From the Senior Director

I am pleased to present the 2010–2011 MBA Employment Report for the MIT Sloan School of Management.

With your support our graduates and students secured interesting, diverse, and rewarding opportunities this past year. We remain grateful to our recruiting partners, alumni, faculty, and friends, for your ongoing support of the School, especially during these challenging economic times. We are extremely pleased that the number and diversity of opportunities available to our graduates and students returned to levels last enjoyed in 2007.

We remain committed to connecting students with a diversity of opportunities — resulting in approximately 75% of graduates finding full-time work through the School. We provide a variety of methods tailored to our recruiting partners’ needs to easily reach our students. Our personalized approach to meeting the needs of the wide variety of firms that recruit MIT Sloan students and graduates ensures you will receive the attention you desire. Our goal is to be the school of choice for MBA hirers, and we are committed to making your recruiting experience both positive and productive. Whether you are looking to hire one summer intern or ten full-time employees, hiring an MIT Sloan MBA for your organization is always a great investment.

The largest hiring industries this past year are consulting and financial services firms, with approximately 70% of graduates accepting a full-time opportunity in the service sector. Students also accepted positions in High Technology, Pharmaceuticals/Biotechnology and Oil/Energy. Almost 30% of students accepted opportunities in the manufacturing sector.

Consulting/Strategic Planning and Finance topped the list of job functions selected by MIT Sloan students and graduates. We continue to see, however, a diversification of interest including Operations/Project Management, Business Development, Leadership Development Programs, and Marketing.

Thank you for your support of the MIT Sloan School of Management.

Sincerely,

Jacqueline Wilbur
Senior Director
Career Development Office

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.
Employers Hiring Members of the Classes of 2010 and 2011

