



MIT
MANAGEMENT
SLOAN SCHOOL

MBA EMPLOYMENT REPORT 2020-2021

I am pleased to share the Employment Report for **MBA Class of 2020**, which includes internship data for **MBA Class of 2021**.

The challenges of 2020 brought new opportunities for innovation and collaboration in recruiting. Market uncertainty in March impacted full-time and internship opportunities, with an unprecedented number of rescinded or cancelled offers. The MIT Sloan community, including our leadership, faculty, centers and initiatives, and alumni came together to source hundreds of opportunities and fund select internships. It has been a year of partnership and resilience, and we would like to thank the employers, faculty, alumni, colleagues and students who explored new recruiting paths with us in 2020 and supported our graduates and interns with opportunities.

The **MBA Class of 2020** performed well in a challenging market, with **95.5%** receiving offers within three months of graduation. Top industries for 2020 were **Consulting (31.1%)**, **Tech (27.6%)**, and **Finance (18.5%)**.

This year, the average base salary increased to **\$144,140** while the median base salary increased to **\$150,000**. The average signing bonus climbed to **\$34K**, and more graduates accepted equity as part of their compensation. **Growth potential** was the top reason **(43.6%)** graduates accepted their position.

For the **MBA Class of 2021**, the top internship industries were **Finance (26.6%)**, **Technology (25.1%)**, and **Consulting (16.9%)**, with **31%** accepting internships at our top hiring companies (those with three or more hires).

Students accepted opportunities with **300 companies**, and we are pleased our students found opportunities for impact at so many different organizations around the country and the world. **51.2%** of students who accepted positions went to work with employers who hired **three or more** Sloanes for full-time or internship roles; and **52%** of the organizations that hired Sloanes this year did so for the **first time** in 2020.

Thank you all for your collaboration and your support of MIT Sloan!



Susan Brennan

Assistant Dean,
MIT Sloan Career Development Office



EMPLOYERS HIRING MEMBERS OF THE MBA CLASSES OF 2020 AND 2021

1upHealth	Bill & Melinda Gates Foundation	Credit Suisse	GoDaddy	McKinsey & Company	Pfizer	StartDee
22 North Ventures	Biobot Analytics	The D.E. Shaw Group	Goldman Sachs	MFS Investment Management	Philip Morris International	Stone-Goff Partners
Abu Dhabi Investment Council	BlackRock	Danaher Corporation*	Google	Microsoft	PIMCO	Supernode Ventures
ACHS	The Blackstone Group	Deliverr	Greenhill & Co.	MiLA Capital	PIVA	Suzano
Activision Blizzard	Blue Origin	Delivery Associates	Grocery Outlet	MoneyLion	Podimetrics	Symbotic
Adobe	The Boston Consulting Group ¹	Deloitte Consulting	Groundwork Somerville	Monotony.ai	Portola Pharmaceuticals	SymphonyAI
Advent International Corp	Boston Properties	Delta Properties	Hancock Natural Resource Group	Morgan Stanley	Post Cove Partners	T. Rowe Price
Aeris Partners	Boston Public Schools	Denali Therapeutics	HelloFresh	Mozilla Corporation	Precavida	TechSoup
AeroShield	Box	Dexai Robotics	HelpAround	MPE Partners	Primavera Capital Group	Tencent
Aetna	BrainCo	DICK'S Sporting Goods	The Hershey Company	MTS Health Partners	Prime Coalition	Tesla
AgThentic	BrainPOP	Diversis Capital	Hewlett Packard	Naehas	Procter & Gamble	TikTok
Akamai Technologies	Bridgepoint	DocuSign	HubSpot	Nasdaq	PWC Strategy&	TraceLink
Aldrich Capital Partners	The Bridgespan Group	Drexel University	I Squared Capital	National Football League	Qualtrics	Trinitas Partners
Algorand	BrightInsight	East LA Community Corporation	IBM	National Grid*	Rachio	TrueNorth
Allen & Company	Bristol Myers Squibb	eBay	Impossible Foods	National Park Service	Rakuten	Trybe
AllianceBernstein	Buoy Health	Eleos Health	Indigo Agriculture	National Renewable Energy Laboratory	Rappi	TuSimple
Almanac	Calera Capital	Eli Lilly and Company	Infinitus Systems	The Nature Conservancy	Restaurant Brands International	Twitter
Amazon*	Capital Group	elphi	Integrated Healthcare Holdings	Nature's Fynd	Rimrock Capital Management	UBS
American Industrial Partners*	Capital One	Ember Labs	Intel Capital	NetEase	Rivian	United States Air Force
AMERRA Capital Management	Capsule	Emerald Development Managers	International Finance Corporation	New Markets Venture Partners	Roland Berger	United States Coast Guard
Amgen*	CarGurus	Emerson Collective	Johnson & Johnson*	NextEra Energy	RSF Social Finance	USA Manufacturing First
Amplitude	Carta	Enel Green Power	JP Morgan Chase & Co.	NexTravel	Salesforce	The Vanguard Group
Analysis Group	Caterpillar*	ENGIE Services US	Kearney	NGP Capital	Samata Capital	Vaxess Technologies
Anheuser-Busch InBev	Centaur Labs	enVista	Klaros Group	Nike* ²	Sanofi Genzyme*	Verizon*
Apeel Sciences	Centaur Partners	Equalife Capital	KUAI	Nissan*	Santander Bank	Vertex Pharmaceuticals
Apex Clean Energy	Center for International Development at Harvard	ESPN	Kyriba	Noctua Partners	Santarome Bio	VHB
Apple	Cerevel Therapeutics	Eventellect	La Legua	NorthStar Asset Management	SAP	Via Transportation
Aprende	Cherry Ventures	Evercore	Lakeshore Capital	Notley	Scion Asset Management	Viacom
Ascent AeroSystems	Chevy	EverQuote	Leyline Renewable Capital	Novum Education	Secure AI Labs	VideaHealth
AskBio	Cisco	Exporta Technologies	LFM Capital*	Nuvocargo	ServiceNow	VisitPay
athenahealth	Citi	EY-Parthenon	Liberty Mutual Insurance	Octahedron Capital	Shield AI	Vor Biopharma
Atlas Arteria	City of Boston Mayor's Office of Financial Empowerment	Facebook ¹	LiveRamp	Okt	Siemens Management Consulting	Wayfair
Atoll Financial Group	Clean Energy Ventures	Fidelity Investments	LMNT Strategy	Openspace Ventures	Sigma Ratings	Webflow
Bain & Company	ClearBridge Investments	Firework Ventures	LogMeln	OpenView Venture Partners	Silver Lake Technology Management	Weiss Asset Management
Bank of America Merrill Lynch	Cognistx	FJ Labs	L'Oréal	Optum	Simmons Energy	William Blair & Company
Bank of Thailand	Coin Metrics	Ford Motor Company	Lyra Health	Overdeck Family Foundation	Snap Inc.	Wisayah
Banza	Community Investment Management	Foundation Medicine	Macquarie Group	Paramount Pictures	The Social Entrepreneurs' Fund	Z Capital Group
Bayer	Contrack	Founder Collective	Maiden Home	PayPal	SolvHealth	Zillow Group
BC Partners	Council Capital	Gates Corporation	Major League Baseball	Pegasystems	Sound Agriculture	Zoox
Bechtel Enterprises	Coursera	GEF Capital Partners	MasterCard Worldwide	PepsiCo	Space Capital	ZX Ventures
Bellwether Education Partners	CoverWallet	Genpact	Mayor's Office of New Urban Mechanics Boston	Perch	SpaceX	
Better Life Partners		Glassdoor			Starface World	
		Global Co-Creation Lab				

