

VANDERBILT MBA

2019 EMPLOYMENT REPORT



VANDERBILT UNIVERSITY®
OWEN GRADUATE SCHOOL OF MANAGEMENT

TO FRIENDS AND ASSOCIATES OF VANDERBILT BUSINESS:



I am pleased to present the Vanderbilt MBA Employment Report for the graduating Class of 2019 and the internship Class of 2020. The employment outcomes were excellent. By three months post-graduation, 97% of the Class of 2019 had received a full-time job offer, and 95% had accepted. The graduates will be working at 90 different companies. Compensation for the Class of 2019 increased approximately 7% in comparison to the previous year, with an average base salary of \$118,888

and an average signing/starting bonus of \$25,642. And for the eighth year in a row, 100% of the employment-seeking first-year MBAs received and accepted an offer for a 10–12 week summer internship.

The 2019 MBA graduates are employed across a wide range of industries. Those industries with the largest acceptance rates being: consulting (27%), healthcare (19%), technology (18%), and financial services (15%). The top job functions for the class are consulting (31%), finance (25%), marketing (15%), and general management (14%).

The graduating class has moved to opportunities across the globe. This year, 41% remained in the South, with 57% moving elsewhere across the United States. Two percent of the graduates accepted positions in Asia and Latin America.

The MBA Class of 2020 interned over the summer at 107 companies, in locations from New York to Los Angeles. These students were able to utilize the knowledge and experience from the first-year curriculum on projects across a spectrum of industries and business job functions.

The CMC staff members are very appreciative to work with a fantastic group of recruiting partners who provide a wide range of opportunities for our students. We continue to be grateful to the dedicated Owen alumni for encouraging and fostering recruiting relationships, as well as providing mentorship and guidance to current students. As we begin the 2019-2020 academic year, we look forward to continuing these wonderful relationships.

Sincerely,

Emily Anderson

Senior Director, Career Management Center
Vanderbilt Owen Graduate School of Management

\$118,888

The average starting base salary received by the MBA Class of 2019.

97%

The percent of the Class of 2019 that received an offer at 3 months post-graduation.

165

The number of companies hiring members of the Classes of 2019 and 2020.

CLASS OF 2019

Full-Time Employment Statistics

Salary Data

*Salary report is based upon usable salary information for 93% of those graduates who accepted a job.
 **79% of graduates reporting base salary also reported receiving a signing bonus.

Total Class	Average	Median	Low	High
Base Salary*				
U.S. Citizen/Permanent Resident	\$ 120,192	\$ 116,500	\$ 70,000	\$ 175,000
Foreign National	\$ 111,342	\$ 117,500	\$ 54,000	\$ 150,000
Total	\$ 118,888	\$ 117,500	\$ 54,000	\$ 175,000
Signing Bonus**				
U.S. Citizen/Permanent Resident	\$ 24,087	\$ 25,000	\$ 5,000	\$ 80,000
Foreign National	\$ 39,950	\$ 46,000	\$ 10,000	\$ 80,000
Total	\$ 25,642	\$ 25,000	\$ 5,000	\$ 80,000

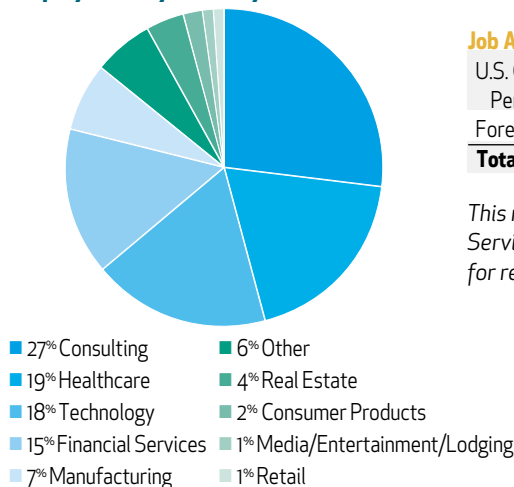
Job Function	Percent	Average	Median	Low	High
Consulting	31%	\$ 132,288	\$ 135,000	\$ 80,000	\$ 165,000
Finance	25%	\$ 115,565	\$ 111,000	\$ 78,000	\$ 150,000
General Management	14%	\$ 110,915	\$ 113,648	\$ 54,000	\$ 130,000
Human Resources	4%	\$ 109,500	\$ 109,000	\$ 95,000	\$ 125,000
Information Technology	1%	Insufficient Data			
Marketing	15%	\$ 119,368	\$ 115,000	\$ 90,000	\$ 175,000
Operations Management	5%	\$ 99,714	\$ 93,000	\$ 70,000	\$ 130,000
Other	5%	\$ 97,600	\$ 100,000	\$ 78,000	\$ 115,000

