



# Employment Report MBA Class of 2012

## EMPLOYMENT REPORT – MBA CLASS OF 2012 OVERVIEW

### Class of 2012 Profile<sup>1</sup>

Number of Candidates	402
U.S. Citizens	65%
Non-U.S. Citizens	35%
Women	35%
Median GMAT Score	717
Median Undergraduate GPA (out of 4.0)	3.5
Average Age at Entry to MIT Sloan	28
Average Years Full-Time Work Experience Prior to MIT Sloan	5

<sup>1</sup> Class profile (as of matriculation) and employment statistics (as of graduation) include information for MBAs and students in the joint MBA/Leaders for Global Operations program.

### Class of 2012 MBA Employment Profile<sup>2</sup>

	Number	Percent
Seeking Employment	323	80.3
Not Seeking Employment	66	16.4
Continuing education	1	0.2
Company sponsored or have been employed as student	36	9.0
Starting own business	26	6.5
Postponing job search	3	0.7
No Information Available	13	3.3
Total Graduates	402	100

<sup>2</sup> All information based on data reported by students.

### Employment Overview<sup>3</sup>

Mean Base Salary	\$118,406
Median Base Salary	\$118,500
Range of Base Salary <sup>4</sup>	\$60,000–\$250,000

<sup>3</sup> Full-time employment statistics based on job acceptances. 88.2% of reported acceptances included usable salary information.

### Top Hirers of MBA Class of 2012

McKinsey & Company (30)	Bain & Company (12)
Amazon (20)	Citi (8)
Boston Consulting Group (16)	Google (8)

## SALARY FIGURES

### Class of 2012 MBA Base Salary by Industry<sup>1</sup>

	Percent	Mean	Median	Low	High
<b>Service Industries</b>	<b>79.5%</b>	<b>\$119,309</b>	<b>\$120,000</b>	<b>\$60,000</b>	<b>\$250,000</b>
Consulting	29.2%	\$129,906	\$135,000	\$82,000	\$165,000
Investment Banking	12.8%	\$103,762	\$100,000	\$80,000	\$130,000
Software/Internet	11.5%	\$112,240	\$110,000	\$70,833	\$150,000
Retail	10.2%	\$113,333	\$115,000	\$65,000	\$130,000
Investment Management	6.2%	\$122,471	\$115,000	\$100,000	\$250,000
Diversified Financial Services	5.9%	\$123,232	\$122,500	\$80,000	\$170,000
VC/Hedge Fund/Private Equity	1.7%	\$125,000	\$124,000	\$110,000	\$140,000
Media/Entertainment	2.0%	\$108,333	\$115,000	\$60,000	\$140,000
<b>Manufacturing Industries</b>	<b>18.1%</b>	<b>\$117,304</b>	<b>\$118,500</b>	<b>\$80,000</b>	<b>\$150,000</b>
Computers/Electronics	4.6%	\$123,497	\$121,020	\$105,000	\$150,000
Pharmaceutical/Healthcare/Biotechnology	3.6%	\$118,350	\$115,500	\$100,000	\$147,000
Transportation/Equipment/Defense	2.6%	\$124,625	\$132,000	\$80,000	\$142,000
Automotive/Aerospace	2.3%	\$115,143	\$115,000	\$91,000	\$130,000
Oil/Energy	2.0%	\$106,673	\$105,500	\$100,000	\$120,000
Manufacturing: Other	2.0%	\$114,800	\$120,000	\$102,000	\$122,000
Telecommunications	0.7%	-	-	-	-
Consumer Products	0.3%	-	-	-	-
<b>Government/Nonprofit</b>	<b>1.3%</b>	<b>\$89,167</b>	<b>\$90,000</b>	<b>\$82,500</b>	<b>\$95,000</b>
<b>Other</b>	<b>1.1%</b>	<b>\$106,750</b>	<b>\$106,000</b>	<b>\$90,000</b>	<b>\$125,000</b>

<sup>1</sup> All salary data based on reported compensation.

<sup>2</sup> Dash indicates fewer than three people or less than 1% reported salary information.