A.T. Kearney  
AI23 Systems  
Accel Partners  
Acciona Energy  
Adobe  
Advent International  
Aetna  
Africa Finance  
Corporation  
Airbus  
Amazon.com*  
American Airlines  
American Express  
Amgen*  
Amgen  
Analysis Group  
AOL Ventures  
Apple Computer  
Apta Capital  
Arsenal Medical  
Asian Development  
Bank  
Athenahealth  
Austin Technology  
Incubator  
AVEO  
Pharmaceuticals  
AVON Cosmetics  
Baidu  
Bain & Company  
Bain Capital  
Bank of America  
Banc of America  
Merrill Lynch  
Barclays’s Capital  
Baxter Healthcare  
Bayer  
Beacon Capital  
Partners  
Bechtel  
Better Place  
Biogen Idec  
BlackRock  
Blizzard  
Entertainment  
BMW  
BNP Paribas  
Boehringer Ingelheim  
Boeing Company*  
Booz & Co  
Borrero Solar  
Boston Beer Company  
Boston Consulting  
Group  
Boston Scientific  
BP Alternative  
Energy  
Brainloop Inc  
Bridge International  
Academies  
BrightRoll  
BrightStar  
Cabot Corporation  
CapStreet  
Cargill  
Catcher Technology  
Co., Ltd.  
Cemex  
Censeo Consulting  
Group  
Chemung Contracting  
China Renaissance  
Capital Investment  
Cisco Systems*  
CITI  
Conservation and  
Community  
Investment Forum  
Converse  
Covidiem  
Credit Suisse  
CSMG  
Cubist  
Pharmaceuticals  
Cumnins  
Currensee  
CVC Turismo  
Cytec Engineered  
Materials Inc.  
Danske Bank  
Databank  
DataXu  
Dell*  
Deloitte  
Consulting  
Deutsch Bank  
Group  
Dow Jones &  
Company  
Dunkin’ Brands  
Eaton Vance  
Education Pioneers  
Eigeny  
Eli Lilly and Company  
Elsevier  
EMC Corporation  
Emerson Electric Co.  
Endeavor  
Initiative  
EnerNOC  
Enova Financial  
EnterTrust Capital  
Ernst & Young LLP  
ESPN  
Estee Lauder  
Facebook  
FEED Projects  
Fidelity  
Investments  
Flagship Ventures  
Fraser  
Communications  
Gazprom Marketing  
and Trading  
GE Aviation  
Genencor  
Genentech  
General Electric  
Genzyme  
Corporation*  
GloTech Corporation  
Goldman Sachs  
Google  
Group  
Gupta Santander  
GSR Ventures  
Haemonetics  
Harris Williams  
Harvest Power  
Hatch Ventures  
Hawkshaw Capital  
Management  
Homeland Energy  
Ventures  
Homeland Security  
Studies and Analysis  
Institute  
HRinet  
HSBC Bank  
HubSpot  
Humedica  
IBM Corporation  
ICEDR  
IFMR Capital Finance  
IGNA Partners, LLC  
Infosys  
Instituto Tecnologico  
y de Estudios  
Superiores de  
Monterrey  
Intel Corporation*  
Inter-American  
Development Bank  
International Food  
Policy Research  
Institute  
InvenSense, Inc.  
Ironshore Capital, LLC  
ITA Software  
Itau Bank  
Johnson &  
Johnson  
Jones Apparel Group  
JP Morgan Chase  
KAUST Investment  
Management  
Kayak.com  
Kettle Cuisine  
Khazanah Nasional  
Berhad  
Kimberly-Clark  
Corporation*  
KT  
Kurt Salmon  
Associates  
L.E.K. Consulting  
Lapliz Advisory  
Services  
LARK  
Leerink Swan  
LG Electronics  
Liberty Mutual  
Lightkeeper Advisors  
Louis Berger Group  
Louis Vuitton Moet  
Hennessy  
Mars Inc  
Massachusetts  
General Hospital*  
McDonald’s  
McKinsey &  
Company  
McMaster Carr  
Medallia  
MedImmune  
Medtronic  
Moscophere  
Mohan Davdow  
Ventures  
Monitor Group  
Morgan Stanley  
Mr Youth  
Naix Ventures  
Accelerator  
NaVos Partners  
National Basketball  
Association  
National Hockey  
League  
National Renewable  
Energy Laboratory  
Nestle  
New England  
Aquarium  
New England Pension  
Consulting  
New Horizon Capital  
New York City Housing  
Authority  
Nokia  
Nomura International  
Novartis*  
Novell  
NST  
Oak Investment  
Partners  
Oak Ridge National  
Lab  
OC&Strategy  
Consultants  
Ocean Spray  
Cranberries, Inc.  
Oliver Wyman  
Onidyr Network  
OmniGuide  
Operasolutions  
OsComp Systems  
OTB Destination LLC  
Oxfam America  
Pacific Gas & Electric  
Company  
Pacific Investment  
Management  
Company  
Parthenon Group  
Partners  
Peppers & Rogers  
PepsiCo  
Pfizer  
Philips Electronics  
Photon Consulting  
Pluribus  
Positivo Educacional  
PowerAdvocate  
Pricewaterhouse  
Coopers  
PROMECAP  
PRTM  
Pugen Sound Energy  
Putnam Associates  
Qihoo  
Raine Partners  
Rap Leaf  
Raytheon Company  
Red Cross  
Reebok International  
REhnu  
Rhine Group  
Riveria Investment  
Group  
Roland Berger  
Strategy  
Consultants  
Rosetta Stone  
RXi Pharmaceuticals  
Samena Capital  
Samsung  
SanDisk  
SAP  
Sapient Consulting  
Satori Capital  
Save That Stuff  
Sayage Inc.  
SC Johnson  
Schoolhouse Partners  
Sealed Air  
Sears Holdings  
Sephora  
Shell  
Shoreline Capital  
Siemens  
SilverRail  
Technologies  
Simon-Kucher &  
Partners  
SinglePoint  
SkyLake Incuvest, Inc.  
Sony  
Spirit AeroSystems  
Staples  
State Street Bank  
Stonefield Farm  
Synthes  
T. Rowe Price  
T3 Advisors LLC  
TA Associates  
Realty  
Target Corporation  
Temenek  
Thomson Corporation  
TNO - Netherlands  
Organisation for  
Applied Scientific  
Research  
Toffler Associates  
Translation LLC  
Transparent Language  
Tremor Media  
TripAdvisor  
True Ventures  
U.S. Foodservice  
UBS Financial  
Services  
United Airlines  
United Nations  
United States  
Department of  
Energy  
United Technologies  
Corporation  
Venette Asset  
Management  
Venrock Associates  
Videomining, Corp.  
Vietnam Investment  
Group  
Vine Alternative  
Investments, LLC  
Virtus Partners  
Visa International  
VKernel  
VMware  
Walmart  
Westfield Capital  
Management  
Xerox  
XL Hybrids  
Yahoo!  
Ze-gen  
Zenith Solar  
Zynga  

* LGO Partner Company  
** Bold red = Employers hiring three or more MIT Sloan MBA students for full-time and/or summer positions
Class Profile

Number of Candidates 389
U.S. Citizens 64%
Non-U.S. Citizens 36%
Women 35%
Median GMAT Score 710
Median Undergraduate GPA (out of 4.0) 3.6
Average Age at Entry to MIT Sloan 28
Average Years of Full-Time Work Experience Prior to MIT Sloan 5

Class of 2010 Employment Profile

| Seeking Employment | 287 | 73.8 |
| Not Seeking Employment | 84 | 21.6 |
| Continuing education | 8 | 2.1 |
| Company sponsored or have been employed as student | 40 | 10.3 |
| Starting own business | 33 | 8.5 |
| Other reason(s) for not seeking | 3 | 0.7 |
| No Information Available | 18 | 4.6 |
| Total Graduates | 389 | 100.0 |

