FULL-TIME MBA Employment Overview 2016–17

#3 ALUMNI ASSESSMENT OF CAREER SERVICES — Financial Times 2016

2,857 ON-CAMPUS INTERVIEWS ANNUALLY

82% of the Full-Time MBA Class of 2016 ATTRIBUTED THEIR ACCEPTED JOB OFFER TO SCHOOL-FACILITATED SOURCES

91.4% RECEIVED OFFERS BY 3 MONTHS AFTER GRADUATION

Full-Time Employment Salary
Average Salary $117,717 per YEAR
Median Salary $117,000 per YEAR

Internship Stats
Average Salary $7,612 per MONTH
Median Salary $7,800 per MONTH
Internship Rate 99.5%

EMPLOYMENT by FUNCTION
33% Consulting
20% Finance
17% Marketing
16% General Management
8% Operations
4% Technology
2% Other

EMPLOYMENT by INDUSTRY
34% Technology
28% Consulting
17% Financial Services
7% Consumer Packaged Goods
7% Healthcare
5% Manufacturing
2% Other

EMPLOYMENT by GEOGRAPHY
**Finance**

Mean Salary

$109,663

Finance Electives

- Corporate Finance
- Corporate Financial Reporting
- Corporate Restructuring
- Debt Markets
- Energy Finance
- Financial Statements of the Banking Industry
- Fixed Income Investment
- International Finance
- Optimization Methods in Finance
- Options
- Studies in Financial Engineering
- Taxation and Financial Strategy
- Theory and Policy of Modern Finance
- Venture Capital and Private Equity

The finance coursework is designed for the lifetime of your career—Tepper MBA alumni are well-represented in senior financial positions at investment banks and Fortune 50 corporate finance groups.

**Compensation by FUNCTION**

<table>
<thead>
<tr>
<th>Function</th>
<th>% Accepted</th>
<th>Mean</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINANCE/ACCOUNTING</td>
<td>19.8%</td>
<td>$109,663</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>3.6%</td>
<td>$132,000</td>
</tr>
<tr>
<td>Corporate (Analysis/Treasury)</td>
<td>7.8%</td>
<td>$108,376</td>
</tr>
<tr>
<td>Asset Management</td>
<td>4.8%</td>
<td>$106,625</td>
</tr>
<tr>
<td>Sales and Trading</td>
<td>1.2%</td>
<td>N/A</td>
</tr>
<tr>
<td>Analytics</td>
<td>0.6%</td>
<td>N/A</td>
</tr>
<tr>
<td>Risk Management</td>
<td>0.6%</td>
<td>N/A</td>
</tr>
<tr>
<td>Other</td>
<td>1.2%</td>
<td>N/A</td>
</tr>
</tbody>
</table>

**TOP RECRUITERS**

- Amazon
- Morgan Stanley
- E. & J. Gallo Winery
- Credit Suisse
- Bank of America Merrill Lynch

**40+ PROFESSIONAL and SOCIAL STUDENT MBA CLUBS**

- Graduate Finance Association
- Alpha Asset Management Club
- Entrepreneurship and Venture Capital Club

These employment statistics conform to the MBA Career Service & Employers Alliance (MBA CSEA) Standards for Reporting Employment Statistics.
**Mean Salary**

$109,554

**Marketing Electives**

- Branding
- Consumer Behavior
- Customer Driven Strategies and Services
- Marketing Communications and Buyer Behavior
- Marketing Project
- Marketing Research
- Marketing with Social Media
- New Product Management
- Optimization for Interactive Marketing
- Pricing Strategy
- Technology Strategy

More than 90% of MBAs pursuing marketing careers work in product management, brand management and marketing leadership development programs following graduation.

**Compensation by FUNCTION**

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<thead>
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<th>% Accepted</th>
<th>Mean</th>
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<tbody>
<tr>
<td>MARKETING/SALES</td>
<td>16.9%</td>
<td>$109,554</td>
</tr>
<tr>
<td>Product/Industrial (B2B)</td>
<td>6.6%</td>
<td>$123,000</td>
</tr>
<tr>
<td>Sales</td>
<td>3.1%</td>
<td>$103,000</td>
</tr>
<tr>
<td>Brand (BC2)</td>
<td>6.6%</td>
<td>$98,274</td>
</tr>
<tr>
<td>Research/Analytics</td>
<td>0.6%</td>
<td>N/A</td>
</tr>
</tbody>
</table>

**TOP RECRUITERS**

- Amazon
- VMware
- Microsoft Corp.
- IBM Corp.
- Google Inc.

