



# Employment Report MBA Class of 2013

## EMPLOYMENT REPORT – MBA CLASS OF 2013 INTERNSHIP OVERVIEW

### Class of 2013 MBA Profile<sup>1</sup>

|  |     |
|--|-----|
| Number of Candidates                                       | 411 |
| U.S. Citizens  | 61% |
| Non-U.S. Citizens  | 39% |
| Women  | 38% |
| Median GMAT Score  | 710 |
| Median Undergraduate GPA (out of 4.0)                      | 3.6 |
| Average Age at Entry to MIT Sloan                          | 28  |
| Average Years Full-Time Work Experience Prior to MIT Sloan | 5   |

<sup>1</sup> Class profile includes information for MBA students and students in the joint MBA/Leaders for Global Operations program.

### Class of 2013 MBA Internship Employment Profile<sup>2</sup>

|  | Number | Percent |
|--|--------|---------|
| Seeking Employment                                 | 316    | 76.9    |
| Not Seeking Employment                             | 88     | 21.4    |
| Leaders for Global Operations                      | 50     | 12.2    |
| Company sponsored or have been employed as student | 13     | 3.2     |
| Starting own business                              | 24     | 5.8     |
| Other reason(s) for not seeking                    | 1      | 0.2     |
| No Information Available                           | 7      | 1.7     |
| Total Graduates                                    | 411    | 100     |

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

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

|   |                  |
|---|------------------|
| Mean Monthly Base Salary                  | \$7,166          |
| Median Monthly Base Salary                | \$7,500          |
| Range of Monthly Base Salary <sup>4</sup> | \$1,000–\$13,333 |

<sup>3</sup> Summer employment statistics based on job acceptances. 72.6% of reported acceptances included usable salary information.

### Top Intern Hirers of MBA Class of 2013

- McKinsey & Company (14)
- Boston Consulting Group (13)
- Bain & Company (12)
- Amazon.com (10)
- Google (9)
- Goldman Sachs (7)
- Barclays (6)

## SALARY FIGURES

### Class of 2013 MBA Monthly Salary by Industry<sup>1</sup>

| Industry                                | Percent      | Mean                 | Median         | Low            | High            |
|---|--------------|----------------------|----------------|----------------|-----------------|
| <b>Service Industries</b>               | <b>68.4%</b> | <b>\$7,625</b>       | <b>\$8,000</b> | <b>\$1,000</b> | <b>\$13,333</b> |
| Consulting                              | 20.4%        | \$9,585              | \$10,500       | \$1,000        | \$13,000        |
| Software/Internet                       | 14.2%        | \$6,596              | \$7,000        | \$3,500        | \$8,551         |
| Investment Banking/Brokerage            | 11.5%        | \$7,750              | \$8,333        | \$2,500        | \$8,500         |
| VC/Hedge Fund/Private Equity            | 7.1%         | \$5,789              | \$5,750        | \$1,200        | \$13,333        |
| Retail                                  | 6.5%         | \$6,768              | \$8,000        | \$4,000        | \$8,000         |
| Investment Management                   | 4.0%         | \$7,208              | \$8,300        | \$3,200        | \$11,154        |
| Diversified Financial Services          | 2.2%         | \$6,892              | \$7,875        | \$3,800        | \$9,000         |
| Media/Entertainment                     | 2.5%         | \$4,122              | \$3,800        | \$2,000        | \$8,000         |
| <b>Manufacturing Industries</b>         | <b>24.1%</b> | <b>\$6,529</b>       | <b>\$6,800</b> | <b>\$1,200</b> | <b>\$10,000</b> |
| Pharmaceutical/Healthcare/Biotechnology | 9.0%         | \$6,267              | \$7,000        | \$1,200        | \$10,000        |
| Computers/Electronics                   | 5.0%         | \$7,091              | \$7,500        | \$4,800        | \$10,000        |
| Consumer Products                       | 3.4%         | \$6,410              | \$6,650        | \$4,000        | \$9,600         |
| Oil/Energy                              | 3.4%         | \$6,263              | \$6,250        | \$4,000        | \$8,500         |
| Manufacturing: Other                    | 1.5%         | \$6,200              | \$6,250        | \$4,500        | \$7,800         |
| Automotive/Aerospace                    | 0.9%         | \$6,833              | \$8,000        | \$4,000        | \$8,500         |
| Telecommunications                      | 0.9%         | \$6,911              | \$6,400        | \$5,333        | \$9,000         |
| <b>Government/Nonprofit</b>             | <b>6.2%</b>  | <b>\$3,840</b>       | <b>\$3,750</b> | <b>\$2,000</b> | <b>\$5,600</b>  |
| <b>Other</b>                            | <b>1.3%</b>  | <b>-<sup>2</sup></b> | <b>-</b>       | <b>-</b>       | <b>-</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 2013 MBA Monthly Salary by Job Function