Full-Time Employment Overview

Mean Base Salary $108,009
Median Base Salary $110,000
Range of Base Salary $35,000–160,000

Top Hirers of Class of 2010

- McKinsey & Company: 15 graduates
- Boston Consulting Group: 14 graduates
- Bain & Company: 12 graduates
- Amazon.com: 6 graduates
- Apple: 6 graduates
- Goldman Sachs: 6 graduates
- Barclays Capital: 5 graduates
- Booz & Co: 5 graduates
- Microsoft: 6 graduates
- Deutsche Bank: 5 graduates
- Novartis: 5 graduates

---

1. 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.
2. All information based on data reported by students.
3. Full-time employment statistics based on job acceptances. 90.1% of reported acceptances included usable salary information.
### Class of 2010 Base Salary by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service Industries</td>
<td>68.2</td>
<td>$108,259</td>
<td>$110,000</td>
<td>$50,000 – 138,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>28.2</td>
<td>119,095</td>
<td>120,000</td>
<td>60,000 – 138,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>11.4</td>
<td>100,273</td>
<td>100,000</td>
<td>52,650 – 130,000</td>
</tr>
<tr>
<td>Software/Internet</td>
<td>10.2</td>
<td>98,080</td>
<td>100,000</td>
<td>50,000 – 130,000</td>
</tr>
<tr>
<td>Retail</td>
<td>4.3</td>
<td>108,545</td>
<td>110,000</td>
<td>85,000 – 118,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>4.3</td>
<td>101,111</td>
<td>100,000</td>
<td>80,000 – 125,000</td>
</tr>
<tr>
<td>Diversified Financial Services</td>
<td>3.5</td>
<td>105,438</td>
<td>107,500</td>
<td>78,500 – 125,000</td>
</tr>
<tr>
<td>VC/Hedge Fund/Private Equity</td>
<td>2.8</td>
<td>97,500</td>
<td>90,000</td>
<td>75,000 – 135,000</td>
</tr>
<tr>
<td>Service: Other</td>
<td>2.0</td>
<td>97,300</td>
<td>106,500</td>
<td>70,000 – 125,000</td>
</tr>
<tr>
<td>Media/Entertainment</td>
<td>1.2</td>
<td>103,333</td>
<td>100,000</td>
<td>90,000 – 120,000</td>
</tr>
<tr>
<td>Real Estate</td>
<td>0.4</td>
<td>–</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Manufacturing Industries</td>
<td>28.2</td>
<td>$108,508</td>
<td>$110,000</td>
<td>$60,000 – 140,000</td>
</tr>
<tr>
<td>Computers/Electronics</td>
<td>8.6</td>
<td>112,907</td>
<td>118,000</td>
<td>70,000 – 126,000</td>
</tr>
<tr>
<td>Pharmaceutical/Healthcare/Biotechnology</td>
<td>7.1</td>
<td>111,296</td>
<td>110,000</td>
<td>68,500 – 135,000</td>
</tr>
<tr>
<td>Manufacturing: Other</td>
<td>4.3</td>
<td>101,500</td>
<td>105,000</td>
<td>68,500 – 120,000</td>
</tr>
<tr>
<td>Oil/Energy</td>
<td>3.1</td>
<td>104,750</td>
<td>107,500</td>
<td>67,000 – 126,000</td>
</tr>
<tr>
<td>Automotive/Aerospace</td>
<td>2.0</td>
<td>105,200</td>
<td>105,000</td>
<td>93,000 – 115,000</td>
</tr>
<tr>
<td>Consumer Packaged Goods</td>
<td>1.6</td>
<td>105,000</td>
<td>100,000</td>
<td>90,000 – 125,000</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>1.2</td>
<td>103,333</td>
<td>110,000</td>
<td>60,000 – 140,000</td>
</tr>
<tr>
<td>Transportation/Equipment/Defense</td>
<td>0.4</td>
<td>–</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Government/Nonprofit</td>
<td>0.8</td>
<td>–</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Other</td>
<td>1.6</td>
<td>$115,750</td>
<td>$104,000</td>
<td>$95,000 – 160,000</td>
</tr>
</tbody>
</table>

1. All salary data based on reported compensation.
2. Dash indicates fewer than three people or less than 1% reported salary information.