Job Function: Detail	Percent	Average	Median	Low	High
Consulting					
Management/Strategy	27%	\$ 136,050	\$ 140,000	\$ 85,000	\$ 165,000
Internal	4%	\$ 105,200	\$ 111,000	\$ 80,000	\$ 120,000
Finance/Accounting					
Corporate Finance	15%	\$ 108,875	\$ 110,000	\$ 78,000	\$ 130,000
Investment Banking/Cap Markets	5%	\$ 145,833	\$ 150,000	\$ 125,000	\$ 150,000
Investments/Private Wealth	3%	\$ 116,667	\$ 125,000	\$ 90,000	\$ 135,000
Other	2%	\$ 90,000	\$ 90,000	\$ 90,000	\$ 90,000
General Management					
General Services	5%	\$ 99,286	\$ 110,000	\$ 54,000	\$ 130,000
Leadership Development Program	9%	\$ 117,177	\$ 115,000	\$ 110,000	\$ 130,000
Human Resources	4%	\$ 109,500	\$ 109,000	\$ 95,000	\$ 125,000
Information Technology	1%	Insufficient Data			
Marketing					
Brand/Product Management	10%	\$ 118,425	\$ 118,720	\$ 90,000	\$ 130,000
Other	5%	\$ 131,167	\$ 120,500	\$ 110,000	\$ 175,000
Operations Management	5%	\$ 99,286	\$ 93,000	\$ 70,000	\$ 130,000
Other	5%	\$ 97,600	\$ 100,000	\$ 78,000	\$ 115,000

Class of 2019
Employment by Job Function



Class of 2019
Employment by Industry



Top Hiring Companies: Number of Graduates Hired

Deloitte	8
Amazon	6
PricewaterhouseCoopers (PwC)	6
American Airlines	5
Ernst & Young (EY)	5
Infosys	4
KPMG	4

Source of Accepted Offers

School-Facilitated Activities	Percent
Internship - Originally through School-Facilitated Activity	42%
On-Campus Interviews	13%
Job Posting/Résumé Drop through Owen School Network (Alumni/Faculty/Class Referrals, Class Speakers and Projects)	9%
Activities Supported by Career Center (Job Fairs, Treks, Interview Events)	6%
Total	76%

Graduate-Facilitated Activities

Personal Network - Family and Friends	10%
Online Job Posting	7%
Internship - Originally through Graduate-Initiated Activities	5%
Other Student-Initiated Activities	2%
Total	24%

Timing of Offers & Acceptances

Job Offers	By Graduation May 2019		By Three Months After Graduation August 2019	
	#	%	#	%
U.S. Citizen/ Perm. Resident	111	90%	120	98%
Foreign National	18	75%	22	92%
Total	129	88%	142	97%

Job Acceptances

U.S. Citizen/ Perm. Resident	102	83%	117	95%
Foreign National	15	63%	22	92%
Total	117	80%	139	95%

This report conforms to the MBA Career Services and Employer Alliance standards for reporting MBA employment statistics.

Salary Data

Industry	Percent	Average	Median	Low	High
Consulting	27%	\$ 136,050	\$140,000	\$ 85,000	\$ 165,000
Consumer Products	2%	\$ 105,667	\$106,000	\$105,000	\$106,000
Financial Services	15%	\$ 125,588	\$ 125,000	\$ 90,000	\$ 150,000
Healthcare	19%	\$ 106,370	\$ 110,000	\$ 54,000	\$ 130,000
Manufacturing	7%	\$ 106,537	\$ 110,000	\$ 85,000	\$ 120,000
Media/Entertainment/Lodging	1%		Insufficient Data		
Real Estate	4%	\$100,000	\$100,000	\$ 90,000	\$ 115,000
Retail	1%		Insufficient Data		
Technology	18%	\$ 115,820	\$ 118,000	\$ 70,000	\$ 175,000
Other	6%	\$106,944	\$ 111,000	\$ 80,000	\$ 115,000