| Function                                     | Percent      | Mean           | Median         | Low            | High            |
|--|--------------|----------------|----------------|----------------|-----------------|
| Consulting/Strategic Planning                | 32.8%        | \$8,039        | \$8,800        | \$1,000        | \$13,000        |
| <b>Finance (total)</b>                       | <b>27.2%</b> | <b>\$7,091</b> | <b>\$8,000</b> | <b>\$1,200</b> | <b>\$13,333</b> |
| Finance: Other <sup>1</sup>                  | 8.4%         | \$7,065        | \$7,500        | \$4,000        | \$13,333        |
| Finance: Investment Banking                  | 7.7%         | \$7,818        | \$8,333        | \$3,000        | \$8,500         |
| Finance: Investment Management               | 4.3%         | \$5,979        | \$5,938        | \$3,200        | \$8,500         |
| Finance: Analysis                            | 3.1%         | \$6,214        | \$4,850        | \$4,000        | \$11,154        |
| Finance: Private Client Services/Wealth Mgmt | 1.9%         | \$8,800        | \$8,300        | \$7,600        | \$11,000        |
| Finance: Sales & Trading                     | 1.2%         | -              | -              | -              | -               |
| Finance: Research                            | 0.6%         | - <sup>2</sup> | -              | -              | -               |
| Marketing/Sales                              | 14.9%        | \$6,085        | \$6,600        | \$1,350        | \$8,000         |
| Business Development                         | 8.7%         | \$5,730        | \$5,333        | \$2,500        | \$9,600         |
| Operations/Project Management                | 6.8%         | \$6,962        | \$8,000        | \$4,000        | \$8,800         |
| Product Management/Development               | 5.3%         | \$7,390        | \$8,000        | \$2,000        | \$10,800        |
| Leadership Development Program/General Mgmt  | 2.2%         | \$7,667        | \$8,000        | \$6,000        | \$9,000         |
| Information Technology                       | 0.6%         | -              | -              | -              | -               |
| Human Resources                              | 0.3%         | -              | -              | -              | -               |
| Other  | 1.2%         | \$5,425        | \$5,750        | \$3,500        | \$6,700         |

<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         | 20.4% | 21.5% | 18.9% |
| High Technology*   | 20.4  | 16.8  | 14.5  |
| Investment Banking | 11.5  | 17.1  | 10.7  |

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

## Top Functions

|                               | 2012  | 2011  | 2010  |
|-------------------------------|-------|-------|-------|
| Consulting/Strategic Planning | 32.8% | 29.9% | 29.6% |
| Finance                       | 27.2% | 32.7% | 22%   |
| Marketing/Sales               | 14.9  | 14.4  | 14.2  |