**40+ PROFESSIONAL and SOCIAL STUDENT MBA CLUBS**

- Marketing Club
- Biopharma Healthcare Club
- Business and Technology Club
- Organizational Leadership Club

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Mean Salary

$116,214

Operations Electives

- Demand Management and Price Optimization
- Operations Management Project
- Operations Strategy
- Quality Design and Analysis
- Real Options
- Risk Management
- Service Management
- Simulation of Production and Service Systems
- Six Sigma Tools and Techniques
- Strategy, Performance Measurement and Corporate Governance
- Supply Chain Management
- Sustainable Operations

The Operations Management Club hosts one of the longest-standing international operations case competitions in the U.S., dating back approximately three decades.

Compensation by FUNCTION

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<tr>
<th>Function</th>
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<th>Mean</th>
</tr>
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<tbody>
<tr>
<td>OPERATIONS</td>
<td>8.4%</td>
<td>$116,214</td>
</tr>
<tr>
<td>MANAGEMENT/LOGISTICS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operations Management</td>
<td>6.6%</td>
<td>$118,182</td>
</tr>
<tr>
<td>Supply Chain Management/Logistics</td>
<td>1.2%</td>
<td>N/A</td>
</tr>
<tr>
<td>Production Management</td>
<td>0.6%</td>
<td>N/A</td>
</tr>
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</table>

TOP RECRUITERS

- Amazon
- Apple
- Cisco Systems
- Dell
- Emerson Electric

40+ PROFESSIONAL and SOCIAL STUDENT MBA CLUBS

- Operations Management Club
- Biopharma Healthcare Club
- Business and Technology Club
- Consulting Club
- Energy Club

These employment statistics conform to the MBA Career Service & Employers Alliance (MBA CSEA) Standards for Reporting Employment Statistics.
Mean Salary

$130,397

Consulting Electives

• Consulting and Conflict Resolution
• Corporate Financial Reporting
• Customer-Driven Strategies and Services
• Managing Intellectual Capital and Knowledge-Intensive Businesses
• Negotiations
• New Product Management
• Organizational Change
• Presenting Competitively
• Pricing Strategy
• Risk Analysis
• Strategic Corporate Management
• Studies in Strategy
• Technology Strategy

The Consulting Club is the largest MBA club and alongside the COC delivers an extensive series of events for students interested in careers with consulting firms or corporate strategy groups.

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<tr>
<td>CONSULTING</td>
<td>33.1%</td>
<td>$130,397</td>
</tr>
<tr>
<td>GENERAL MANAGEMENT</td>
<td>16.3%</td>
<td>$112,667</td>
</tr>
<tr>
<td>General Management/LDPs</td>
<td>12.1%</td>
<td>$116,367</td>
</tr>
<tr>
<td>Project Management</td>
<td>1.8%</td>
<td>$101,000</td>
</tr>
<tr>
<td>Strategic Planning/</td>
<td>2.4%</td>
<td>$100,000</td>
</tr>
<tr>
<td>Business Development</td>
<td></td>
<td></td>
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TOP RECRUITERS

• PwC Advisory
• A.T. Kearney
• Deloitte Consulting
• TATA Consulting Services
• Bain, BCG, McKinsey & Co. (tied for 5th)

40+ PROFESSIONAL and SOCIAL STUDENT MBA CLUBS

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- Business and Technology Club
- Graduate Finance Association
- Marketing Club
- Operations Management Club

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Swartz Center for Entrepreneurship

The campus hub for entrepreneurship is the Swartz Center for Entrepreneurship, which partners with MBAs on business plans, venture capital and startup market entry.

Carnegie Mellon's innovation spurs economic growth and has helped to launch more than 300 companies and 9,000 jobs in the past 15 years.