### Top Industries
- Consulting
- Investment Banking
- High Technology*

* Includes Computers/Electronics, Software/Internet and Telecommunications

### Top Functions
- Consulting/Strategic Planning
- Finance
- Operations/Project Management*

1. Finance/Other includes corporate finance, venture capital and private equity.
2. Dash indicates fewer than three people or less than 1% reported salary information.
### Class of 2010 Base Salary by Geographic Location

<table>
<thead>
<tr>
<th>Location</th>
<th>Percent</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>82.4</td>
<td>$108,924</td>
<td>$110,000</td>
<td>$35,000–160,000</td>
</tr>
<tr>
<td>Northeast¹</td>
<td>40.6</td>
<td>109,092</td>
<td>108,000</td>
<td>56,000–160,000</td>
</tr>
<tr>
<td>Metro Boston</td>
<td>22.7</td>
<td>111,858</td>
<td>118,750</td>
<td>56,000–160,000</td>
</tr>
<tr>
<td>Metro NY</td>
<td>10.9</td>
<td>103,680</td>
<td>100,000</td>
<td>85,000–130,000</td>
</tr>
<tr>
<td>West</td>
<td>22.7</td>
<td>110,139</td>
<td>110,000</td>
<td>67,000–138,000</td>
</tr>
<tr>
<td>South</td>
<td>4.7</td>
<td>98,250</td>
<td>105,000</td>
<td>35,000–120,000</td>
</tr>
<tr>
<td>Southwest</td>
<td>5.5</td>
<td>115,615</td>
<td>120,000</td>
<td>93,000–135,000</td>
</tr>
<tr>
<td>Midwest</td>
<td>3.9</td>
<td>110,875</td>
<td>114,000</td>
<td>95,000–135,000</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>3.5</td>
<td>106,083</td>
<td>110,000</td>
<td>70,000–125,000</td>
</tr>
<tr>
<td>Mexico</td>
<td>1.5</td>
<td>94,500</td>
<td>95,000</td>
<td>68,500–120,000</td>
</tr>
<tr>
<td>Rest of the World</td>
<td>17.6</td>
<td>$104,172</td>
<td>$112,500</td>
<td>$50,000–135,000</td>
</tr>
<tr>
<td>Europe including UK</td>
<td>4.7</td>
<td>117,003</td>
<td>120,000</td>
<td>75,000–135,000</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>2.3</td>
<td>108,333</td>
<td>110,000</td>
<td>75,000–135,000</td>
</tr>
<tr>
<td>Asia</td>
<td>10.2</td>
<td>95,289</td>
<td>105,000</td>
<td>50,000–130,000</td>
</tr>
<tr>
<td>Latin America and the Caribbean</td>
<td>2.7</td>
<td>108,775</td>
<td>120,000</td>
<td>52,650–130,000</td>
</tr>
</tbody>
</table>

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

### Class of 2010 Base Salary by Undergraduate Major

<table>
<thead>
<tr>
<th>Major</th>
<th>Percent</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business</td>
<td>14.8</td>
<td>$104,455</td>
<td>$100,029</td>
<td>$35,000–160,000</td>
</tr>
<tr>
<td>Social Science &amp; Humanities</td>
<td>26.2</td>
<td>104,371</td>
<td>105,000</td>
<td>52,650–135,000</td>
</tr>
<tr>
<td>Engineering</td>
<td>50.4</td>
<td>111,037</td>
<td>110,000</td>
<td>50,000–135,000</td>
</tr>
<tr>
<td>Sciences &amp; Mathematics</td>
<td>8.6</td>
<td>106,957</td>
<td>102,000</td>
<td>75,000–135,000</td>
</tr>
</tbody>
</table>

### Class of 2010 Base Salary by Professional Experience

<table>
<thead>
<tr>
<th>Years of Experience</th>
<th>Percent</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>One year or less</td>
<td>3.8</td>
<td>$90,000</td>
<td>$95,000</td>
<td>$35,000–120,000</td>
</tr>
<tr>
<td>More than one year, up to 3 years</td>
<td>18.4</td>
<td>106,488</td>
<td>105,000</td>
<td>60,000–135,000</td>
</tr>
<tr>
<td>More than 3 years, up to 5 years</td>
<td>39.9</td>
<td>108,597</td>
<td>110,000</td>
<td>52,650–138,000</td>
</tr>
<tr>
<td>More than 5 years</td>
<td>37.9</td>
<td>109,335</td>
<td>110,000</td>
<td>50,000–160,000</td>
</tr>
</tbody>
</table>
### Signing Bonus Received by Job Function

