

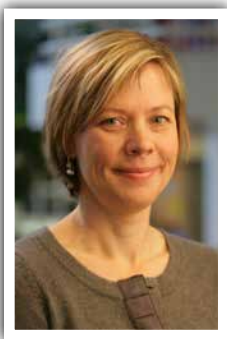
# VANDERBILT MBA 2018 EMPLOYMENT REPORT



VANDERBILT UNIVERSITY®  
OWEN GRADUATE SCHOOL OF MANAGEMENT



# To Friends and Associates of Vanderbilt Business



I am happy to present the 2018 Vanderbilt MBA employment report for the graduating class of 2018 and the internship class of 2019. Over 150 employers hired the internship class of 2019 and the graduating class of 2018. Three months after May graduation, 92% of the Class of 2018 seeking full-time MBA employment received an offer, and 90% accepted an offer. For the seventh year in a row, 100% of the first-year MBAs seeking a summer internship received and accepted an offer.

In other highlights from the past year, the average base salary for MBA graduates is \$111,168 and the median base salary is \$110,000. The average signing/starting bonus is \$26,415, with a median signing bonus of \$25,000, extending the trend of rising post-MBA compensation. Our MBA graduates continue to accept employment across a range of industries. The industries with the largest graduate acceptance rates include consulting (25%), health care (21%), financial services (13%) and technology (13%). By job function, our graduates are beginning their post-MBA career paths in consulting (29%), finance (22%), marketing (18%), general management (14%), operations management (6%) and human resources (5%). Approximately half of our 2018 graduates accepted jobs in the Southeast United States, and the remainder took positions throughout the rest of the United States and two percent went outside the U.S.

The MBA Class of 2019 was fully employed in 10- to 12-week internships over the summer term. They spent their summer working in 95 different companies across multiple industries. The top industries for internships were financial services (20%), health care (17%), technology (17%) and consulting (11%). 98% of the Class of 2019 completed internships across the United States, while 2% spent the summer abroad.

We are very grateful to work with a fantastic group of recruiting partners who provide a wide range of opportunities for our students. We cannot thank the dedicated Owen alumni enough for their continued support of our current students and their willingness to maintain recruiting relations with their employers. Our alumni also provide guidance and mentorship to the current student body to engage with them to explore potential post-MBA career paths. We look forward to continuing these wonderful relationships.

Sincerely,

Emily Anderson  
Director, Career Management Center  
Vanderbilt University  
Owen Graduate School of Management

# 100%

The percent of first-year MBAs seeking a summer internship who received and accepted an offer—for the seventh year in a row.

# 92%

The percent of the Class of 2018 that received an offer at three months post-graduation.

# 152

The number of companies hiring members of the Classes of 2018 and 2019.

# CLASS OF 2018

## Full-Time Employment Statistics

### Salary Data

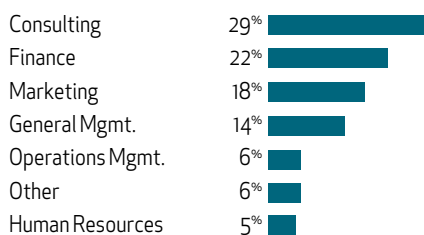
\*Salary report is based upon usable salary information for 92% of those graduates who accepted a job.  
\*\*77% of graduates reporting base salary also reported receiving a signing bonus.

Total Class	Average	Median	Low	High
<b>Base Salary*</b>				
U.S. Citizen/Permanent Resident	\$ 113,188	\$ 114,000	\$ 48,000	\$ 155,000
Foreign National	\$ 103,087	\$ 105,000	\$ 40,000	\$ 142,000
<b>Total</b>	<b>\$ 111,168</b>	<b>\$ 110,000</b>	<b>\$ 40,000</b>	<b>\$ 155,000</b>
<b>Signing Bonus**</b>				
U.S. Citizen/Permanent Resident	\$ 24,520	\$ 20,000	\$ 1,000	\$ 90,000
Foreign National	\$ 36,429	\$ 27,500	\$ 10,000	\$ 100,000
<b>Total</b>	<b>\$ 26,415</b>	<b>\$ 25,000</b>	<b>\$ 1,000</b>	<b>\$ 100,000</b>