¹ The Boston Consulting Group includes BCG Digital Ventures.

² Facebook includes Instagram.

³ Nike includes Converse.

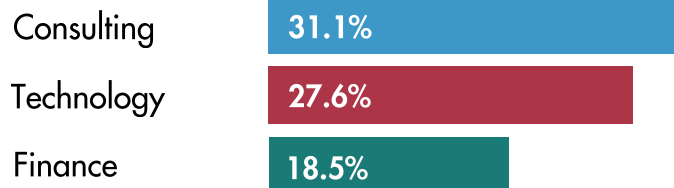
Red = Employers hiring three or more MIT Sloan MBA students for full-time and/or summer positions.

*LGO Partner during the 2019-2020 academic year.

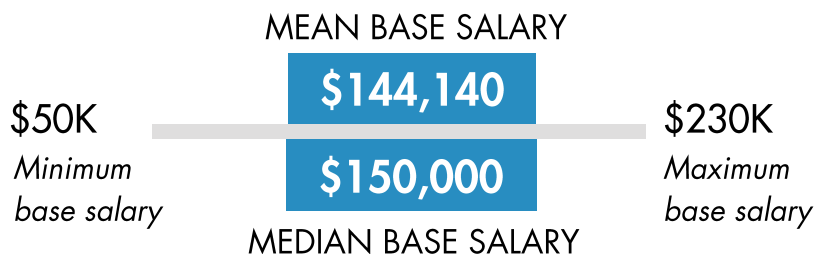
MBA CLASS OF 2020

FULL-TIME EMPLOYMENT HIGHLIGHTS

TOP INDUSTRIES



SALARY SUMMARY



SIGNING BONUS

\$34K MEAN SIGNING BONUS

79% OF STUDENTS ACCEPTING AN OFFER AND PROVIDING USABLE SALARY DATA REPORTED RECEIVING A SIGNING BONUS

JOB OFFERS



TOP REASON FOR ACCEPTING POSITION

43.6% GROWTH POTENTIAL



MBA CLASS OF 2020 FULL-TIME PROFILE DATA

CLASS PROFILE¹

Number of Candidates	409
U.S. Citizens/Permanent Residents	62%
Non-U.S. Citizens	38%
Women	42%
Median GMAT Score	730
Average Undergraduate GPA (out of 4.0)	3.63
Average Age at Entry to MIT Sloan	28
Average Years Full-Time Work Experience Prior to MIT Sloan	4.9

¹ Class profile, as of matriculation, includes information for MBA students and students in the joint MBA/Leaders for Global Operations program.

