advisor/alum	Practice whiteboarding, estimation, product sense and STAR format	Apply to any fall-cycle roles	Keep attending Tech Association and CDO events
	Gain industry and function knowledge	Behavioral and technical prep, review resume and LinkedIn	Track deadlines, events and contacts, continue networking		Send thank you notes	
ONGOING ACTIVITIES	Schedule coffee chats with 2Y MBAs & alumni		Conduct coffee chats			Keep networking
	Attend and network at company information sessions					Customize your story and stay interview-ready
	Outline, refine your value proposition and pitch					

What Roles Can MBAs Play in Tech?

There's something for everyone in tech, whether you're customer-focused, data-driven, or strategy-oriented.

Here are common roles that MBA graduates pursue:

- **Product Manager (PM):** PMs collaborate across teams to bring new products to life. They research user needs, develop concepts, guide product development, and analyze performance. Roles can be technical or non-technical.
- **Product Marketing Manager (PMM):** PMMs focus on understanding the customer and market. They drive go-to-market strategies, manage positioning, engage with partners, and monitor competitors.
- **Business Development, Strategy and Corporate Development:** These roles focus on identifying growth opportunities, entering new markets, and aligning business strategies with customer needs.
- **Operations Manager:** Found at most tech companies, this role focuses on improving internal systems and processes. Amazon's Pathways Program is a well-known example, offering rotations across supply chain operations and leadership development.

The Recruiting Process

Tech recruiting is less structured than other industries. Most companies don't follow a set timeline or recruit heavily on campus. Instead, they host multi-school virtual info sessions—attending these is crucial for insights and visibility.

- **When to Apply:** Roles are posted on a rolling basis—from early fall to late spring. Apply early, as many companies screen and interview applicants as they apply. Some positions close as soon as they're filled.
- **How to Stand Out:** Networking is key. Connect with alumni, attend national conferences, and leverage career fairs. Stay organized, track timelines, and prioritize relationship-building with your target companies.

Why Tech Values MBAs

According to the most recent GMAC Corporate Recruiters Survey, tech companies are among the most confident in business schools' ability to prepare students for success.

Top 5 Most In-Demand Skills Today

1. Problem solving
2. Communication skills
3. Data analysis and interpretation
4. Technology/IT skills
5. Strategic thinking

Top 5 Future Skills

1. Skills in using AI tools
2. Technology/IT skills
3. Strategic thinking
4. Communication skills
5. Data analysis and interpretation

Do You Need a Technical Background?

Not necessarily. While technical roles (e.g., Technical PM or Technical Sales) may require a background in CS, engineering, or MIS, most MBA-level roles do not. What matters most is your ability to learn quickly, collaborate cross-functionally, and communicate effectively. If you're pivoting, consider learning basic programming or data analytics through platforms like Coursera, edX, or DataCamp. Coffee chats with current MBAs in tech roles can also help clarify what's expected in your target roles.

Relationship Driven

Alumni are a valuable resource in tech recruiting. They can offer insights into roles, company culture, and how to stand out. Be proactive in reaching out, tech recruiting often depends on strong, informal networks. Come prepared, have a clear story, and show genuine interest in the field.

Internship Offer Timeline

Most tech internship offers are extended beginning in January, with the majority occurring in February and March. Some offers may continue into the spring semester. While a few roles may open as early as the fall, this is less common.

Full-Time Offer Timeline

The majority of full-time tech offers are extended between August and November, often following summer internships. For those without a return offer, additional roles may appear later in the year, though they are typically more scattered and dependent on business needs.

Second-Year Strategy

Didn't land your top-choice opportunity?

Refocus on roles that help you build relevant tech skills. Use the summer to upskill—learning programming languages, data tools, or project management frameworks can give you a competitive edge for full-time recruiting.

Didn't secure a tech internship?

Networking becomes even more important. Be prepared to clearly communicate your pivot story, your interest in tech, and how your skills align with the company's needs. Use tools like RocketBlocks to prepare for product management and strategy interviews over the summer. Be sure to stay connected to the tech community to stay informed on trends, roles, and emerging opportunities.



Scan the QR code to find helpful technology recruiting resources or visit cdo.business.rice.edu.