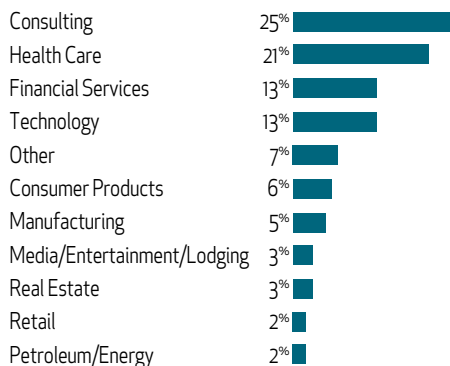
Job Function	Percent	Average	Median	Low	High
Consulting	29	\$ 125,545	\$ 135,000	\$ 63,000	\$ 155,000
Finance	22	\$ 106,789	\$ 105,000	\$ 40,000	\$ 130,000
General Management	14	\$ 111,933	\$ 110,000	\$ 75,000	\$ 135,000
Human Resources	5	\$ 106,250	\$ 106,500	\$ 95,000	\$ 115,000
Marketing	18	\$ 99,977	\$ 105,000	\$ 48,000	\$ 142,000
Operations Management	6	\$ 108,857	\$ 104,000	\$ 88,000	\$ 130,000
Other	6	\$ 96,000	\$ 90,000	\$ 75,000	\$ 140,000

Job Function: Detail	Percent	Average	Median	Low	High
<b>Consulting</b>					
Management/Strategy	25	\$ 128,414	\$ 135,000	\$ 63,000	\$ 155,000
Internal	4	\$ 104,750	\$ 105,000	\$ 95,000	\$ 114,000
<b>Finance/Accounting</b>					
Corporate Finance	10	\$ 101,638	\$ 105,000	\$ 80,000	\$ 118,000
Investment Banking/Cap Markets	5	\$ 124,167	\$ 125,000	\$ 120,000	\$ 125,000
Investments/Private Wealth	4	\$ 100,000	\$ 105,000	\$ 50,000	\$ 125,000
Other	2	\$ 112,333	\$ 105,000	\$ 102,000	\$ 130,000
<b>General Management</b>					
General Services	9	\$ 109,889	\$ 110,000	\$ 75,000	\$ 135,000
Leadership Development Program	5	\$ 115,000	\$ 115,000	\$ 105,000	\$ 130,000
Human Resources	5	\$ 106,250	\$ 106,500	\$ 95,000	\$ 115,000
<b>Marketing</b>					
Brand/Product Management	10	\$ 115,000	\$ 107,500	\$ 100,000	\$ 142,000
Market Research/Market Strategy	4	\$ 103,400	\$ 115,000	\$ 72,000	\$ 120,000
Marketing - Other	4	\$ 60,500	\$ 52,500	\$ 48,000	\$ 85,000
Operations Management	6	\$ 108,857	\$ 104,000	\$ 88,000	\$ 130,000
Other	6	\$ 96,000	\$ 90,000	\$ 75,000	\$ 140,000

### Class of 2018 Employment by Job Function



### Class of 2018 Employment by Industry



### Top Hiring Companies: Number of Graduates Hired

Amazon	7
Deloitte	7
EY	4
Accenture	3
Genentech	3
KPMG	3
Nissan USA	3
North Highland	3

### Source of Accepted Offers

School-Facilitated Activities	
Internship—(Originally Through School-facilitated Activity)	37%
On-campus Interviews	16%
Job Posting/Résumé Drop	9%
School Network (Alumni/Faculty/Class Referrals and Class Speakers, Projects)	9%
Activities Supported by the CMC (Job Fairs, Treks, Interview Events)	7%
<b>Total</b>	<b>78%</b>

### Graduate-Facilitated Activities

Personal Network—(Family and Friends)	18%
Other Student-initiated Activities	3%
Internet Job Posting	1%
<b>Total</b>	<b>22%</b>

<b>Total</b>	<b>100%</b>
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### Timing of Offers & Acceptances

Job Offers	By Graduation May 2018		By Three Months After Graduation August 2018	
	#	%	#	%
U.S. Citizen/ Perm Resident	89	85%	101	95%
Foreign National	21	62%	27	79%
<b>Total</b>	<b>110</b>	<b>79%</b>	<b>128</b>	<b>92%</b>

### Job Acceptances

U.S. Citizen/ Perm Resident	85	81%	100	95%
Foreign National	19	56%	25	74%
<b>Total</b>	<b>104</b>	<b>75%</b>	<b>125</b>	<b>90%</b>

