This study analyzes managerial competences that are required of the middle management level in order to successfully carry out its functions. The review of existing bibliography shows that the managerial competences have been studied in a comprehensive manner for senior management, but these competences have not been considered with respects to middle management, seeing as until now, it wasn't granted managerial functions. In accordance with the roles of the new middle management, 16 managerial competences are selected. These competences are organized in three groups: strategic competences, competences related to the interpersonal dimension and competences related to the personal dimension. A survey is distributed among graduates of ISSA-School of Management Assistants (University of Navarra, Spain), who had occupied positions as middle managers at some point in their professional career. The results of this study suggest that the crucial competences for middle management's success in carrying out its work are the following: business vision and the vision of the organization; information management, communication and teamwork; and honesty, time management and being proactive.