### Class of 2012 MBA Base Salary by Job Function

	Percent	Mean	Median	Low	High
Consulting/Strategic Planning	35.4%	\$126,537	\$132,000	\$60,000	\$165,000
<b>Finance (total)</b>	<b>24.3%</b>	<b>\$110,980</b>	<b>\$100,000</b>	<b>\$80,000</b>	<b>\$250,000</b>
Finance: Investment Banking	8.5%	\$102,833	\$100,000	\$100,000	\$130,000
Finance: Investment Management	5.9%	\$124,467	\$115,000	\$100,000	\$250,000
Finance: Other <sup>1</sup>	4.4%	\$110,087	\$110,020	\$90,000	\$140,000
Finance: Analysis	2.0%	\$123,750	\$122,500	\$120,000	\$130,000
Finance: Private Client Services/Wealth Mgmt	1.3%	\$106,250	\$100,000	\$100,000	\$125,000
Finance: Research	1.1%	- <sup>2</sup>	-	-	-
Finance: Sales & Trading	1.1%	\$101,667	\$100,000	\$80,000	\$125,000
Leadership Development Program/ General Mgmt	10.2%	\$112,366	\$115,000	\$80,000	\$130,000
Operations/Project Management	9.5%	\$118,996	\$118,500	\$65,000	\$147,000
Business Development	7.2%	\$118,952	\$120,000	\$82,500	\$170,000
Product Management/Development	6.6%	\$119,323	\$115,000	\$90,000	\$155,250
Marketing/Sales	6.2%	\$106,646	\$110,000	\$70,833	\$127,200
Human Resources	0.3%	-	-	-	-
Other	0.3%	-	-	-	-

<sup>1</sup> Finance/Other includes corporate finance, venture capital and private equity.

<sup>2</sup> Dash indicates fewer than three people or less than 1% reported salary information.

## Top Industries

	2012	2011	2010
Consulting	29.2%	33.7%	28.2%
High Technology*	16.8%	19.8%	20.0%
Investment Banking	12.8%	8.4%	11.4%

\*Includes Computers/Electronics, Software/Internet and Telecommunications

## Top Functions

	2012	2011	2010
Consulting/Strategic Planning	35.4%	38.8%	34.5%
Finance	24.3%	18.3%	21.5%
Operations/Project Management	9.5%	8.8%	10.3%

## Class of 2012 MBA Base Salary by Geographic Location

	Percent	Mean	Median	Average	Low	High
North America	84.3%	\$118,859	\$120,000	\$118,859	\$60,000	\$250,000
Northeast <sup>1</sup>	43.3%	\$118,644	\$120,000	\$118,644	\$82,000	\$250,000
Metro Boston	21.3%	\$122,942	\$125,000	\$122,942	\$82,000	\$145,000
Metro NY	16.7%	\$110,513	\$100,000	\$110,513	\$90,000	\$140,000
West	23.0%	\$121,811	\$120,000	\$121,811	\$95,000	\$155,250
Midwest	5.2%	\$118,688	\$118,000	\$118,688	\$100,000	\$142,000
Mid-Atlantic	4.9%	\$114,276	\$115,000	\$114,276	\$87,000	\$135,000
South	3.6%	\$116,091	\$115,000	\$116,091	\$100,000	\$140,000
Southwest	3.6%	\$110,636	\$115,000	\$110,636	\$60,000	\$130,000
Mexico	0.7%	\$127,500	\$127,500	\$127,500	\$125,000	\$130,000
Rest of the World	15.7%	\$115,274	\$113,500	\$115,274	\$65,000	\$170,000
Asia	8.5%	\$108,472	\$106,500	\$108,472	\$70,833	\$150,000
Latin America & the Caribbean	3.6%	\$137,850	\$132,500	\$137,850	\$110,000	\$170,000
Europe including UK	3.3%	\$108,000	\$108,500	\$108,000	\$65,000	\$147,000
United Kingdom	1.3%	\$105,000	\$105,000	\$105,000	\$8,000	\$112,000
Africa	0.3%	-	- <sup>2</sup>	-	-	-

<sup>1</sup> Northeast includes states/cities beyond Metro Boston and Metro NYC.