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	25	\$ 128,414	\$ 135,000	\$ 63,000	\$ 155,000
Consumer Products	6	\$ 104,143	\$ 105,000	\$ 90,000	\$ 125,000
Financial Services	13	\$ 108,813	\$ 115,000	\$ 40,000	\$ 125,000
Health Care	21	\$ 112,313	\$ 112,000	\$ 90,000	\$ 140,000
Manufacturing	5	\$ 102,133	\$ 105,000	\$ 88,000	\$ 105,800
Media/Entertainment/Lodging	3	\$ 61,375	\$ 58,750	\$ 48,000	\$ 80,000
Petroleum/Energy	2	\$ 88,333	\$ 85,000	\$ 75,000	\$ 105,000
Retail	2	\$ 94,000	\$ 95,000	\$ 72,000	\$ 115,000
Real Estate	3	\$ 100,000	\$ 100,000	\$ 95,000	\$ 105,000
Technology	13	\$ 114,300	\$ 118,000	\$ 52,000	\$ 142,000
Other	7	\$ 95,000	\$ 90,000	\$ 75,000	\$ 110,000

### North American

Geographic Region	Percent	Average	Median	Low	High
Mid-Atlantic (PA, MD, VA, WV, DE, DC)	3	\$ 130,000	\$ 140,000	\$ 105,000	\$ 145,000
Midwest (WI, MO, KS, IA, MN, NE, MI, OH, IN, ND, SD, IL)	7	\$ 120,556	\$ 120,000	\$ 95,000	\$ 150,000
Northeast (ME, VT, NY, NH, CT, MA, NJ, RI)	13	\$ 109,000	\$ 106,000	\$ 90,000	\$ 135,000
South (NC, SC, KY, TN, GA, FL, AL, AR, LA, MS)	52	\$ 108,066	\$ 108,750	\$ 40,000	\$ 152,000
Southwest (CO, AZ, TX, OK, NM)	7	\$ 114,000	\$ 110,000	\$ 48,000	\$ 155,000
West (CA, HI, WA, OR, AK, MT, ID, UT, NV, WY)	18	\$ 115,262	\$ 115,000	\$ 80,000	\$ 145,000
Nashville Metro	24	\$ 100,129	\$ 102,000	\$ 40,000	\$ 140,000

### Undergraduate Major

Major	Percent	Average	Median	Low	High
Business	46	\$ 108,764	\$ 105,000	\$ 40,000	\$ 155,000
Technical	17	\$ 111,113	\$ 107,900	\$ 63,000	\$ 142,000
Other	37	\$ 114,193	\$ 115,000	\$ 48,000	\$ 147,000

### Professional Experience

Experience	Percent	Average	Median	Low	High
One year or less	1		Insufficient Data		
More than one year, up to three years	22	\$ 107,143	\$ 108,000	\$ 48,000	\$ 150,000
More than three years, up to five years	38	\$ 108,519	\$ 105,000	\$ 40,000	\$ 152,000
More than five years	39	\$ 116,144	\$ 120,000	\$ 52,500	\$ 155,000

## Geographic Placement

### Top Metro Areas:

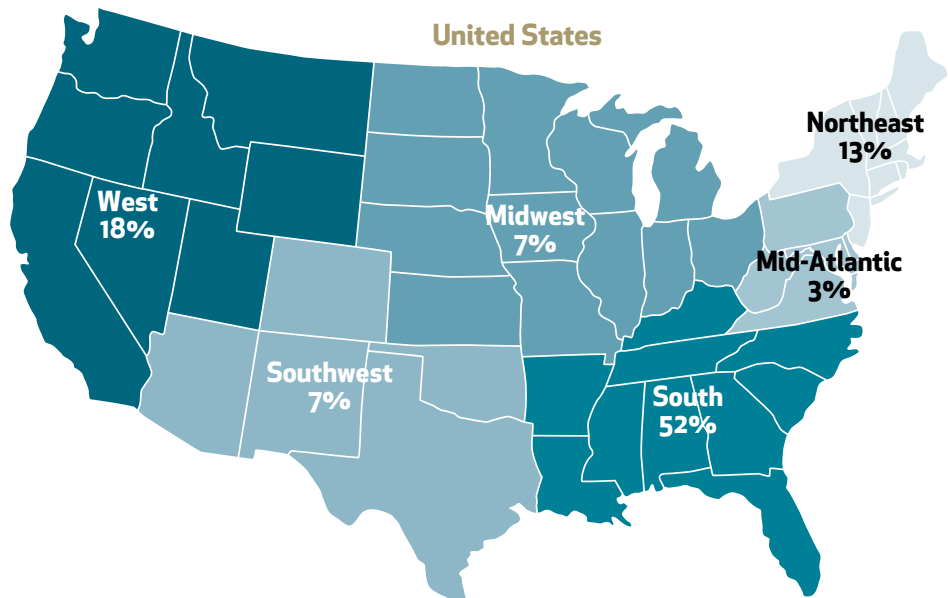
#### Number of Graduates Hired

Nashville	34
Atlanta	16
San Francisco	11
New York	9
Boston	6
Chicago	6
Dallas-Ft. Worth	5
Seattle	5