EMPLOYMENT PROFILE

	Count	% of Class
Total	405	100%
Seeking	314	77.5%
Not Seeking	86	21.3%
Sponsored and Returning	57	14.1%
Starting a Business	14	3.5%
Continuing Education	10	2.5%
Postponing a Job Search	5	1.2%
No Recent Data	5	1.2%

TOP EMPLOYERS OF MBA CLASS OF 2020²

	# of Hires
The Boston Consulting Group	36
McKinsey & Company	20
Amazon	19
Google	14
Bain & Company	13
Amgen	4
Danaher Corporation	4
Deloitte Consulting	4
Goldman Sachs	4
Wayfair	4
Activision Blizzard	3
The Analysis Group	3
Apple	3
Credit Suisse	3
IBM	3
JP Morgan Chase & Co.	3
L.E.K. Consulting	3
Nike	3
Rappi	3

² Grouped by Parent Company. Includes only Accepted Offers from the Seeking population. Sponsored and Returning are not included

MBA CLASS OF 2020 FULL-TIME BASE SALARY BY INDUSTRY

INDUSTRY

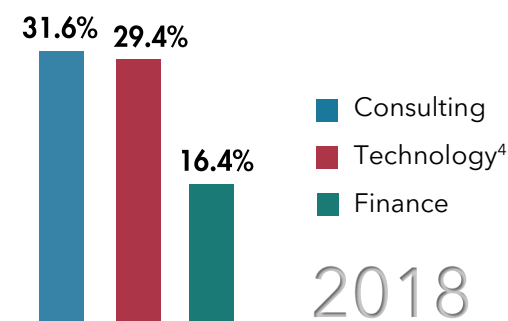
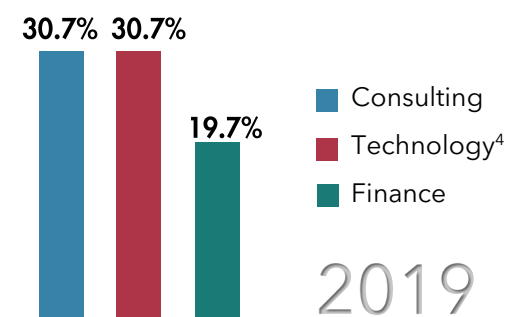
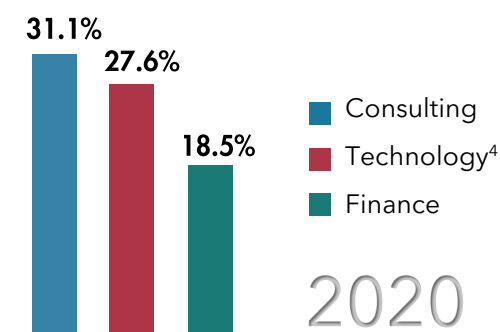
	%	MEAN	MEDIAN	LOW	HIGH
Service Industries	79.4%	\$147,220	\$150,000	\$50,000	\$200,000
Consulting	31.1%	\$157,530	\$165,000	\$100,000	\$170,000
Software/Internet	24.8%	\$137,715	\$138,500	\$50,000	\$165,000
Financial	18.5%	\$146,207	\$150,000	\$72,000	\$200,000
Investment Banking/Brokerage	7.7%	\$143,000	\$150,000	\$100,000	\$160,000
Investment Management	3.5%	\$141,500	\$140,000	\$72,000	\$200,000
Private Equity	3.5%	\$158,800	\$172,500	\$100,000	\$200,000
Venture Capital	2.1%	\$140,000	\$150,000	\$110,000	\$160,000
Diversified Financial Services	1.4%	\$146,000	\$145,000	\$138,000	\$156,000
Other Financial Industries	0.3%	- ¹	-	-	-
Retail	2.4%	\$126,667	\$122,500	\$110,000	\$145,000
Media/Entertainment/Sports	1.0%	\$145,000	\$125,000	\$125,000	\$185,000
Other Service ²	1.6%	\$132,500	\$135,000	\$120,000	\$140,000
Manufacturing Industries	18.2%	\$134,049	\$130,000	\$68,000	\$230,000
Pharmaceutical/Healthcare/Biotechnology	5.6%	\$131,000	\$132,500	\$81,000	\$160,000
Automotive/Aerospace	3.1%	\$140,625	\$145,000	\$100,000	\$160,000
Consumer Products	3.1%	\$112,600	\$120,000	\$68,000	\$130,000
Computers/Electronics	2.1%	\$170,000	\$160,000	\$130,000	\$230,000
Energy	1.0%	- ¹	-	-	-
Telecommunications	0.8%	- ¹	-	-	-
Transportation/Equipment/Defense	0.8%	- ¹	-	-	-
Other Manufacturing ³	1.7%	- ¹	-	-	-
Other	2.4%	\$109,917	\$110,000	\$80,000	\$150,000
Nonprofit	1.0%	\$124,000	\$122,000	\$100,000	\$150,000
Education	0.7%	- ¹	-	-	-
Government	0.7%	- ¹	-	-	-

¹ Dash indicates fewer than three or less than 1% unique salary data points.