<sup>2</sup> Dash indicates fewer than three people or less than 1% reported salary information.

## Class of 2012 MBA Base Salary by Undergraduate Major

Major	Percent	Mean	Median	Low	High
Engineering	43.0%	\$120,432	\$125,000	\$65,000	\$170,000
Social Science & Humanities	27.9%	\$114,600	\$115,000	\$60,000	\$150,000
Business	21.1%	\$119,822	\$118,000	\$87,000	\$250,000
Sciences & Mathematics	8.0%	\$116,577	\$115,500	\$82,000	\$140,000

## Class of 2012 MBA Base Salary by Professional Experience

Years of Experience	Percent	Mean	Median	Low	High
More than one year, up to 3 years	7.9	\$123,306	\$130,000	\$90,000	\$140,000
More than 3 years, up to 5 years	50.2	\$115,277	\$115,000	\$60,000	\$150,000
More than 5 years	41.9	\$121,200	\$120,000	\$80,000	\$250,000

## Signing Bonus Received by Job Function<sup>1</sup>

Job Function	Percent	Mean	Median	Low	High
Operations/Project Management	92.6%	\$20,480	\$20,000	\$5,000	\$35,000
Leadership Development	92.3%	\$23,660	\$22,417	\$10,000	\$40,000
Program/General Management					
Finance: Other <sup>2</sup>	87.5%	\$12,286	\$10,000	\$5,000	\$20,000
Consulting/Strategic Planning	85.7%	\$21,762	\$20,000	\$5,000	\$50,000
Investment Banking	83.3%	\$45,250	\$46,250	\$40,000	\$55,000
Product Management/Development	80.0%	\$17,083	\$20,000	\$3,000	\$30,000
Marketing/Sales	77.8%	\$24,643	\$25,000	\$5,000	\$45,000
Business Development	70.0%	\$24,500	\$20,000	\$10,000	\$50,000
Investment Management	60.0%	\$32,778	\$25,000	\$10,000	\$60,000

1. 82.2% of the students reporting usable salary data reported receiving a signing bonus.

Percentage represents the number of students who received a signing bonus in the function.

2. Finance: Other includes corporate finance.

## Other Guaranteed Compensation

Percent Reporting	Mean	Median	Range
19.1%	\$32,244	\$26,650	\$2,850–\$125,000

## Class of 2012 MBA Timing of Job Offers

	At Graduation	Three Months after Graduation
Percent of Students	92.0%	96.0%

## Class of 2012 MBA Timing of Job Acceptances<sup>1</sup>

	At Graduation	Three Months after Graduation
Percent of Students	84.5%	94.4%

1. Four graduates, representing 1.0% of graduates, reneged on an accepted offer.

## Class of 2012 MBA Reason for Accepting Position

Reason	Percent
Growth Potential	33.2%
Job Function	18.5
Industry	16.4
Job Content	13.0
Prestige of Firm	5.8
People/Corporate Culture	4.8
Location	4.5
Commitment to Sustainability	1.4
Compensation	1.4
Other	1.0

<b>Source of Job</b>	<b>Percent</b>
<b>School-Facilitated Activities</b>	<b>81.0%</b>
Summer Internship	34.1
Interviews scheduled through on-campus recruiting	31.8
Job Postings (MIT or Sloan)	5.6
Alumni	4.6
Faculty/CDO/Sloan student referral	2.6
MIT/Sloan sponsored events	1.6
Club Event	0.7
<b>Student-Facilitated Activities</b>	<b>18.0</b>
Contacted directly	8.9
Personal Network	5.9
Previous Employer	2.6
Newspaper, magazine, internet job boards	0.6
<b>Other</b>	<b>1.0</b>