North American

Geographic Region	Percent	Average	Median	Low	High
Mid-Atlantic (PA, MD, VA, WV, DE, DC)	3%	\$ 134,333	\$140,000	\$ 113,000	\$ 150,000
Midwest (WI, MO, KS, IA, MN, NE, MI, OH, IN, ND, SD, IL)	12%	\$ 121,037	\$ 120,000	\$ 85,000	\$ 153,000
Northeast (ME, VT, NY, NH, CT, MA, NJ, RI)	12%	\$ 122,857	\$ 120,000	\$100,000	\$ 150,000
South (NC, SC, KY, TN, GA, FL, AL, AR, MS, LA)	41%	\$ 116,926	\$ 115,000	\$ 70,000	\$ 150,000
Southwest (CO, AZ, TX, OK, NM)	15%	\$ 119,000	\$ 111,000	\$ 90,000	\$ 165,000
West (CA, HI, WA, OR, AK, MT, ID, UT, NV, WY)	15%	\$ 124,250	\$ 129,250	\$ 75,000	\$ 175,000
Nashville Metro	20%	\$ 108,556	\$106,000	\$ 70,000	\$ 150,000

Undergraduate Major

Undergraduate Major	Percent	Average	Median	Low	High
Business	47%	\$ 115,175	\$ 115,000	\$ 54,000	\$ 175,000
Technical	20%	\$ 127,058	\$ 130,000	\$ 95,000	\$ 150,000
Other	33%	\$ 119,130	\$ 115,000	\$ 78,000	\$ 150,000

Professional Experience

Professional Experience	Percent	Average	Median	Low	High
One year or less	2%		Insufficient Data		
More than one year, up to three years	23%	\$ 118,085	\$ 120,000	\$ 75,000	\$ 150,000
More than three years, up to five years	40%	\$ 115,392	\$ 115,000	\$ 54,000	\$ 165,000
More than five years	35%	\$ 123,169	\$ 120,000	\$ 80,000	\$ 175,000

Geographic Data

Top Metro Areas:

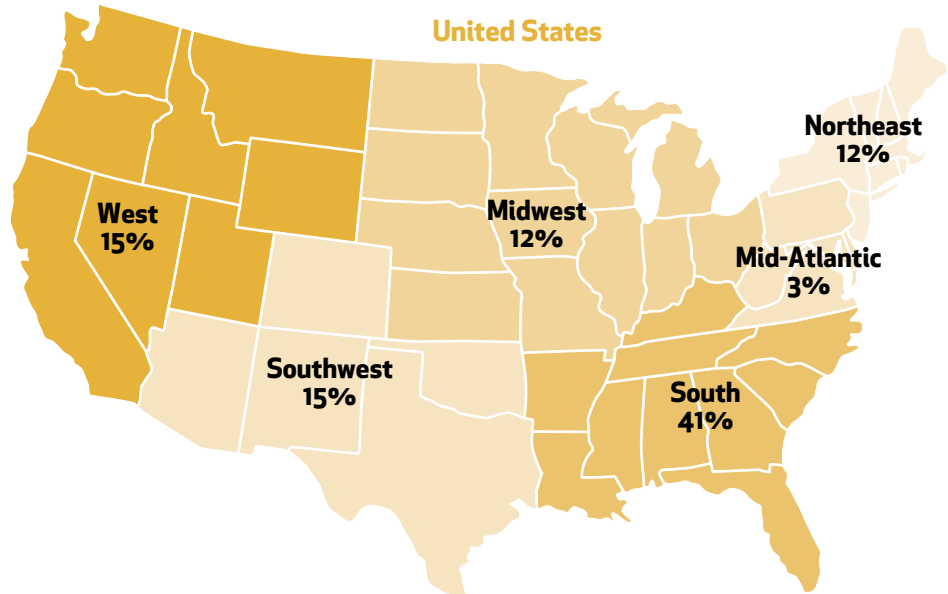
Number of Graduates Hired

Nashville	30
Dallas-Fort Worth	15
New York	15
Atlanta	13
Chicago	9

World Regions:

Percent of Graduates Hired

North America	98%
Asia	1%
Latin America	1%



Class of 2019 Profile

Upon Enrollment

Class Size	173
International Students	18%
Minorities (% of U.S. Citizens)	15%
Women	25%