<table>
<thead>
<tr>
<th>Job Function</th>
<th>Percent Reporting</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Management/Leadership Development Program</td>
<td>100.0</td>
<td>$21,714</td>
<td>$20,000</td>
<td>$5,000–55,000</td>
</tr>
<tr>
<td>Finance: Sales &amp; Trading</td>
<td>90.0</td>
<td>41,667</td>
<td>40,000</td>
<td>40,000–55,000</td>
</tr>
<tr>
<td>Finance: Investment Banking</td>
<td>88.9</td>
<td>38,750</td>
<td>40,000</td>
<td>25,000–55,000</td>
</tr>
<tr>
<td>Operations/Project Management</td>
<td>74.1</td>
<td>14,070</td>
<td>15,000</td>
<td>5,000–30,000</td>
</tr>
<tr>
<td>Consulting/Strategic Planning</td>
<td>72.2</td>
<td>22,608</td>
<td>20,000</td>
<td>5,000–75,000</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>62.5</td>
<td>23,000</td>
<td>20,000</td>
<td>10,000–40,000</td>
</tr>
<tr>
<td>Product Management/Development</td>
<td>58.3</td>
<td>17,857</td>
<td>12,500</td>
<td>5,000–35,000</td>
</tr>
<tr>
<td>Finance: Other</td>
<td>56.3</td>
<td>25,278</td>
<td>20,000</td>
<td>5,000–62,500</td>
</tr>
<tr>
<td>Other</td>
<td>44.4</td>
<td>13,750</td>
<td>10,000</td>
<td>5,000–30,000</td>
</tr>
<tr>
<td>Business Development</td>
<td>43.8</td>
<td>14,286</td>
<td>10,000</td>
<td>5,000–30,000</td>
</tr>
<tr>
<td>Finance: Investment Management</td>
<td>30.0</td>
<td>45,000</td>
<td>45,000</td>
<td>10,000–80,000</td>
</tr>
</tbody>
</table>

1. 76.4% 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, venture capital and private equity.

### Other Guaranteed Compensation

<table>
<thead>
<tr>
<th>Percent Reporting</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>25.5</td>
<td>$18,765</td>
<td>$17,000</td>
<td>$2,000–67,500</td>
</tr>
</tbody>
</table>

### Class of 2010 Timing of Job Offers (percent of students)

- At Graduation: 84.0%
- Three Months after Graduation: 95.1%

### Class of 2010 Timing of Job Acceptances (percent of students)

- At Graduation: 75.6%
- Three Months after Graduation: 90.9%

1. One graduate, representing 0.3% of graduates, reneged on an accepted offer. One company rescinded its offer.

### Class of 2010 Reason for Accepting Position

- Growth Potential: 33.7%
- Job Function: 16.5%
- Job Content: 14.0%
- Industry: 11.5%
- Location: 8.2%
- People/Corporate Culture: 8.2%
- Prestige of Firm: 3.3%
- Compensation: 1.7%
- Commitment to Sustainability: 0.4%
- Other: 2.5%

### Class of 2010 Source of Job

- School-Facilitated Activities: 72.6%
  - Summer Internship: 27.5%
  - Scheduled Interviews On and Off Campus: 26.3%
  - MIT/MIT Sloan Job Posting: 5.9%
  - Alumni: 4.7%
  - Faculty/CDO/Sloan Student Referral: 4.3%
  - MIT/MIT Sloan Sponsored Events: 1.6%
  - Club Event: 1.2%
  - Resume Database, Resume Referrals: 1.2%

- Student-Facilitated Activities: 25.5%
  - Family, Friends, Other Non-MIT/MIT Sloan Connection: 10.2%
  - Contacted Directly: 7.8%
  - Previous Employer (Before Attending MIT Sloan): 5.1%
  - Newspaper, Magazine, Internet, Job Board: 2.4%

- Other: 2.0%
Class Profile

Number of Candidates 406
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 27
Average Years of Full-Time Work Experience Prior to MIT Sloan 5

Summer Employment Profile

<table>
<thead>
<tr>
<th>Number</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seeking Employment</td>
<td>321</td>
</tr>
<tr>
<td>Not Seeking Employment</td>
<td>83</td>
</tr>
<tr>
<td>Leaders for Global Operations</td>
<td>47</td>
</tr>
<tr>
<td>Company sponsored or have been employed as student</td>
<td>14</td>
</tr>
<tr>
<td>Starting own business</td>
<td>16</td>
</tr>
<tr>
<td>Other reason(s) for not seeking</td>
<td>6</td>
</tr>
<tr>
<td>No Information Available</td>
<td>2</td>
</tr>
<tr>
<td>Total Graduates</td>
<td>406</td>
</tr>
</tbody>
</table>

Summer Employment Overview

Mean Monthly Base Salary $6,604
Median Monthly Base Salary $6,800
Range of Monthly Base Salary $250–13,900

Top Intern Hirers

- McKinsey & Company 18 interns
- Boston Consulting Group 10
- Amazon.com 9
- Bain & Company 6
- Barclays Capital 6
- Booz & Co 5
- Deutsche Bank 5
- Goldman Sachs 5
- Microsoft 5
- Novartis 5

