

**Employer Name:** M&T Bank

**Position Title:** Management Development Program – Marketing & Product Management

**Location:** Baltimore, MD

**Industry:** Commercial Banking & Credit

**Job Description:**

The Selective Liberal Arts Consortium will hold its DC Recruiting Day in Washington, DC on Monday, January 6, 2020. Please be aware that travel is required to participate in this event, and interviews will take place on that date and at that location only. You will be notified by November 22nd if you have been selected to interview.

Please ensure that you have completed the work authorization status in your Handshake student profile as that will help you determine how closely you meet the employer's job/internship preferences.

Since 1983, M&T's Management Development Program (MDP) has been the entry point for undergraduate students of all majors looking to further develop their leadership skills and grow their business acumen.

*What can you expect from the Management Development Program?*

- Non-rotational program with a direct-placement position, where you immediately add value
- Intensive training in communication, leadership, and finance; enabling you to apply these skills in daily roles
- Access to an instant peer group that is passionate about serving M&T's communities and provide an understanding of all divisions at the bank
- Networking opportunities with senior leadership

**Who We Are:**

The business of Banking has changed. Economic conditions, the regulatory environment, competition, consumer preferences and expectations, and the general perception of the financial services industry are vastly different than they were even 10 years ago. Despite the changing landscape, the vision of M&T remains as relevant as ever. We anticipate that the pace of change will accelerate, and we have embarked on an ambitious transformation journey to adapt to this new environment to achieve future success. Through this initiative, we have established a set of principles and strategic objectives that guide how and where we will change. As we progress we are looking to the Management Development Program as a source of valuable talent to help us change and adapt.

**Marketing & Product Management Function:**

Management Trainees working in Marketing & Product Management will utilize different media channels incorporating customer and market expectations through:

- Online & Mobile Banking
- Brand Campaign
- Competitive Analysis of peer banks
- Advertising new products

**Minimum Qualifications:**

- Bachelor's Degree (or Master's) candidate
- Must have a 3.0 GPA or above
- Demonstrated leadership skills
- Strong analytical skills and communication skills
- Demonstrated ability to work individually as well as on a team
- Must have 1 year or less full-time or less than 6 years part-time relevant work experience (*military service excluded*)
- Authorized to work in the U.S. on a full time, permanent basis without future sponsorship

**How to Apply:**

Students attending one of M&T's target schools should apply through their campus career centers resume submission process (Handshake). In addition, applicants must visit this [link](#) to complete a profile. Upon being preselected, for an on-campus interview, M&T will provide a complete list of openings with descriptions and



locations. Students are welcome to apply for more than one function and position to be discussed during the on-campus interview.

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**Contact:** Kristina Felber

**Duration:** Permanent

**Job Function:** Finance

**Employer Description:**

M&T Bank's vision is to be the best company our employees ever work for, the best bank our customers ever do business with, and the best investment our shareholders ever make. Our commitment to living up to our values and truly "understanding what's important" have helped make us one of the best performing regional banks in the nation and a Fortune 500 company. We've worked hard to create a culture that is inclusive, collaborative and diverse because it makes a difference in the way we work together. Our team members work well in a fast-paced, results-oriented, customer-focused environment and we encourage our employees to learn skills that will allow them to grow their careers while improving our products and services. Extra perks like wellness programs and tuition reimbursement, as well as discounts on cultural activities and sporting events reward employee dedication and emphasize the importance of work-life balance. On average, our employees have a tenure that's twice as long as their counterparts at other banks. An environment like this helps inspire a passion and unyielding commitment to doing the right thing – not just for each other, but also for our customers, clients, and communities. The ideals of mutual respect, confidence and trust make M&T Bank a rewarding place to work. M&T Bank Corporation is a regional financial services company whose subsidiaries include M&T Bank and Wilmington Trust, National Association. We provide banking, insurance, investments, mortgage and commercial financial services throughout New York, Maryland, New Jersey, Pennsylvania, Delaware, Connecticut, Virginia, West Virginia and Washington, DC. M&T Bank Corporation is an Equal Opportunity/Affirmative Action Employer. Member FDIC.

**Allowed School Years:** Senior, Masters, Alumni, Graduating December 2019 – June 2020

**Allowed Major(s):** All majors allowed

**Work Authorization:** US work authorization is required/ Eligibility for international students (non-US citizens or permanent residents)