

# VANDERBILT MBA 2017 EMPLOYMENT REPORT



# To Friends and Associates of Vanderbilt Business



We are so excited to present the Vanderbilt MBA Employment Report for the graduating Class of 2017 and the internship Class of 2018. Our graduates and first-year MBAs wrapped up the academic year with great employment results. Three months after May graduation, 93% of the Class of 2017 that were seeking full-time MBA employment had received an offer, and 91% had accepted an offer. For the sixth year in a row,

100% of the first-year MBAs seeking a summer internship received and accepted an offer.

We are excited to announce a new all-time-high average starting base salary for our school graduates: \$113,205. This represents a 2.6% increase over last year. In addition, the average signing/starting bonus is \$25,232. The overall employment market remained strong, and we saw a slight shift in employment by industry. While hiring in consulting, financial services and health care continue to be robust, we ended the year with technology as our top hiring industry. Our graduates leave us this year to begin their new endeavors all over the United States at 86 different companies. Three of our new grads will be headed to employment in Asia and one to South America.

The Class of 2018 was fully employed by the summer term in 10-12 week internships, working for 109 different companies. The top industries for internships were health care, financial services and technology. Geographically, 98% of the Class of 2018 worked across the United States, with 2% working in Asia and Africa.

We count ourselves as very fortunate to work with a fantastic group of recruiting partners across a variety of industries. Our alumni continue to give invaluable help engaging with current students and providing mentorship and advice, as well as leading recruiting efforts and providing connections and contacts for recruiting. We cannot thank them enough for their ongoing support.

Sincerely,

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

# \$113,205

Our 2017 graduating class received the highest all-time average base salary. This represents a 2.6% increase over last year—our previous all-time-high.

# 93%

The percent of the Class of 2017 that received an offer at three months post-graduation.

# 161

The number of companies hiring members of the Classes of 2017 and 2018.

# CLASS OF 2018 Internship Statistics

## Internship Salary Data

Mean Monthly Salary	\$6,171	Paid Internships	97%
Median Monthly Salary	\$6,413	Percent of Seeking Students with an Accepted Internship Offer	100%
Monthly Salary Range	\$500 - \$12,500		

Job Function	Percent	Monthly		Monthly Salary	
		Mean Salary	Median Salary	Low	High
Consulting	17%	\$6,347	\$6,033	\$500	\$12,500
Finance/Accounting	28%	\$6,115	\$6,013	\$1,393	\$10,833
General Management	9%	\$6,287	\$7,800	\$2,600	\$9,000
Human Resources	9%	\$6,836	\$6,587	\$3,120	\$9,167
Marketing	15%	\$5,953	\$6,587	\$1,000	\$8,333
Operations	13%	\$6,479	\$7,000	\$1,500	\$11,245
Other	9%	\$4,959	\$5,417	\$975	\$8,667

## Industry

Consulting	10%	\$8,684	\$9,523	\$2,595	\$12,500
Consumer Products	7%	\$5,537	\$6,587	\$1,500	\$7,828
Financial Services	16%	\$6,881	\$8,462	\$500	\$10,833
Healthcare/Biotechnology	23%	\$5,720	\$6,413	\$1,000	\$8,667
Manufacturing	11%	\$5,687	\$5,200	\$4,000	\$9,000
Media/Entertainment	3%	\$1,992	\$2,000	\$975	\$3,000
Nonprofit	3%	\$4,000	\$3,060	\$2,880	\$7,000
Petroleum/Energy	2%	\$5,019	\$5,417	\$3,640	\$6,000
Real Estate	3%	\$3,033	\$2,600	\$1,733	\$4,767
Retail	4%	\$5,431	\$6,388	\$1,393	\$7,583
Technology	16%	\$6,826	\$7,200	\$3,987	\$8,667
Other	2%	Insufficient Data			

## Geographic Region

International	2%	Insufficient Data			
Mid-Atlantic	2%	\$5,487	\$6,933	\$2,595	\$6,933
Midwest	9%	\$6,924	\$6,570	\$5,027	\$10,416
Northeast	11%	\$6,295	\$7,367	\$975	\$10,833
South	48%	\$5,799	\$5,200	\$1,000	\$12,500
Southwest	9%	\$7,298	\$7,500	\$3,987	\$10,417
West	19%	\$6,301	\$7,000	\$500	\$8,667
Greater Nashville	26%	\$4,118	\$4,000	\$1,000	\$8,667