## Class of 2013 MBA Monthly Salary by Geographic Location

| Location                      | Percent | Mean           | Median  | Low     | High     |
|-------------------------------|---------|----------------|---------|---------|----------|
| North America                 | 83.3%   | \$7,261        | \$7,500 | \$1,200 | \$13,333 |
| Northeast <sup>1</sup>        | 43.0%   | \$7,574        | \$8,100 | \$1,200 | \$13,333 |
| Metro Boston                  | 22.6%   | \$7,867        | \$8,000 | \$1,200 | \$13,333 |
| Metro NY                      | 17.6%   | \$7,252        | \$8,250 | \$2,000 | \$11,200 |
| West                          | 22.6%   | \$7,024        | \$7,136 | \$3,000 | \$11,200 |
| Southwest                     | 4.3%    | \$7,734        | \$8,000 | \$5,280 | \$11,201 |
| Mid-Atlantic                  | 3.7%    | \$7,114        | \$7,800 | \$3,500 | \$10,800 |
| Midwest                       | 3.7%    | \$5,493        | \$5,700 | \$2,560 | \$7,500  |
| South                         | 3.7%    | \$7,270        | \$8,000 | \$4,000 | \$10,500 |
| Mexico                        | 2.3%    | \$6,223        | \$4,000 | \$3,540 | \$11,000 |
| Rest of the World             | 16.7%   | \$6,674        | \$6,500 | \$1,000 | \$13,000 |
| Asia                          | 7.4%    | \$5,596        | \$4,800 | \$1,200 | \$11,100 |
| Latin America & the Caribbean | 4.6%    | \$7,918        | \$8,000 | \$5,000 | \$13,000 |
| Europe including UK           | 3.7%    | \$8,059        | \$8,500 | \$3,100 | \$12,000 |
| United Kingdom                | 1.5%    | \$9,038        | \$9,000 | \$8,000 | \$10,400 |
| Africa                        | 1.0%    | - <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 2013 MBA Monthly Salary by Undergraduate Major

| Major                       | Percent | Mean    | Median  | Low     | High     |
|-----------------------------|---------|---------|---------|---------|----------|
| Engineering                 | 34.0%   | \$7,702 | \$8,000 | \$2,000 | \$13,000 |
| Social Science & Humanities | 32.5%   | \$6,778 | \$6,940 | \$1,000 | \$13,333 |
| Business                    | 25.7%   | \$6,793 | \$7,150 | \$1,000 | \$11,267 |
| Sciences & Mathematics      | 7.8%    | \$7,066 | \$6,000 | \$1,200 | \$10,500 |

## Class of 2013 MBA Monthly Salary by Professional Experience

| Years Experience                  | Percent | Mean    | Median  | Low     | High     |
|-----------------------------------|---------|---------|---------|---------|----------|
| One year or less                  | 1.6%    | \$5,240 | \$5,000 | \$1,200 | \$8,000  |
| More than one year, up to 3 years | 10.5%   | \$6,872 | \$7,650 | \$2,560 | \$11,267 |
| More than 3 years, up to 5 years  | 45.5%   | \$7,231 | \$7,400 | \$1,000 | \$13,333 |
| More than 5 years                 | 42.4%   | \$7,269 | \$7,500 | \$1,350 | \$13,000 |

## Class of 2013 MBA Reason for Accepting Position

| Reason                       | Percent |
|------------------------------|---------|
| Job Function                 | 26.3%   |
| Industry                     | 21.3    |
| Job Content                  | 15.7    |
| Growth Potential             | 12.7    |
| Prestige of Firm             | 9.3     |
| People/Corporate Culture     | 7.3     |
| Location                     | 5.3     |
| Commitment to Sustainability | 1.0     |
| Other                        | 0.7     |
| Compensation                 | 0.4     |

## Class of 2013 MBA Source of Job

| Source of Job                                     | Percent      |
|---|--------------|
| <b>School-Facilitated Activities</b>              | <b>73.1%</b> |
| Interviews scheduled through on-campus recruiting | 39.9         |
| Job Postings (MIT or Sloan)                       | 21.4         |
| MIT/Sloan sponsored events                        | 4.0          |
| Faculty/CDO/Sloan student referral                | 3.4          |
| Alumni  | 2.5          |
| Club Event  | 0.9          |
| E-Center  | 0.6          |
| Resume database, resume referrals                 | 0.4          |
| <b>Student-Facilitated Activities</b>             | <b>26.0</b>  |
| Contacted directly                                | 14.2         |
| Personal Network                                  | 9.3          |
| Newspaper, magazine, internet job boards          | 1.3          |
| Previous Employer                                 | 1.2          |
| <b>Other</b>                                      | <b>0.9</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). 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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