1. Class profile includes information for MBA students and students in the joint MBA/Leaders for Global Operations program.
2. All information based on data reported by students.
3. Summer employment statistics based on job acceptances. 77.1% of reported acceptances included usable salary information.
4. 4.4% of students reported accepting unpaid internships; reflected in mean and median calculations.
### Class of 2011 Monthly Salary by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>PERCENT</th>
<th>MEAN</th>
<th>MEDIAN</th>
<th>RANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service Industries</td>
<td>64.1</td>
<td>$7,321</td>
<td>$8,000</td>
<td>$250—13,900</td>
</tr>
<tr>
<td>Consulting</td>
<td>18.9</td>
<td>8,854</td>
<td>10,000</td>
<td>1,000—13,900</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>10.7</td>
<td>8,491</td>
<td>8,333</td>
<td>6,800—10,800</td>
</tr>
<tr>
<td>VC/Hedge Fund/Private Equity</td>
<td>9.1</td>
<td>4,571</td>
<td>5,000</td>
<td>250—10,000</td>
</tr>
<tr>
<td>Software/Internet</td>
<td>9.1</td>
<td>6,281</td>
<td>6,800</td>
<td>2,500—8,333</td>
</tr>
<tr>
<td>Retail</td>
<td>5.4</td>
<td>7,654</td>
<td>8,000</td>
<td>3,200—9,917</td>
</tr>
<tr>
<td>Diversified Financial Services</td>
<td>4.1</td>
<td>5,767</td>
<td>6,100</td>
<td>1,800—9,800</td>
</tr>
<tr>
<td>Media/Entertainment</td>
<td>2.8</td>
<td>5,163</td>
<td>4,350</td>
<td>2,500—8,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>2.5</td>
<td>7,333</td>
<td>6,800</td>
<td>5,200—10,000</td>
</tr>
<tr>
<td>Real Estate</td>
<td>0.9</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Service: Other</td>
<td>0.6</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Manufacturing Industries</td>
<td>27.8</td>
<td>$5,735</td>
<td>$6,000</td>
<td>$1,700—10,000</td>
</tr>
<tr>
<td>Pharmaceuticals/Healthcare/Biotechnology</td>
<td>11.0</td>
<td>6,020</td>
<td>6,160</td>
<td>1,700—9,000</td>
</tr>
<tr>
<td>Computers/Electronics</td>
<td>5.4</td>
<td>6,497</td>
<td>6,600</td>
<td>2,600—10,000</td>
</tr>
<tr>
<td>Oil/Energy</td>
<td>4.4</td>
<td>5,225</td>
<td>5,000</td>
<td>2,400—10,000</td>
</tr>
<tr>
<td>Consumer Packaged Goods</td>
<td>3.8</td>
<td>5,121</td>
<td>5,400</td>
<td>3,000—7,000</td>
</tr>
<tr>
<td>Manufacturing: Other</td>
<td>1.6</td>
<td>5,300</td>
<td>6,000</td>
<td>4,000—6,500</td>
</tr>
<tr>
<td>Automotive/Aerospace</td>
<td>1.3</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Transportation/Equipment/Defense</td>
<td>0.3</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Government/Nonprofit</td>
<td>5.9</td>
<td>$2,617</td>
<td>$2,800</td>
<td>$1,000—4,250</td>
</tr>
<tr>
<td>Other</td>
<td>2.2</td>
<td>$4,320</td>
<td>$4,000</td>
<td>$1,000—8,000</td>
</tr>
</tbody>
</table>

1. All salary data based on reported compensation.
2. Dash indicates fewer than 3 people or less than 1% reported salary information.

### Class of 2011 Monthly Salary by Job Function

<table>
<thead>
<tr>
<th>Function</th>
<th>PERCENT</th>
<th>MEAN</th>
<th>MEDIAN</th>
<th>RANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting/Strategic Planning</td>
<td>29.6</td>
<td>$7,861</td>
<td>$8,000</td>
<td>$1,000—13,900</td>
</tr>
<tr>
<td>Finance (total)</td>
<td>22.0</td>
<td>6,892</td>
<td>7,000</td>
<td>1,200—10,800</td>
</tr>
<tr>
<td>Finance: Investment Banking</td>
<td>7.2</td>
<td>8,213</td>
<td>8,000</td>
<td>4,000—10,800</td>
</tr>
<tr>
<td>Finance: Other</td>
<td>6.3</td>
<td>5,075</td>
<td>8,000</td>
<td>1,200—10,000</td>
</tr>
<tr>
<td>Finance: Investment Management</td>
<td>4.4</td>
<td>6,729</td>
<td>8,000</td>
<td>1,500—10,000</td>
</tr>
<tr>
<td>Finance: Sales &amp; Trading</td>
<td>2.8</td>
<td>8,701</td>
<td>8,000</td>
<td>7,440—10,000</td>
</tr>
<tr>
<td>Finance: Research</td>
<td>1.3</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>14.2</td>
<td>5,514</td>
<td>7,000</td>
<td>1,000—9,000</td>
</tr>
<tr>
<td>Business Development</td>
<td>11.0</td>
<td>4,969</td>
<td>5,000</td>
<td>250—9,000</td>
</tr>
<tr>
<td>Product Management/Development</td>
<td>8.5</td>
<td>6,042</td>
<td>6,800</td>
<td>2,000—8,000</td>
</tr>
<tr>
<td>Operations/Project Management</td>
<td>5.7</td>
<td>6,101</td>
<td>7,000</td>
<td>1,000—9,000</td>
</tr>
<tr>
<td>General Management/Leadership Development Program</td>
<td>3.1</td>
<td>7,458</td>
<td>8,000</td>
<td>4,800—9,917</td>
</tr>
<tr>
<td>Information Technology</td>
<td>0.6</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Other</td>
<td>5.4</td>
<td>5,021</td>
<td>6,831</td>
<td>1,000—10,000</td>
</tr>
</tbody>
</table>