Based on class as of July 2017

Post-Graduation

# of Graduates	165
# of Graduates Seeking Employment	147
Received Offer Within 90 Days	97%
Accepted Employment Within 90 Days	95%
# of Graduates Not Seeking Employment	15
% of Graduates Not Seeking Employment	9%
Company Sponsored/Family Business	4%
Continuing Education	2%
Postponing Job Search	1%
Starting New Business	1%
Other Reasons	1%
% of Graduates Reporting Information on Employment	98%
# of Graduates NOT Reporting Information on Employment	3

business.vanderbilt.edu

Visit our website for useful recruiting tools

- View and order MBA résumé books
- Post MBA internships or full-time positions
- Post executive jobs (a free service)

CLASS OF 2020

Internship Statistics

Internship Salary Data

Mean Monthly Salary	\$7,720	Paid Internships	99%
Median Monthly Salary	\$7,510	Percent of Seeking Students with an Accepted Internship Offer	100%
Monthly Salary Range	\$1,500-\$13,800		

Job Function	Percent	Monthly			
		Average	Median	Low	High
Consulting	14%	\$ 10,814	\$ 11,657	\$ 3,813	\$ 13,750
Finance/Accounting	30%	\$ 8,316	\$ 8,320	\$ 1,500	\$ 13,800
General Management	15%	\$ 6,179	\$ 7,000	\$ 1,833	\$ 9,533
Human Resources	6%	\$ 7,800	\$ 7,583	\$ 6,500	\$ 10,417
Marketing	15%	\$ 6,981	\$ 7,042	\$ 2,600	\$ 10,058
Operations	14%	\$ 6,148	\$ 6,583	\$ 2,600	\$ 9,208
Other	6%	\$ 6,464	\$ 6,000	\$ 3,467	\$ 9,208

Industry	Percent	Average	Median	Low	High
Consulting	12%	\$ 11,400	\$ 12,133	\$ 6,933	\$ 13,750
Consumer Products	12%	\$ 7,116	\$ 7,063	\$ 2,500	\$ 8,917
Financial Services	22%	\$ 9,330	\$ 10,416	\$ 1,500	\$ 13,800
Healthcare/Biotechnology	15%	\$ 6,250	\$ 7,042	\$ 1,833	\$ 9,533
Manufacturing	7%	\$ 6,299	\$ 6,153	\$ 4,333	\$ 9,500
Media/Entertainment	2%	Insufficient Data			
Petroleum/Energy	2%	\$ 5,347	\$ 5,460	\$ 3,467	\$ 7,000
Real Estate	6%	\$ 6,495	\$ 6,587	\$ 4,000	\$ 8,667
Retail	2%	Insufficient Data			
Technology	16%	\$ 7,244	\$ 7,150	\$ 3,467	\$ 10,058
Transportation/Logistics	2%	\$ 7,010	\$ 7,600	\$ 3,914	\$ 8,320
Other	2%	Insufficient Data			

Geographic Region	Percent	Average	Median	Low	High
International	1%	Insufficient Data			
Mid-Atlantic	4%	\$ 7,133	\$ 6,250	\$ 5,200	\$ 12,500
Midwest	12%	\$ 7,715	\$ 7,760	\$ 3,467	\$ 12,500
Northeast	19%	\$ 8,881	\$ 8,925	\$ 2,600	\$ 13,800
South	40%	\$ 7,266	\$ 6,967	\$ 1,500	\$ 13,750
Southwest	9%	\$ 7,722	\$ 7,042	\$ 4,000	\$ 13,750
West	15%	\$ 7,662	\$ 7,979	\$ 2,500	\$ 10,058
Nashville Metro	18%	\$ 4,320	\$ 4,000	\$ 1,500	\$ 7,222

“Vanderbilt MBA graduates have made a significant impact as leaders in Amazon customer fulfillment operations. The blend of analytical skillsets, technical knowledge, and ability to engage with people has created many success stories from these graduates.”