Entrepreneurship Electives

- Biotechnology Industry, Structure, Strategy
- Commercialization and Innovation Workshop
- The Science of Growth
- Contracts
- Entrepreneurial Alternatives
- Lean Entrepreneurship
- Entrepreneurship Project
- Funding Early Stage Ventures
- Gaining Advantage Through Sales
- Marketing for Entrepreneurs

NEW COMPANIES LAUNCH ANNUALLY

Carnegie Mellon professors and students launch an average of 15–30 new companies annually. A few you may know:

- Aquion Energy
- Avere Systems
- BlackLocus
- CardMunch
- Carnegie Learning
- DuoLingo
- Dynamics
- FORE System
- IndexTank
- Lumator
- Lycos
- NoWait
- ModCloth
- mSpoke
- PayTango
- Perfect Pushup
- PittPatt
- Plextronics
- ReCaptcha
- Resumator
- Shutterfly
- Spinnaker Networks
- Vivisimo
- 4Moms

40+ PROFESSIONAL and SOCIAL STUDENT MBA CLUBS

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RECRUITING PARTNERS

For a full list of MBA recruiting partners visit tepper.cmu.edu/mbacareers

A.T. Kearney
Abbott Laboratories
Academy Investment Management
Accenture
Adobe Systems Inc.
Aflac
Air Products and Chemicals Inc.
Alcoa Inc.
Allstate Insurance
Amazon
Amgen Inc.
American Airlines
American Express
Appaloosa Management L.P.
Apple Inc.
AppSheet
AQR Capital Management
AT&T
Athena Capital Research LLC
Autodesk Inc.
Bain & Company
Bank of America Merrill Lynch
BNY Mellon
Barclays
Bayer Corporation
BlackRock
BNP Paribas
Boehringer Ingelheim Pharmaceuticals
Boston Consulting Group
Boston Scientific
Bristol-Myers Squibb
Capco
Capital One
Care International
Cargill
Chatham Financial
Chrysler Group LLC
Cigna
CIM Group
Cisco Systems Inc.
Citi
Cognizant Technology Solutions
Cornerstone Research
Credit Suisse
CVS Health
Danaher Corporation
Dell Computer Corporation
Deloitte
Deutsche Bank AG
Dick's Sporting Goods
Dimensional Fund Advisors
Dow Chemical Company (The)
DTE Energy
E. & J. Gallo Winery
Eaton Corporation
Ebay
Education Pioneers
Eli Lilly and Company
EMC Corporation
Emerson
Enterey Inc.
EQT Corporation
Eriks North America
ExxonMobil Corporation
Federated Investors Inc.
Fedex Corporation
Fidelity
Fisher-Price
Ford Motor Company
Freddie Mac
Gap Inc.
GE Healthcare
General Electric
General Motors
Goldman Sachs & Co.
GlaxoSmithKline
Google Inc.
GoPro
Harrison Street Real Estate Capital
Hewlett-Packard
Highmark Inc.
Honeywell International Inc.
Hulu
IBM Corporation
Ibotta
IdeaSpace
Infosys
Innovate Systems Inc.
Intel Corporation
Intuit Inc.
Investment Technology Group Inc.
Janus Capital Goup
Jefferies & Company
Johnson & Johnson
J.P. Morgan Chase & Co.
Juniper Networks
KPMG LLP
Kraft Heinz Company
Lazard Middle Market
L.E.K. Consulting LLC
Liberty Mutual
Lord, Abbett & Co.
L’Oréal
Los Alamos National Laboratory
M&M/Mars
M&T Bank Corporation
McKesson Corporation
McKinsey & Company
Merck & Company
MetLife Investments
Microsoft Corporation
MKP Capital Management LLC
Moody’s
Morgan Stanley
Mylan Pharmaceuticals
Narwhal Capital Management
Nestlé
NetApp
NextEra Energy
Nike Inc.
Nordstrom
Normura Research Institute
Panagora Asset Management
PayPal
PepsiCo Inc.
Pfizer Inc.
Philips
PNC Financial Services
PPD
PPG Industries Inc.
PPL Electric Utilities
Procter & Gamble
Prudential
PricewaterhouseCoopers LLP
Ricoh USA
RiskIQ
Sears Holdings Corporation
SG Capital
Signal Hill Capital Group
Societe Generale
Starbucks Company
State Street Corporation
Sun Trading LLC
Sunrise Futures LLC
SunTrust Bank LLC
Tata Consultancy Services
Teva Pharmaceuticals
The Hershey Company
The Jasmine Effect
The Midway Group
The Walt Disney Company
Thermo Fisher Scientific
T-Mobile
UGI Corporation
Union Pacific Railroad
UPS
US Secret Service
Vanguard
Veeva Systems
Veritas Technologies
Verizon
Visa Inc.
VMware
Walmart
Whirlpool Corporation
Wipro Technologies
Workday
Yamaha Motor Co. Ltd
Zentis
ZS Associates