Management Development Program:
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:
As an MDP, you’ll join one of the 20 largest commercial bank holding companies in the U.S. With over 16,000 employees and more than 700 branches, M&T serves more than two million consumer households and commercial clients. Established over 155 years ago, we’re regarded as one of the strongest and most highly respected regional banks in the country. Through our affiliate, Wilmington Trust, we are also a premier provider of wealth management and corporate trust solutions.

Headquartered in Buffalo, NY, M&T Bank has locations throughout DC, DE, MD, NJ, NY, PA, VA, and WV. To learn more about M&T’s financial performance, commitment to its community, and culture, visit www.mtb.com/AboutUs.

Contacts
Jessica Vicario

Desired Skills
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

Responsibilities
Branch Management Function:
Management Trainees working in our Retail Branches operate in a multi-faceted environment constantly interacting and building relationships with current and prospective clients. Employees will develop and enhance their skills to become successful managers by:
• Forming internal partnerships to support the goals of their branch
• Integration with local business community to grow our communities and businesses
• Providing exceptional customer service through account and relationship development

M&T Bank
M&T Bank is one of the best performing regional banks in the nation today. Established in 1856, we are one of the 20 largest US based commercial bank holding companies. M&T Bank has assets of $96.6b (as of 12/31/2014) nearly 700 branches, and over 15,000 employees throughout new York, Maryland, Pennsylvania, Connecticut, Washington DC, Virginia, West Virginia, New Jersey, Florida, and Delaware. With a longstanding tradition of careful and consistent management, we've generated positive earnings and capital as we continue to grow with a focus on the future. M&T Bank Corporation is an Equal Opportunity/Affirmative Action Employer. Member FDIC.
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Qualifications

Allowed School Years
Senior

Allowed Majors
All majors allowed

Work Authorization Requirements
US work authorization is required