



Employment Report MBA Class of 2013

MBA CLASS OF 2013 OVERVIEW: FULL-TIME

Class of 2013 Profile¹

Number of Candidates	404
U.S. Citizens	59%
Non-U.S. Citizens	41%
Women	39%
Median GMAT Score	710
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

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.

Class of 2013 MBA Employment Profile²

	Number	Percent
Seeking Employment	309	79.2
Not Seeking Employment	80	20.5
Starting own Business	37	9.5
Sponsored & Returning to company	35	9.0
Postponing job search	5	1.3
Other reason for not seeking	3	0.8
No information available	1	0.3
Total Graduates	390	100

² All information based on data reported by students.

Employment Overview³

Mean Base Salary	\$119,639
Median Base Salary	\$120,000
Range of Base Salary ⁴	\$60,000–\$165,000

³ Full-time employment statistics based on job acceptances. 86.3% of reported acceptances included usable salary information.

Top Hirers of MBA Class of 2013

McKinsey & Company (22)	Nike (7)
Bain & Company (21)	Apple (6)
Amazon (16)	Deloitte Consulting (6)
Boston Consulting Group (14)	Goldman Sachs (5)
Microsoft (7)	Google (5)

MBA CLASS OF 2013 SALARY FIGURES: FULL-TIME

Class of 2013 MBA Base Salary by Industry¹

Industry	Percent	Mean	Median	Low	High
Service Industries	72.6%	\$121,961	\$125,000	\$65,000	\$170,000
Consulting	31.9%	\$128,715	\$135,000	\$81,000	\$150,000
Software/Internet	12.2%	\$118,292	\$115,000	\$100,000	\$135,000
Retail	10.0%	\$113,577	\$115,000	\$100,000	\$130,000
Investment Banking / Brokerage	8.1%	\$104,095	\$100,000	\$100,000	\$127,000
Private Equity	3.0%	\$128,500	\$134,000	\$70,000	\$165,000
Venture Capital	3.0%	\$136,429	\$135,000	\$120,000	\$155,000
Media/Entertainment/Sports	2.2%	\$125,000	\$125,000	\$110,000	\$140,000
Investment Management	1.5%	\$101,667	\$115,000	\$65,000	\$125,000
Diversified Financial Services	0.7%	\$117,500	\$117,500	\$110,000	\$125,000
Manufacturing Industries	23.3%	\$116,359	\$117,500	\$60,000	\$160,000
Computers/Electronics	6.3%	\$120,900	\$120,000	\$109,000	\$135,000
Pharmaceutical/Healthcare/Biotechnology	4.8%	\$113,262	\$117,500	\$60,000	\$135,400
Consumer Products	3.7%	\$102,000	\$113,000	\$80,000	\$120,000
Manufacturing: Other ²	3.3%	\$118,571	\$110,000	\$90,000	\$160,000
Oil/Energy	2.9%	\$128,400	\$130,000	\$110,000	\$142,000
Automotive/Aerospace	2.2%	- ³	-	-	-
Government/Nonprofit	2.2%	\$91,000	\$85,000	\$68,000	\$140,000
Other	1.9%	-	-	-	-

¹ All salary data based on reported compensation.

² Manufacturing: Other includes Manufacturing, Telecommunications and Transportation/Equipment/Defense industries.

³ Dash indicates fewer than three people or less than 1% reported salary information.

Class of 2013 MBA Base Salary by Job Function

Function	Percent	Mean	Median	Low	High
Consulting/Strategic Planning	38.9%	\$126,033	\$135,000	\$68,000	\$150,000
Finance (total)	18.5%	\$111,864	\$100,000	\$65,000	\$165,000
Finance: Other ¹	7.0%	\$109,812	\$112,000	\$70,000	\$165,000
Finance: Investment Banking	4.8%	\$100,000	\$100,000	\$100,000	\$100,000
Finance: Investment Management	2.2%	\$111,600	\$115,000	\$65,000	\$140,000
Finance: Venture Capital	3.0%	\$140,000	\$150,000	\$120,000	\$155,000
Finance: Private Client Services/Wealth Mgmt	1.5%	- ²	-	-	-
Operations/Project Management	11.9%	\$118,311	\$117,000	\$80,000	\$160,000
Leadership Development Program/General Management	10.4%	\$114,648	\$115,000	\$85,000	\$140,000
Product Management/Development	8.1%	\$121,944	\$120,000	\$108,000	\$140,000
Marketing/Sales	7.8%	\$114,714	\$112,000	\$100,000	\$130,000
Business Development	2.6%	\$124,250	\$131,000	\$100,000	\$135,000
Other	1.8%	\$92,500	\$95,000	\$60,000	\$120,000

¹ Finance/Other includes corporate finance, research and treasury.