1. Finance: Other includes corporate finance, venture capital and private equity.
2. Dash indicates fewer than three people or less than 1% reported salary information.
Class of 2011 Monthly Salary by Geographic Location

<table>
<thead>
<tr>
<th>Region</th>
<th>Percent</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>77.0</td>
<td>$6,812</td>
<td>$6,888</td>
<td>$1,000—$12,500</td>
</tr>
<tr>
<td>Northeast1</td>
<td>44.7</td>
<td>6,589</td>
<td>6,700</td>
<td>1,000—$10,500</td>
</tr>
<tr>
<td>Metro Boston</td>
<td>25.5</td>
<td>6,674</td>
<td>6,300</td>
<td>2,000—$10,500</td>
</tr>
<tr>
<td>Metro NY</td>
<td>12.9</td>
<td>6,615</td>
<td>8,000</td>
<td>1,000—$10,000</td>
</tr>
<tr>
<td>West</td>
<td>15.1</td>
<td>6,744</td>
<td>7,000</td>
<td>2,000—$10,000</td>
</tr>
<tr>
<td>Midwest</td>
<td>5.4</td>
<td>7,996</td>
<td>9,400</td>
<td>1,000—$12,500</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>4.4</td>
<td>6,643</td>
<td>6,800</td>
<td>3,000—$10,000</td>
</tr>
<tr>
<td>Southwest</td>
<td>3.8</td>
<td>8,125</td>
<td>10,000</td>
<td>4,000—$10,000</td>
</tr>
<tr>
<td>South</td>
<td>1.6</td>
<td>8,175</td>
<td>8,250</td>
<td>6,200—$10,000</td>
</tr>
<tr>
<td>Mexico</td>
<td>2.2</td>
<td>5,962</td>
<td>6,000</td>
<td>3,000—$8,600</td>
</tr>
<tr>
<td>Rest of World</td>
<td>23.0</td>
<td>$5,847</td>
<td>$6,000</td>
<td>$250—$13,900</td>
</tr>
<tr>
<td>Asia</td>
<td>14.8</td>
<td>5,470</td>
<td>5,000</td>
<td>250—$10,800</td>
</tr>
<tr>
<td>Europe including UK</td>
<td>3.8</td>
<td>6,357</td>
<td>5,000</td>
<td>2,000—$13,900</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>1.6</td>
<td>7,329</td>
<td>7,783</td>
<td>3,750—$10,000</td>
</tr>
<tr>
<td>Latin America and the Caribbean</td>
<td>3.1</td>
<td>7,129</td>
<td>8,000</td>
<td>1,600—$10,800</td>
</tr>
<tr>
<td>Africa</td>
<td>1.3</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
</tbody>
</table>

1. Northeast includes states/cities beyond Metro Boston and Metro NYC.
2. Dash indicates fewer than three people or less than 1% reported salary information.

Class of 2011 Monthly Salary by Undergraduate Major

<table>
<thead>
<tr>
<th>Major</th>
<th>Percent</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engineering</td>
<td>34.9</td>
<td>$6,905</td>
<td>$7,000</td>
<td>$500—$10,760</td>
</tr>
<tr>
<td>Social Science &amp; Humanities</td>
<td>33.7</td>
<td>6,531</td>
<td>6,457</td>
<td>1,000—$13,900</td>
</tr>
<tr>
<td>Business</td>
<td>16.7</td>
<td>6,150</td>
<td>6,600</td>
<td>250—$10,000</td>
</tr>
<tr>
<td>Sciences &amp; Mathematics</td>
<td>14.8</td>
<td>6,471</td>
<td>6,600</td>
<td>2,000—$10,000</td>
</tr>
</tbody>
</table>

Class of 2011 Monthly Salary by Professional Experience

<table>
<thead>
<tr>
<th>Years Experience</th>
<th>Percent</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>One year or less</td>
<td>1.6</td>
<td>$7,267</td>
<td>$9,800</td>
<td>$2,000—$10,000</td>
</tr>
<tr>
<td>More than one year, up to 3 years</td>
<td>21.7</td>
<td>6,358</td>
<td>6,500</td>
<td>500—$10,760</td>
</tr>
<tr>
<td>More than 3 years, up to 5 years</td>
<td>40.6</td>
<td>6,560</td>
<td>6,600</td>
<td>250—$13,900</td>
</tr>
<tr>
<td>More than 5 years</td>
<td>36.2</td>
<td>6,764</td>
<td>6,831</td>
<td>1,000—$10,800</td>
</tr>
</tbody>
</table>
Class of 2011 Reason for Accepting Position