² **Other Service** industries includes Real Estate.

³ **Other Manufacturing** industries includes AgriTech and Chemicals.

TOP INDUSTRIES



⁴ **Technology** includes Software/Internet, Computers/Electronics, and Telecommunications.

MBA CLASS OF 2020 FULL-TIME BASE SALARY BY FUNCTION

FUNCTION						
		%	MEAN	MEDIAN	LOW	HIGH
Consulting/Strategic Planning		39.7%	\$152,206	\$165,000	\$80,000	\$175,000
Finance		16.7%	\$145,151	\$150,000	\$72,000	\$200,000
	Investment Banking	6.7%	\$148,235	\$150,000	\$120,000	\$160,000
	Investment Management	3.5%	\$140,850	\$135,000	\$72,000	\$200,000
	Private Equity	2.5%	\$154,714	\$170,000	\$100,000	\$200,000
	Venture Capital	1.8%	\$140,000	\$150,000	\$110,000	\$160,000
	Treasury/Corporate Finance	1.1%	\$130,000	\$130,000	\$120,000	\$140,000
	Other Finance ¹	1.1%	\$140,000	\$140,000	\$120,000	\$160,000
Product Management/Development		16.7%	\$140,150	\$140,000	\$100,000	\$163,000
Operations/Project Management ²		12.4%	\$131,190	\$135,000	\$50,000	\$175,000
Leadership Program/General Management		5.3%	\$126,400	\$125,000	\$96,000	\$150,000
Marketing ³		3.9%	\$132,111	\$135,000	\$110,000	\$160,000
Business Development		2.8%	\$140,833	\$145,000	\$120,000	\$150,000
Business Analytics		1.8%	\$155,500	\$154,000	\$129,000	\$185,000
Other Function ⁴		0.7%	_ ⁵	-	-	-

¹ **Other Finance** includes Analyst/Research.

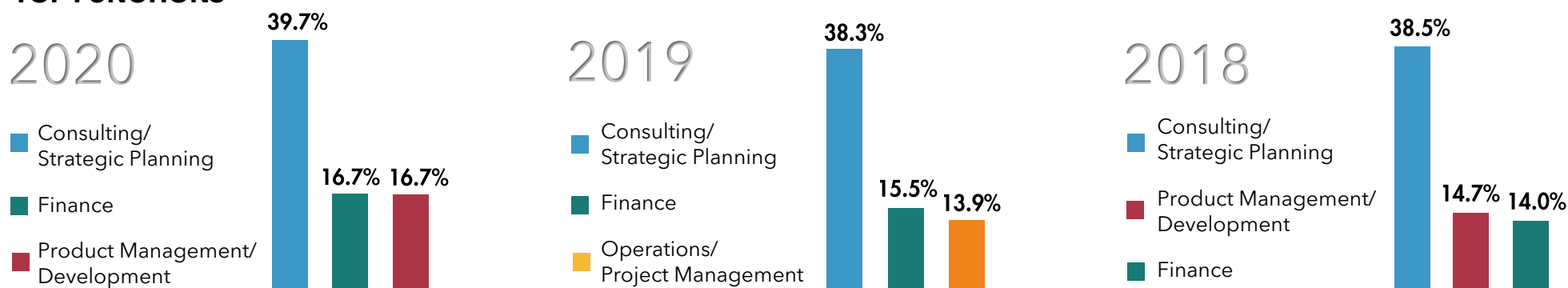
² **Operations/Project Management** includes Supply Chain.

³ **Marketing** includes Sales and Brand Management.


⁴ **Other Function** includes Human Resources and Engineering.

⁵ Dash indicates fewer than three people or less than 1% reported salary information.