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

Top Industries

	2011	2012	2013
Consulting	33.7%	29.2%	31.9%
High Technology*	19.8%	16.8%	19.2%
Retail	4.0%	10.2%	10.0%

*Includes Computers/Electronics, Software/Internet and Telecommunications

Top Functions

	2011	2012	2013
Consulting/Strategic Planning	38.8%	35.4%	38.9%
Finance	18.3%	24.3%	18.5%
Operations/Project Management	8.8%	9.5%	11.9%

Class of 2013 MBA Base Salary by Geographic Location

Location	Percent	Mean	Median	Low	High
North America	87.8%	\$119,763	\$120,000	\$60,000	\$165,000
Northeast ¹	35.6%	\$119,833	\$125,000	\$60,000	\$165,000
Metro Boston	16.7%	\$128,846	\$135,000	\$65,000	\$165,000
Metro NYC	15.9%	\$113,600	\$113,000	\$68,000	\$140,000
West	29.3%	\$119,626	\$117,500	\$100,000	\$142,000
San Francisco Bay Area	17.0%	\$121,492	\$120,000	\$100,000	\$142,000
Southwest	7.4%	\$123,125	\$130,000	\$80,000	\$140,000
South	5.6%	\$116,923	\$115,000	\$100,000	\$135,000
Mid-Atlantic	4.8%	\$114,654	\$112,500	\$85,000	\$160,000
Midwest	3.3%	\$120,111	\$118,000	\$100,000	\$135,000
Mexico	1.1%	- ²	-	-	-
Canada	0.7%	-	-	-	-
Rest of the World	12.2%	\$120,404	\$125,000	\$70,000	\$150,000
Europe including UK	4.1%	\$124,014	\$127,000	\$81,000	\$150,000
United Kingdom	1.9%	-	-	-	-
Latin America & the Caribbean	4.1%	\$114,900	\$120,000	\$70,000	\$135,000
Asia	3.7%	\$122,571	\$135,000	\$85,000	\$150,000
Oceania	0.4%	-	-	-	-

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 2013 MBA Base Salary by Undergraduate Major¹

Major	Percent	Mean	Median	Low	High
Business	25.8%	\$113,973	\$115,000	\$70,000	\$150,000
Engineering	30.7%	\$122,022	\$120,000	\$60,000	\$160,000
Science & Mathematics	11.1%	\$118,350	\$122,500	\$65,000	\$140,000
Social Sciences & Humanities	32.4%	\$121,750	\$122,000	\$65,000	\$165,000

¹ Percentages from class profile.

Class of 2013 MBA Base Salary by Professional Experience

Years of Experience	Percent	Mean	Median	Low	High
Less than one year	1.5%	- ¹	-	-	-
More than one year, up to 3 years	11.1%	\$112,846	\$113,500	\$65,000	\$150,000
More than three years, up to 5 years	45.6%	\$119,484	\$118,000	\$70,000	\$165,000
More than 5 years	41.8%	\$121,583	\$123,500	\$60,000	\$155,000

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

Signing Bonus Received by Job Function¹

Job Function	Percent	Mean	Median	Low	High
Leadership Development Program/General Management	78.6%	\$25,477	\$25,000	\$10,000	\$47,500
Private Client Services / Wealth Mgmt	75.0%	\$36,000	\$40,000	\$21,000	\$47,000
Product Management/Development	68.2%	\$23,800	\$25,000	\$8,000	\$45,000
Consulting/Strategic Planning	67.6%	\$22,789	\$25,000	\$2,500	\$40,000
Operations/Project Management	65.6%	\$25,318	\$23,500	\$15,000	\$45,000
Investment Banking	61.5%	\$47,125	\$50,000	\$40,000	\$57,000
Marketing/Sales	33.3%	\$29,071	\$20,000	\$13,500	\$50,000
Finance: Other ²	32.0%	\$28,125	\$27,500	\$10,000	\$50,000

¹ 68.2% 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 and venture capital.

Other Guaranteed Compensation

Percent Reporting	Mean	Median	Range
16.7%	\$31,238	\$26,000	\$8,500–\$130,000

Class of 2013 MBA Timing of Job Offers

	At Graduation	Three Months after Graduation
Percent of Students	86.4%	92.2%

Class of 2013 MBA Timing of Job Acceptances¹

	At Graduation	Three Months after Graduation
Percent of Students	80.9%	87.4%

¹ Six graduates, representing 1.5% of graduates, reneged on an accepted offer.