### World Regions:

#### Percent of Graduates Hired

North America	98%
Asia	2%



## Class of 2018 Profile

### Upon Enrollment

Class Size	176
Minorities (% of U.S. Citizens)	20%
International Students	29%
Female	31%

Based on class as of July 2016

### Post-Graduation

# of Graduates	172
# of Graduates Seeking Employment	139
Received Offer Within 90 Days	92%
Accepted Employment Within 90 Days	90%
# of Graduates Not Seeking Employment	27
% of Graduates Not Seeking Employment	16%
Company Sponsored/Family Business	8%
Continuing Education	3%
Postponing Job Search	1%
Starting New Business	4%
% of Graduates Reporting Information on Employment	97%
# of Graduates NOT Reporting Information on Employment	6

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### 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 2019 Internship Statistics

## Internship Salary Data

Mean Monthly Salary	\$6,976	Paid Internships	98%
Median Monthly Salary	\$7,000	Percent of Seeking Students with an Accepted Internship Offer	100%
Monthly Salary Range	\$667-\$11,657		

Job Function	Percent	Monthly		Monthly	
		Mean Salary	Median Salary	Low Salary	High Salary
Consulting	16	\$ 7,995	\$ 8,500	\$ 2,600	\$ 11,657
Finance/Accounting	32	\$ 7,056	\$ 7,000	\$ 2,500	\$ 10,500
General Management	8	\$ 6,429	\$ 6,325	\$ 2,200	\$ 9,000
Human Resources	5	\$ 7,347	\$ 7,842	\$ 3,120	\$ 9,167
Marketing	25	\$ 6,669	\$ 6,933	\$ 667	\$ 9,525
Operations	7	\$ 7,701	\$ 8,500	\$ 3,467	\$ 10,500
Other	7	\$ 4,948	\$ 4,333	\$ 2,400	\$ 8,667

Industry	Percent	Salary	Salary	Salary	Salary
Consulting	11	\$ 9,147	\$ 10,500	\$ 2,690	\$ 11,657
Consumer Products	7	\$ 7,012	\$ 6,933	\$ 6,400	\$ 8,750
Financial Services	20	\$ 7,780	\$ 8,750	\$ 2,500	\$ 10,500
Health Care/Biotechnology	17	\$ 5,726	\$ 6,500	\$ 2,167	\$ 8,667
Manufacturing	9	\$ 6,602	\$ 6,083	\$ 4,000	\$ 9,500
Other	4	\$ 6,067	\$ 6,217	\$ 4,333	\$ 7,500
Petroleum/Energy	2	\$ 7,905	\$ 8,358	\$ 7,000	\$ 8,358
Real Estate	6	\$ 4,715	\$ 4,767	\$ 2,400	\$ 8,667
Retail	3	\$ 7,292	\$ 7,292	\$ 7,000	\$ 7,583
Technology	17	\$ 6,678	\$ 7,053	\$ 667	\$ 9,285
Transportation/Logistics	3	\$ 7,678	\$ 7,615	\$ 6,673	\$ 8,250

Geographic Region	Percent	Salary	Salary	Salary	Salary
International	2		Insufficient Data		
Mid-Atlantic	1		Insufficient Data		
Midwest	12	\$ 7,687	\$ 7,385	\$ 6,100	\$ 10,417
Northeast	17	\$ 8,220	\$ 8,708	\$ 2,600	\$ 11,250
South	48	\$ 6,127	\$ 6,067	\$ 667	\$ 11,657
Southwest	9	\$ 7,424	\$ 7,600	\$ 4,507	\$ 11,250
West	11	\$ 7,425	\$ 8,367	\$ 3,120	\$ 9,285
Greater Nashville	26	\$ 4,688	\$ 4,767	\$ 667	\$ 8,500

## Top Metro Areas: Number of Interns

Nashville	39
New York	21
Atlanta	11
Dallas	8
Charlotte	7
Seattle	7
Chicago	6
Bentonville, AR	4
Kingsport, TN	4
Los Angeles	3