TOP FUNCTIONS



MBA CLASS OF 2020 FULL-TIME BASE SALARY BY GEOGRAPHIC LOCATION

REGION								
				%	MEAN	MEDIAN	LOW	HIGH
NORTH AMERICA				90.7%	\$146,216	\$150,000	\$50,000	\$230,000
	United States			88.8%	\$147,111	\$150,000	\$72,000	\$230,000
	NORTHEAST			44.1%	\$147,687	\$150,000	\$87,500	\$230,000
		Boston Metro		23.1%	\$147,669	\$150,000	\$87,500	\$230,000
		NYC Metro		19.9%	\$148,625	\$150,000	\$110,000	\$185,000
	WEST			29.7%	\$147,325	\$150,000	\$100,000	\$200,000
		SF Bay Area		15.0%	\$152,497	\$150,000	\$100,000	\$200,000
		Seattle Metro		8.4%	\$144,750	\$144,000	\$118,000	\$165,000
		Los Angeles Metro		4.9%	\$141,277	\$140,000	\$100,000	\$165,000
	SOUTHWEST			4.9%	\$153,333	\$160,000	\$125,000	\$165,000
		Dallas Metro		1.4%	\$163,333	\$165,000	\$160,000	\$165,000
		Houston Metro		1.4%	\$146,667	\$150,000	\$125,000	\$165,000
	SOUTH			4.2%	\$143,083	\$152,500	\$72,000	\$165,000
		Atlanta Metro		1.7%	\$160,000	\$165,000	\$140,000	\$165,000
		Miami Metro		1.4%	\$135,500	\$152,500	\$72,000	\$165,000
	MIDATLANTIC			2.8%	\$149,750	\$159,000	\$100,000	\$170,000
	MIDWEST			2.8%	\$136,143	\$143,000	\$80,000	\$165,000
	POSSESSIONS & TERRITORIES			0.3%	- ¹	-	-	-
Mexico				1.5%	\$90,936	\$110,000	\$50,000	\$112,807
Canada				0.4%	- ¹	-	-	-
EUROPE				3.8%	\$123,327	\$120,000	\$96,000	\$175,000
ASIA				3.1%	\$126,375	\$127,500	\$68,000	\$170,000
LATIN AMERICA & THE CARIBBEAN				1.0%	- ¹	-	-	-
MIDDLE EAST				0.7%	- ¹	-	-	-
OCEANIA				0.7%	- ¹	-	-	-

¹ Dash indicates fewer than three people, or less than 1% reported salary information.

MBA CLASS OF 2020 FULL-TIME SIGNING BONUS RECEIVED BY JOB FUNCTION

SIGNING BONUS BY JOB FUNCTION					
	%	MEAN	MEDIAN	LOW	HIGH
Consulting/Strategic Planning	87.3%	\$28,533	\$25,000	\$4,500	\$100,000
Finance	67.4%	\$42,190	\$50,000	\$5,000	\$75,000
Investment Banking	88.2%	\$48,067	\$50,000	\$10,000	\$60,000
Investment Management	50.0%	\$34,500	\$30,000	\$5,000	\$62,500
Private Equity	42.9%	\$28,333	\$20,000	\$15,000	\$50,000
Venture Capital	33.3%	- ¹	-	-	-
Treasury/Corporate Finance	100.0%	\$46,667	\$40,000	\$30,000	\$70,000
Other Finance ²	66.7%	- ¹	-	-	-
Product Management/Development	81.6%	\$42,581	\$35,000	\$10,000	\$165,000
Operations/Project Management ³	69.0%	\$33,200	\$30,000	\$3,000	\$70,000
Leadership Program/General Management	100.0%	\$34,333	\$30,000	\$10,000	\$60,000
Marketing ⁴	66.7%	\$41,667	\$40,000	\$25,000	\$60,000
Business Development	50.0%	\$23,333	\$25,000	\$20,000	\$25,000
Business Analytics	75.0%	\$18,333	\$25,000	\$5,000	\$25,000

¹ Dash indicates fewer than three people or less than 1% reported salary information.

² **Other Finance** includes Analyst/Research.

³ **Operations/Project Management** includes Supply Chain.

⁴ **Marketing** includes Sales and Brand Management.

OTHER GUARANTEED COMPENSATION					
	% Reporting	MEAN	MEDIAN	LOW	HIGH
	59.3%	\$52,947	\$11,000	\$500	\$400,000

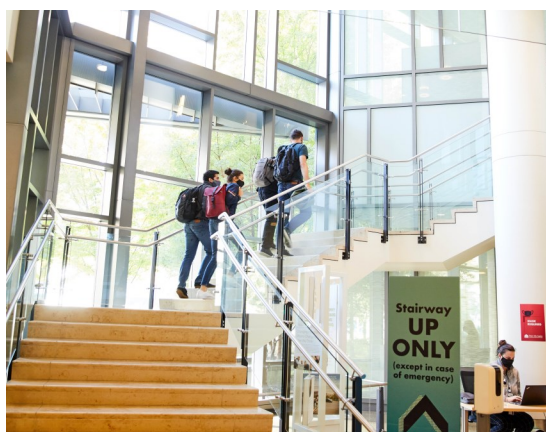
TIMING OF JOB OFFERS	
At Graduation	Three Months After Graduation
85.4%	95.5%

TIMING OF JOB ACCEPTANCES	
At Graduation	Three Months After Graduation
72.3%	91.1%

MBA CLASS OF 2020 FULL-TIME OFFER SOURCE AND REASON FOR ACCEPTING OFFER

OFFER SOURCE	
	%
School Facilitated	68.6%
Summer Internship–School Facilitated	36.9%
Interviews through On-Campus Recruiting	10.0%
Job Postings (MIT or Sloan)	8.9%
LGO	6.3%
Alumni	3.3%
MIT/Sloan Sponsored Events	1.8%
Faculty/CDO/Sloan Student Referral	1.5%
Student Facilitated	31.4%
Online Job Postings	8.5%
Personal Network	7.7%
Contacted Directly	5.9%
Summer Internship–Student Facilitated	5.5%
Previous Employer	3.7%