360Chestnut  
 3M  
 A.T. Kearney  
 a-connect  
 Advantix Systems  
 Advent International Corp.  
 Aegerion Pharmaceuticals  
 Aetna  
 AIG  
 Albemarle Corporation  
 Allied Minds  
 Allston Trading  
 Altrius Capital Management  
 Altuzarra  
**Amazon\***  
 American Express Company  
 Amgen\*  
 Analysis Group  
**Anheuser Busch InBev**  
 AOL Inc  
**Apple**  
 Appleseed Food Frontiers  
 Aragain Capital Management  
 Arctaris Capital Partners  
 Assembla  
 Atlantic Power Corporation  
 Aurus  
 Autodesk  
 AX Ventures  
**Bain & Company**  
 Banco Itau BBA  
**Bank of America Merrill Lynch**  
**Barclays Capital**  
 Barclays Capital Asia Ltd.  
 Battery Global Advisors  
 Bechtel Enterprises  
 Bessemer Venture Partners  
**Biogen Idec**  
 Black Coral Capital  
 Blackstone Group, The  
 Blizzard Entertainment  
 Bloom Energy  
 BloomReach  
 BNY Mellon  
 Bocage Capital  
 Boehringer Ingelheim  
 Pharmaceuticals  
 Boeing\*  
**Booz & Company**  
**Boston Consulting Group**  
 Brattle Group  
 Breathable Foods

Bridge International Academies  
 Brightcove  
 British Telecom  
 Brook Venture Partners  
**Burger King Corporation**  
 Caesars Entertainment  
 Capital One  
 Captain Inc.  
 Care.com  
 Careblue  
 Cargill  
**Caterpillar\***  
 CDH Investments  
 The Center for Financial Services  
 Innovation  
 Chartis Insurance  
 Cinepolis  
**Cisco Systems\***  
**Citi**  
 CITIC Private Equity Funds  
 Coinstar  
 Colony Realty Partners  
 CorpBanca  
 Coty  
 CPFL ENERGIA  
**Credit Suisse**  
 CSMG Global  
 Cummins  
 Dalberg - Global Development  
 Advisors  
**Dell\***  
**Deloitte Consulting**  
 Deloitte LLP  
 Desigual  
**Deutsche Bank**  
 DFS Group  
 Doosan  
 Drake Capital  
 DSM  
 DuPont  
 eBay  
 EDF Climate Corps  
 Education Elements  
 Education Pioneers  
**EMC Corporation**  
 EMP Latin America  
 Endeavor Initiative  
 Environmental Defense Fund  
 ESI  
 Essentient  
 Evenstar Capital  
 ExxonMobil Corporation

**Facebook**  
 Falabella  
 Felicis Ventures  
**Fidelity Investments**  
 Flagship Ventures  
 FSG Social Impact Consultants  
 Gafisa  
 Gallup Organization  
 Gap  
 Gemini Real Estate Advisors  
**Genentech**  
 General Electric  
**General Motors\***  
 Genzyme Corporation  
 GETCO  
 GifBoom  
 GMO  
**Goldman Sachs**  
**Google**  
 Grinda Investors  
 Groupon  
 H.I.G. Capital  
 H.I.G. Growth Partners  
 Hailo  
 HarbourVest Partners  
 Hershey Company  
 Hill Holliday  
 Hony Capital  
 Horizon Capital  
 Houston Astros Baseball Club  
 HubSpot  
 Icatu  
 IDEO  
 I-Med  
 Infinity Pharmaceuticals  
 Innosight  
 Innovations for Poverty Action  
**Intel \***  
 Inter-American Development Bank  
 Interbrand  
 InterGen  
 International Finance Corporation  
 World Bank Group  
 Intuit  
 IO Data Centers  
 Itaú Unibanco  
 J.P. Morgan  
 Jawbone  
 Jefferies & Company  
 Jiangxi Copper Corporation  
 Investment  
 John Hancock Financial Services