- Industry 24.7%
- Job Function 22.7%
- Growth Potential 16.9%
- Job Content 13.0%
- Prestige of Firm 7.1%
- Location 5.8%
- People/Corporate Culture 5.8%
- Commitment to Sustainability 2.3%
- Compensation 1.0%
- Other 0.7%

Class of 2011 Source of Job

- School-Facilitated Activities 72.6%
  - Scheduled Interviews On and Off Campus 38.1%
  - MIT/MIT Sloan Job Posting 14.5%
  - Faculty/CDO/Sloan Student Referral 8.2%
  - MIT/MIT Sloan Sponsored Events 4.7%
  - Alumni 4.4%
  - Resume Database, Resume Referrals 1.3%
  - Club Event 0.9%
  - E-Center/E-Lab 0.6%

- Student-Facilitated Activities 25.5%
  - Personal Network 11.3%
  - Contacted Directly 10.1%
  - Previous Employer 2.2%
  - Newspaper, Magazine, Internet, Job Board 1.9%

- Other 1.9%

The Massachusetts Institute of Technology is committed to the principle of equal opportunity in education and employment. The Institute does not discriminate against individuals on the basis of race, color, sex, sexual orientation, gender identity, religion, disability, age, veteran status, ancestry, or national or ethnic origin in the administration of its educational policies, admissions policies, employment policies, scholarship and loan programs, and other Institute administered programs and activities, but may favor US citizens or residents in admissions and financial aid.

The Vice President for Human Resources is designated as the Institute’s Equal Opportunity Officer and Title IX Coordinator. Inquiries concerning the Institute’s policies, compliance with applicable laws, statutes, and regulations (such as Title VI, Title IX, and Section 504), and complaints may be directed to the Vice President for Human Resources, Room E19-215, 617-253-6512, or to the Coordinator of Staff Diversity Initiatives/Affirmative Action, Room E19-215, 617-253-1594. In the absence of the Vice President for Human Resources or the Coordinator of Staff Diversity Initiatives/Affirmative Action, inquiries or complaints may be directed to the Executive Vice President, Room 3-211, 617-253-3928, or to the Director of Labor and Employee Relations, Room E19-235N, 617-253-4264, respectively. Inquiries about the laws and about compliance may also be directed to the Assistant Secretary for Civil Rights, US Department of Education.

*The ROTC programs at MIT are operated under Department of Defense (DOD) policies and regulations, and do not comply fully with MIT’s policy of nondiscrimination with regard to sexual orientation. MIT continues to advocate for a change in DOD policies and regulations concerning sexual orientation, and will replace scholarships of students who lose ROTC financial aid because of these DOD policies and regulations.
### MIT Sloan Career Development Office

#### Contact Information

<table>
<thead>
<tr>
<th>Administration</th>
<th>Employer Relations</th>
<th>MBA Career Education</th>
<th>Corporate Relations</th>
<th>Corporate Relations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jackie Wilbur</td>
<td>Tiffany Hogan</td>
<td>Sue Kline</td>
<td>Dave Weber</td>
<td></td>
</tr>
<tr>
<td>Senior Director</td>
<td>Associate Director</td>
<td>Director</td>
<td>Director</td>
<td></td>
</tr>
<tr>
<td><a href="mailto:jwilbur@mit.edu">jwilbur@mit.edu</a></td>
<td><a href="mailto:thogan@mit.edu">thogan@mit.edu</a></td>
<td><a href="mailto:skline@mit.edu">skline@mit.edu</a></td>
<td><a href="mailto:dweber@mit.edu">dweber@mit.edu</a></td>
<td></td>
</tr>
<tr>
<td>1-617-258-6492</td>
<td>1-617-253-0529</td>
<td>1-617-253-3946</td>
<td>1-617-253-7161</td>
<td></td>
</tr>
<tr>
<td>Gwen Churchill</td>
<td>Susan Kenney</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Administrative Assistant</td>
<td>Assistant Director</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:gwenc@mit.edu">gwenc@mit.edu</a></td>
<td><a href="mailto:skenney@mit.edu">skenney@mit.edu</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-617-324-0893</td>
<td>1-617-258-6493</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kerri Tierney</td>
<td>Basic Information</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Assistant Director</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:kerri_tierney@mit.edu">kerri_tierney@mit.edu</a></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-617-253-8944</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Danielle Anger</td>
<td>Basic Information</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recruiting Coordinator</td>
<td>Manages</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:d_anger@mit.edu">d_anger@mit.edu</a></td>
<td>job postings and recruiting event logistics</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-617-324-1017</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>