REASON ACCEPTED	
Growth Potential	43.6%
Job Function	19.3%
Industry	11.1%
People/Corporate Culture	8.6%
Commitment to Social Impact	4.1%
Location	3.7%
Prestige of Firm	3.7%
Compensation	2.5%
Commitment to Sustainability	0.9%
Other	2.5%



COVID-19 IMPACT: THE FULL-TIME JOB SEARCH

It is rare for an employer to rescind an offer made to an MIT Sloan student. Due to the COVID-19 crisis, several employers rescinded or cancelled offers in the spring and summer of 2020. Our data indicates **12 full-time offers were rescinded in 2020**, and **9 of the those students indicated they accepted another full-time offer** by three months post-graduation.

MBA CLASS OF 2021 INTERNSHIP EMPLOYMENT DATA

CLASS PROFILE¹

Number of Candidates	416
U.S. Citizens/Permanent Residents	59%
Non-U.S. Citizens	41%
Women	41%
Median GMAT Score	730
Average 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

¹ Class profile, as of matriculation, includes information for MBA students and students in the joint MBA/Leaders for Global Operations program.

EMPLOYMENT PROFILE

	Count	% of Class
Class Total	423	100%
Seeking	340	80.4%
Not Seeking	83	19.6%
LGO	45	10.6%
Sponsored and Returning	16	3.8%
Starting a Business	15	3.5%
Other	7	1.7%



TOP EMPLOYERS OF MBA CLASS OF 2021 INTERNS

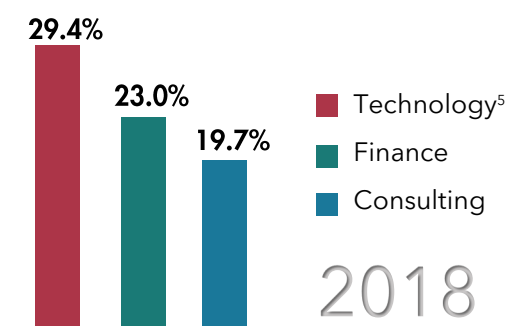
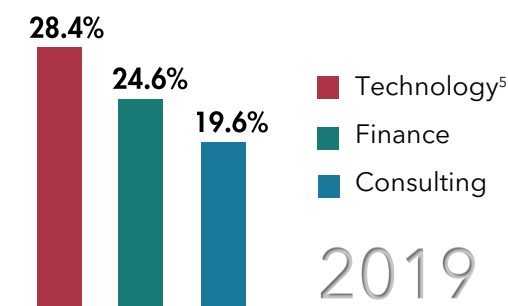
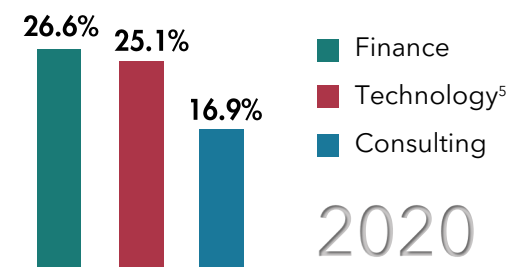
	# of Interns
The Boston Consulting Group	24
Amazon	14
McKinsey & Company	10
Bain & Company	9
Google	9
Nike²	6
JP Morgan	4
Morgan Stanley	4
Vertex	4
Apple	4
Danaher Corporation	3
Goldman Sachs	3
Mastercard	3
Microsoft	3
Sanofi Genzyme	3
Aprende	3

² Nike includes Converse.

MBA CLASS OF 2021 INTERNSHIP MONTHLY BASE SALARY BY INDUSTRY

INDUSTRY ¹					
	%	MEDIAN	MEAN	LOW	HIGH
Service Industries	71.5%	\$9,208	\$8,872	\$500	\$13,750
Software/Internet	22.6%	\$8,266	\$7,815	\$2,040	\$12,000
Consulting	16.9%	\$13,050	\$11,278	\$1,200	\$13,750
Venture Capital	8.5%	\$5,208	\$6,260	\$3,333	\$13,000
Investment Management	5.3%	\$10,400	\$9,460	\$3,000	\$12,500
Investment Banking/Brokerage	5.0%	\$12,500	\$11,460	\$6,250	\$13,333
Private Equity	3.4%	\$4,750	\$6,000	\$930	\$12,000
Diversified Financial Services	3.1%	\$8,000	\$6,957	\$500	\$10,000
Retail	2.5%	\$9,000	\$8,000	\$6,000	\$10,000
Media/Entertainment/Sports	1.6%	\$4,480	\$3,632	\$640	\$5,040
Fintech	1.3%	- ²	-	-	-
Other Service ³	1.3%	- ²	-	-	-
Manufacturing Industries	22.9%	\$7,000	\$7,372	\$2,927	\$14,230
Pharmaceutical/Healthcare/Biotechnology	10.0%	\$7,800	\$7,965	\$3,666	\$14,230
Consumer Products	5.6%	\$5,970	\$6,617	\$2,927	\$12,000
Computers/Electronics	2.5%	\$8,730	\$7,914	\$6,000	\$9,000
Automotive/Aerospace	1.6%	\$7,000	\$7,250	\$5,000	\$10,000
Energy	1.3%	\$6,101	\$6,011	\$3,600	\$8,333
Other Manufacturing ⁴	1.9%	\$6,500	\$6,756	\$5,000	\$8,500
Other	5.6%	\$4,500	\$5,080	\$2,300	\$9,000
Nonprofit	2.4%	\$5,500	\$6,167	\$3,500	\$9,000
Education	1.9%	- ²	-	-	-
Government	1.3%	\$3,500	\$3,267	\$2,300	\$4,000