Class of 2013 MBA Reason for Accepting Position

Reason	Percent
Growth Potential	30.4%
Industry	16.7%
Job Function	15.2%
Job Content	12.4%
People/Corporate Culture	10.9%
Prestige of Firm	6.5%
Location	4.5%
Compensation	1.7%
Other	1.7%

Class of 2013 MBA Source of Job

Source of Job	Percent
School Facilitated Activities	80.8%
Summer Internship	34.8%
Interviews scheduled through on-campus recruiting	33.7%
Faculty/CDO/Sloan student referral	1.1%
Job Postings (MIT or Sloan)	5.2%
Alumni	3.0%
MIT/Sloan sponsored events	2.6%
Resume database, resume referrals	0.4%
Student-Facilitated Activities	18.2%
Personal Network	13.0%
Contacted directly	3.7%
Previous Employer (before attending MIT Sloan)	1.1%
Newspaper, magazine, internet job boards	0.4%
Other	1.0%

3M	Dalberg Global Development	Lincoln Center for the Performing Arts
A.T. Kearney	Advisors	LinkedIn
Abraaj	Decision Resources	Loomis Sayles & Co.
Adobe Systems	Dell*	Major League Baseball
AGC Partners	Deloitte Consulting	Mango Fund
ALG (American International Group)	Deutsche Bank	Massachusetts General Hospital*
Altman Vilandrie & Company	Digitas	MC10
Amazon*	DIRECTV	McKinsey & Company
American Airlines	Disney ABC Television Group	MGM Resorts
American Industrial Partners	DuPont	Microsoft Corporation
Amgen*	eBay	Mondelez International Inc.
Analysis Group	Education Pioneers	Morgan Stanley
Anheuser-Busch InBev	Eli Lilly and Company	Nanda Home
Apple Inc.	EMC Corporation	NextEra Energy
Applied Materials	EMP Latin America	Nike*
athenahealth	Environmental Defense Fund	Nissan Motor Company
Autodesk	Equity Investment Bank	Novartis*
Bain & Company	Ericsson	OC&C Strategy Consultants
Banco Santander	ExxonMobil Corporation	Oliver Wyman Group
Bank of America Merrill Lynch	Facebook	Omidyar Network
Barclays	Fidelity Investments	Pacific Gas & Electric (PG&E)
Bessemer Venture Partners	Frankel Group	Paramount Pictures
Biogen Idec	Gap	Parthenon Group
BloomReach	Gartner	PayPal
Boeing*	Genentech	Pfizer*
Booz & Company	General Electric	Phoenix Suns
Bose Corporation	GMCRC Keurig	PIMCO
Boston Consulting Group	Goldman Sachs Group, Inc.	Planetary Resources
Boston Millennia Partners	Google	Procter & Gamble
Boston Properties	Groupon	PwC Advisory
Boston Scientific	HarbourVest Partners	Quantcast
Box	Honeywell International	Raytheon*
BP	IBM	Redstar Ventures
BTG Pactual	IDEO	Reformation
Burger King Corporation	iGATE Technologies	Regeneron Pharmaceuticals
Capgemini Consulting	Infosys, Limited	Richard Chandler Corporation
Cargill Inc.	Innosight	Riot Games
Cencosud SA	InsightSquared	Robert W. Baird & Co.
Censeo Consulting Group	Intel Corporation	Rocket Internet
Charmer Sunbelt Group	Interbrand	Roll Global
Chartis Group	International Finance Corporation	Samsung Global Strategy Group
Cisco Systems	World Bank Group	SanDisk
Citadel	Intuit	Sanofi Group*
Citi	JPMorgan Chase	Schlumberger Business Consulting
Colfax Corporation	Juniper Networks	Sears Holdings Corporation
Corning	Kimberly-Clark*	Smith & Nephew
Credit Suisse	L.E.K. Consulting	SoFi
CSMG Global	LeapFrog Enterprises	Splunk
CVS Caremark	LessonFace.com	SunEdison
Cyrela	LevelUp	Synchrony Venture Management
	Liberty Mutual Insurance	Teach for America

Telefonica
Telsey Advisory Group
theAudience
Tough Mudder
TripAdvisor
UBS
UMT Consulting
United Nations Population Fund
United Technologies Corporation*

Univision
URS
Verizon Wireless
Viking Global Investors
VMware
Walmart
Walt Disney Company
Wellington Management
Company

Wellspring Consulting
Wolverine Worldwide
World Wildlife Fund
XL Hybrids
Yahoo!
Zipcar
Zynga

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

*LGO Partner during 2012-2013 academic year.

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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