## Top Hiring Companies: Number of Interns

Amazon	7
Deloitte	6
American Airlines	4
Bank of America	4
Eastman Chemical Company	4
Emerson	4
EY	4
PwC	4
Walmart	4
AT&T	3
Johnson & Johnson	3
Mars Petcare	3
Microsoft	3
Nissan USA	3
Wells Fargo	3

## Class of 2019 Profile

	Number	Percent
Total Students	168	100%
Students Not Reporting Data	2	1%
Students Not Seeking an Internship	16	10%
Students Seeking an Internship	150	89%
Students Accepting an Internship	150	100%

## Source of Internships

School-Facilitated Activities	
Scheduled On-campus Interviews	40%
Activities Supported by the CMC	18%
School Job Postings/Résumé Books	11%
School Network/Resources	10%
Other School-facilitated Sources	4%
<b>Total</b>	<b>83%</b>

## Student-Facilitated Activities

Personal Network—(Family and Friends)	10%
Online Job Postings	4%
Other Student-initiated Activities	3%
<b>Total</b>	<b>17%</b>

<b>Total</b>	<b>100%</b>
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*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



# Employers Hiring Members of the Classes of 2018 and 2019

AbbVie	Eastman Chemical Company	Lowe's	RentPath*
Acadia Healthcare	Eaton Corporation	Lumere	Reynolds American
Accenture	ECG Management Consultants	M&T Bank	RootNote
Aegis Sciences Corporation*	Emerson*	Marriott International	Royal Bank of Canada
Alliant Consulting	EY	Mars Petcare	Sanofi
Allstate	Eugenias Advisory Group, LLC*	Mastercard	Silicon Ranch Corporation
Amazon	Experian Health	Mattel, Inc.*	Smile Direct Club
American Airlines*	ExxonMobil	McKesson Corporation*	SnapWorx
Amgen	Fidelity Investments	Medidata Solutions	Social Enterprise Alliance*
Asana	FINTOP Capital	Medtronic	St. Paul Senior Living*
Asurion, LLC	FlyteVu*	Merck	Stache
AT&T	Ford Motor Company	Meritor, Inc.*	Stanley Black & Decker, Inc.*
Bain & Company	Fortress Investment, LLC	Micron Technology, Inc.*	Start Me Up
Bank of America Merrill Lynch*	Freeman Webb	Microsoft*	SunTrust Robinson Humphrey
Bayer	Gartner	Mobile Mentor	Surgery Partners
The Boston Consulting Group	Genentech	Monroe Carell Jr. Children's Hospital at Vanderbilt*	Syneos Health*
Boyle Investment Company	GEP*	Narus Health	Takeda
Brown Brothers Harriman & Co.	Goldman Sachs	Nasdaq	Thermo Fisher Scientific
Cardinal Health	Harpeth Capital, LLC	Nashville Capital Network	Thompson Research Group
CBRE	Hashed Health	Navigant*	Thomson Reuters*
CenturyLink*	HCA	Nestlé USA	T-Mobile
China Fortune Financial*	Healthcare Realty Trust	Newport Academy	Tortola Advisors*
Cigna*	Holladay Properties	NextEra Energy Resources	TyRex Group, Ltd.
Cisco Systems, Inc.	Horizon Pharma	Nissan USA*	Uncommon Schools
Citibank*	Houlihan Lokey	North Highland	United Airlines
Clarus	HP Inc.	Optum	UnitedHealth Group
Comcast	Humana	Palo Alto Networks*	Utah Jazz*
Converse	IBM	Piper Jaffray	The Vanderbilt Accelerator— Summer Business Institute
Costa Del Mar	Ideation Holdings, LLC	Pitney Bowes*	Vanderbilt University Medical Center
Covenant Capital Group	Infosys	PwC	Velocity Risk Underwriters, LLC*
CTBC Bank*	International Paper	Procter & Gamble	VMware
DaVita	Johnson & Johnson	Project Return	Walmart*
Dell*	Johnson & Johnson Vision	Psychiatric Medical Care*	Wells Fargo & Company
Deloitte*	Kellogg's	PYA	West Monroe Partners
DigiCort	Kings Point Capital Management, LLC*	Raymond James	West Side Beer
Dilts + Partners*	KPMG Consulting	RBC Capital Markets	William Blair
Discover	Kroll	Real Estate Acquisitions	Workday
Doe-Anderson	Live Nation	Regions Financial Corporation*	
E. & J. Gallo Winery			

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



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