TOP INDUSTRIES



⁵ **Technology** includes Software/Internet, Computers/Electronics, and Telecommunications.

¹ Salary data captures monthly salaries for interns.

² Dash indicates fewer than three people or less than 1% reported salary information.

³ **Other Service** industries includes Marketing and Real Estate.

⁴ **Other Manufacturing** industries includes Transportation/Equipment/Defense and AgriTech.

MBA CLASS OF 2021 INTERNSHIP MONTHLY BASE SALARY BY FUNCTION

FUNCTION		%	MEDIAN	MEAN	LOW	HIGH
Consulting/Strategic Planning		25.6%	\$11,700	\$9,973	\$640	\$13,750
Finance		25.6%	\$9,208	\$8,641	\$930	\$13,333
	Venture Capital	6.1%	\$5,416	\$6,178	\$3,000	\$13,000
	Investment Banking	5.4%	\$12,500	\$11,535	\$6,250	\$13,333
	Private Equity	5.0%	\$4,750	\$6,000	\$930	\$12,000
	Asset Management/Portfolio Management	4.4%	\$10,489	\$10,392	\$5,000	\$12,500
	Treasury/Corporate Finance	2.0%	\$9,208	\$8,625	\$6,500	\$9,408
	Other Finance ¹	2.7%	\$7,000	\$6,773	\$3,500	\$9,166
Product Management/Development		18.9%	\$8,000	\$7,705	\$2,040	\$12,000
Business Development		9.4%	\$6,066	\$6,607	\$500	\$14,230
Operations/Project Management²		7.7%	\$8,917	\$7,859	\$3,000	\$10,000
Marketing³		3.7%	\$6,626	\$6,604	\$2,058	\$8,800
Business Analytics		2.7%	\$5,969	\$6,617	\$4,800	\$8,500
Leadership Development Program/General Management		2.7%	\$8,500	\$7,517	\$3,500	\$9,100
Other⁴		3.7%	\$5,280	\$6,899	\$2,300	\$14,230

¹ **Other Finance** includes Financial Analyst.

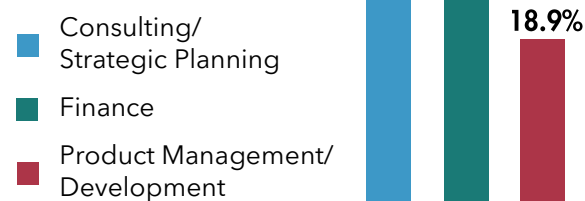
² **Operations/Project Management** includes Supply Chain.

³ **Marketing** includes Product Marketing and Sales.

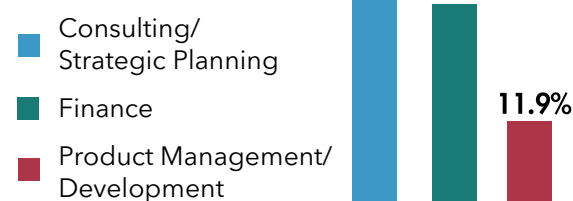
⁴ **Other** includes Information Technology, Human Resources and Data Science.

TOP FUNCTIONS

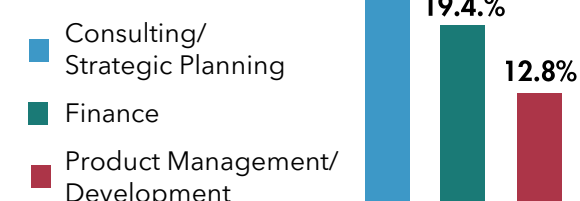
2020



2019



2018



MBA CLASS OF 2021 INTERNSHIP MONTHLY BASE SALARY BY GEOGRAPHIC LOCATION

REGION					
	%	MEDIAN	MEAN	LOW	HIGH
United States	92.7%	\$8,500	\$8,439	\$500	\$14,230
Outside of United States	7.3%	\$8,652	\$7,722	\$930	\$13,300
ASIA	3.2%	\$9,860	\$7,399	\$930	\$11,000
EUROPE	1.6%	\$8,652	\$7,284	\$2,200	\$11,000
NORTH AMERICA	1.2%	\$11,366	\$9,758	\$3,000	\$13,300
LATIN AMERICA & THE CARIBBEAN	0.9%	\$6,300	\$6,200	\$5,100	\$7,200
AFRICA	0.3%	- ¹	-	-	-

¹ Dash indicates fewer than three people or less than 1% reported salary information.