Johnson & Johnson\*  
**JPMorgan Chase**  
Kaiser Permanente  
Kayne Anderson  
Khazanah Nasional Berhad  
Klout  
**L.E.K. Consulting**  
Liberty Investments Holding B.V.  
**Liberty Mutual**  
Lincoln Center for the Performing Arts  
**LinkedIn**  
Locu  
Los Angeles Music Center  
LVMH  
Manus Biosynthesis  
MarketShare  
Massachusetts General Hospital\*  
MasterCard Worldwide  
McGraw-Hill Companies, The  
**McKinsey & Company**  
McMaster-Carr Supply Co  
**Microsoft**  
Midori Renewables  
Millennium Pharmaceuticals  
MITIMCo  
MLB Advanced Media  
Monitor Group  
**Morgan Stanley**  
Morgan Stanley Investment Management  
Muse  
National Hockey League  
Network for Teaching Entrepreneurship  
New Balance Athletic Shoe  
New York Presbyterian Hospital  
NewQuest Capital Partners  
**Nike\***  
Nissan North America  
Nomura International  
Novartis\*  
Novophage  
OC&C Strategy Consultants  
Oliver Wyman  
Omnisport  
Open Capital Advisors  
Open English  
Osram AG  
PA Consulting Group  
Paloma Partners

PAR Capital Management  
Parthenon Group  
Participant Media  
PayPal  
Pfizer Inc  
Philips  
**PIMCO**  
Point Judith Capital  
Pratt & Whitney  
**Price Waterhouse Coopers**  
Procter & Gamble  
PRTM Management Consultants  
PSEG - Public Service Enterprise Group  
PwC Advisory  
Q-Bank  
Quantum Reservoir Impact  
Rabin Martin  
Raytheon  
REDF  
Redstar Ventures  
Regeneron Pharmaceuticals  
The Related Companies  
Reliance Industries  
Rest Devices  
Revere Partners  
Robert W. Baird & Co.  
Rocket Fuel  
**Rocket Internet**  
Rockwell Automation  
Roubini Global Economics  
Rustic Canyon Partners  
RW Baird  
Sabadell  
Salesforce.com  
Samamsource  
Samsung Electronics  
**Samsung Global Strategy Group**  
Samsung Information Systems America  
**Samsung Mobile**  
SanDisk  
Sanofi  
Sanofi Group: Sanofi & Genzyme  
SAP America  
Scripted  
SCVNGR  
Sealed Air Corporation  
Sears Holdings Corporation  
Siam Cement Group  
Siemens AG

Siemens Management Consulting  
Simon-Kucher and Partners  
Simple Tuition  
Smith & Nephew  
Social Finance  
SSG Advisors, LLC  
St. Jude Medical  
Staples  
State Street Global Advisors  
Stax  
Steinbock Financial Group  
StubHub  
Stylitics  
SunEdison, LLC  
Symantec Corporation  
Thermo Fisher Scientific  
Thomson Reuters  
TinyCo  
Trafigura Beheer B.V.  
Trionworlds.  
TripAdvisor  
Turan Advisors  
U.S. Department of Energy  
**UBS**  
Union Pacific  
United Nations Development Programme  
Univision  
Vanguard  
Variant Capital  
Vecna Technologies  
Verizon Communications  
Vertex Pharmaceuticals  
Vinci Partners  
Visa  
Visible Measures  
VMware  
Volaris  
Wal-Mart  
Waste Management  
Waters Corporation  
Wellington Management Company  
Wells Fargo & Company  
Wellspring Consulting  
Windhorse Capital Management  
**World Economic Forum USA**  
World Food Program  
Yammer  
Yoxi

\*LGO Partner during 2011-2012 academic year.

**Bold** = Employers hiring three or more MIT Sloan MBA students for full-time and/or summer positions.

## **Accuracy in Reporting Employment Statistics**

The MIT Sloan School of Management adheres to the MBA Career Services Council (MBA CSC) Standards for Reporting MBA Employment Statistics ([mbacsc.org](http://mbacsc.org)). Conformance to this business school industry standard ensures accurate and comparable employment data.

Currently, the majority of the leading MBA programs adhere to these accepted reporting standards. MIT Sloan takes a leadership role to promote the importance of accurate and comparable employment and salary statistics to prospective students and employers.

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