CHRIS BATEMAN

Director of Air Hub Operations at Amazon Prime Air

Class of 2020 Profile

	Number	Percent
Total Students	180	100%
Students Not Reporting Data	0	0%
Students Not Seeking an Internship	15	8%
Students Seeking an Internship	165	92%
Students Accepting an Internship	165	100%

Source of Internships

School-Facilitated Activities	Percent
Scheduled On-Campus Interviews	32%
School Job Postings/Résumé Books	19%
Activities Supported by the CMC	19%
School Network/Resources	11%
Other School-Facilitated Sources	1%
Total	82%

Student-Facilitated Activities

Personal Network - Family and Friends	12%
Online Job Postings	5%
Other Student-Initiated Activities	1%
Total	18%

Top Metro Areas: Number of Interns

Nashville	29
New York	25
Atlanta	19
Seattle	9
Chicago	8
Dallas-Fort Worth	8
San Francisco	6
Minneapolis	5
Boston	4
Charlotte	4
Los Angeles	4
St. Louis	4

Top Hiring Companies: Number of Interns

Amazon	6
E&J Gallo Winery	5
Emerson	5
PricewaterhouseCoopers (PwC)	5
AT&T	4
Deloitte	4
Goldman Sachs	4
Jefferies Group	4
Mattel	4
Nissan USA	4

Employers Hiring Members of the Classes of 2019 and 2020

Abbott	Dassault Systemes*	Intrinsic Value LLC	PricewaterhouseCoopers (PwC)*
Acadia Healthcare	DaVita	Intuitive Surgical*	Prime Number Capital
AlixPartners	Dell*	Jefferies Group*	Propst Development
AllianceBernstein	Deloitte*	Johnson & Johnson	Psychiatric Medical Care*
Allstate	Deutsche Bank*	Jumpstart Capital	RBC Capital Markets
Amazon*	Digital Reasoning	Kimberly-Clark	Roboyo
American Airlines	Distinct HealthCare	Knowledge Capital Group	RBC Royal Bank
American Express	Dollar General	KPMG	Shore Capital Partners
Amgen	Dr Pepper Snapple Group	Liberty Mutual	Steinwall Inc
Amplify Snack Brands	E&J Gallo Winery	LOGE Camps	Stifel Financial
AMSURG	Eastman Chemical Company	Logicalis*	SunTrust Robinson Humphrey
Ardent Health Services	ECG Management Consultants	Lyft	Terwilliger Pappas
Asana Partners	Emerson*	Marriott International	Thompson Research Group
Asurion	Ernst & Young (EY)	Mars Petcare	T-Mobile
AT&T	Experian Health	Massachusetts General Hospital	Tredegar Corporation
AvalonBay Communities	FedEx	Mastercard	Trinity Capital
Bank of America Merrill Lynch	Fidelity Investments	Mattel*	Twitter
Biocells Discoveries Internacional S.A.*	Findy*	McElroy Truck Lines	Uber
Biogen	FINTOP Capital	McKinsey & Company*	UBS
BlackArch Partners	First Data*	MDSave	Uncharted Power
BlackRock	Ford Motor Company	Medical Properties Trust	United Airlines
Bliss Point Media	Fortress Investment Group	Medtronic	University of Wisconsin-Madison
BMO Capital Markets	Freedom Mortgage	MHP-A Porsche Company*	URGO Vietnam*
Boston Consulting Group	Freeman Webb	Microsoft	US Bank
Bridge Connector	Frist Cressey Ventures	Miller Davis Group	Vaco
Bristol-Myers Squibb	GEODIS	Mobile Mentor	Vanderbilt Health Professional Solutions
Brookdale Senior Living	Goldman Sachs	Monroe Carell Jr. Children's Hospital at Vanderbilt	Vanderbilt University Medical Center
Cain Brothers	Greystar	MTS Health Partners	Velocity Risk Underwriters*
Camfil USA	GSE Worldwide	Nashville Capital Network	Verizon Connect*
Cardinal Health	Harris Williams	National Football League	Veryable
Carter-Haston	Hashed Health	naviHealth	Walmart
CBRE	HBM Holdings	Netflix	Wells Fargo
Cerner	HD Supply	Newmont Goldcorp	West Monroe Partners
Chewy.com	Houlihan Lokey	Nissan USA	Whirlpool
Children's Hospital Los Angeles	HP Inc.	Novartis*	Willis Towers Watson*
Cigna	Ibotta*	OpenWorks	Workday, Inc.
Cisco	ICBC*	Optum	Ziegler Investment Bank
Citi	iHeartMedia	Palo Alto Networks	ZS Associates
Coca-Cola	Imperfect Foods	PepsiCo	
Correlation One*	Infinity Capital Partners	PharmPro Inc	
CTBC Bank*	Infosys	Pitney Bowes*	
Dalfen Industrial	Insight Sourcing Group		

*Indicates an employer that hired at least one candidate on a student visa



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