COVID-19 IMPACT: THE INTERNSHIP SEARCH

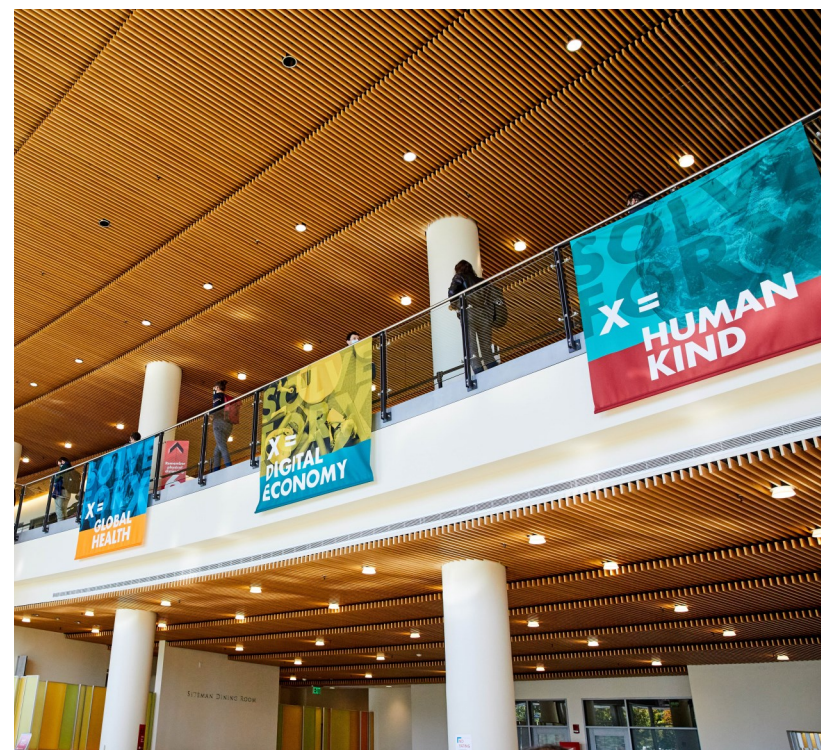
Market uncertainty in the spring impacted internships for the Class of 2021. In addition to **18 rescinded or cancelled offers**, many students actively interviewing with companies found internship hiring stalled due to hiring freezes. The MIT Sloan community – our leadership, alumni, faculty, and centers, including the Martin Trust Center for MIT Entrepreneurship – came together to source approximately 200 new opportunities. Senior leadership and our alumni also supported a fund for select unpaid internships and research projects to ensure students could participate in this important professional development experience.

March – June 2020: Expanded Opportunities and Support

100+ Startup Opportunities on Orbit, the entrepreneurship opportunity platform of the Martin Trust Center for MIT Entrepreneurship.

60+ MIT Research Opportunities with MIT faculty, research centers, and initiatives, including COVID-19 Alliance, Healthcare and Innovative Financing, and MIT Sloan LATAM Office.

34 MBAs Received Support for their Internship through the Internship and Faculty Project Fund, which was created in response to COVID-19. The fund supported students participating in unpaid internships, MIT-affiliated startup internships, and faculty research projects.



MBA CLASS OF 2021 INTERNSHIP OFFER SOURCE AND REASON FOR ACCEPTING OFFER

OFFER SOURCE		
		%
School Facilitated		65.1%
	Job Postings (MIT or Sloan)	23.4%
	Interviews through On-Campus Recruiting	14.6%
	MIT/Sloan Sponsored Events	8.8%
	Faculty/CDO/Sloan Student Referral	7.1%
	Faculty Project / Sloan Supported Internship	4.7%
	Club Event	3.1%
	Alumni	2.7%
	Action Learning Labs	0.7%
Student Facilitated		34.9%
	Personal Network	12.5%
	Online Job Postings	11.2%
	Contacted Directly	9.8%
	Previous Employer	1.4%

REASON ACCEPTED	
Job Function	24.4%
Growth Potential	21.7%
Industry	20.9%
Prestige of Firm	7.9%
Commitment to Social Impact	7.1%
People/Corporate Culture	6.7%
Commitment to Sustainability	4.3%
Location	2.4%
Compensation	1.6%
Other	3.0%



ACCURACY IN REPORTING EMPLOYMENT STATISTICS

The MIT Sloan School of Management adheres to the MBA Career Services & Employer Alliance (MBA CSEA) Standards for Reporting MBA Employment Statistics (mbacsea.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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