## Top Metro Areas- Number of Interns

Nashville	40
Atlanta	11
New York	10
Seattle	10
San Francisco	8
Boston	5
Denver	5
Charlotte	4
Los Angeles	4

## Top Hiring Companies- Number of Interns

Amazon	9
Deloitte Consulting	7
Genentech	4
Nissan North America	4
Eastman Chemical	3
Mattel	3
Monroe Carell Jr. Children's Hospital	3

## Class of 2018 Profile

	Number	Percent
Total Students	174	100%
Students Not Reporting Data	0	0%
Students Not Seeking an Internship	23	13%
Students Seeking an Internship	151	87%
Students Accepting an Internship	151	100%

## Source of Internships

### School-Facilitated Activities

On-Campus Interviews	35%
Résumé Drop/Job Posting	16%
Job Fair Such as NB MBA or NSH MBA	8%
Off-Campus Activities Supported By the Career Center	7%
Alumni Referrals	6%
Faculty Referrals	5%
Employer Information Meetings/Dinners	4%
Résumé Books/Résumé Referrals	2%
Other School-Related Recruiting Activities	1%
<b>Total</b>	<b>84%</b>

### Student-Facilitated Activities

Personal Network—Family and Friends	10%
Internet Job Posting	4%
Other Student-Initiated Activities	2%
<b>Total</b>	<b>16%</b>
<b>Total</b>	<b>100%</b>



*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 Air  
Amazon.com

# CLASS OF 2017

## Full-Time Employment Statistics

### Salary Data

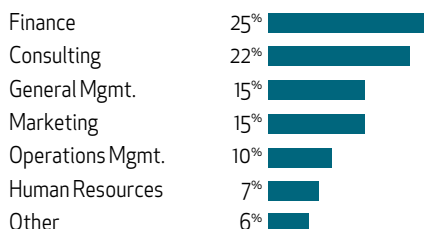
\*Salary report is based upon usable salary information for 93% of those graduates who accepted a job.  
\*\*83% of graduates reporting base salary also reported receiving a signing bonus.

Total Class	Average	Median	Low	High
<b>Base Salary*</b>				
US Citizen/Permanent Resident	\$113,614	\$110,000	\$65,000	\$208,000
Foreign National	\$111,447	\$120,000	\$60,000	\$140,000
<b>Total</b>	<b>\$113,205</b>	<b>\$110,000</b>	<b>\$60,000</b>	<b>\$208,000</b>
<b>Signing Bonus**</b>				
US Citizen/Permanent Resident	\$24,359	\$25,000	\$5,000	\$60,000
Foreign National	\$28,643	\$25,000	\$3,000	\$57,500
<b>Total</b>	<b>\$25,232</b>	<b>\$25,000</b>	<b>\$3,000</b>	<b>\$60,000</b>

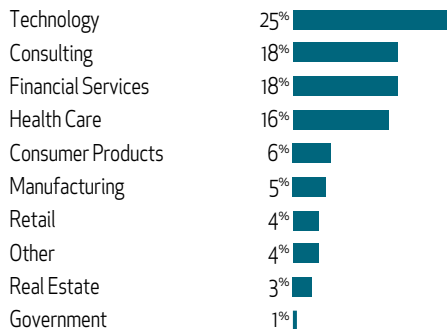
Job Function	Average	Median	Low	High	Percent
Consulting	\$127,733	\$132,500	\$85,000	\$208,000	22%
Finance	\$109,120	\$115,000	\$60,000	\$125,000	25%
General Management	\$107,854	\$110,000	\$63,235	\$125,000	15%
Human Resources	\$103,583	\$105,000	\$94,250	\$120,000	7%
Marketing	\$106,508	\$106,000	\$70,000	\$132,000	15%
Operations Management	\$113,339	\$116,250	\$96,250	\$123,000	10%
Other	\$114,600	\$98,000	\$90,000	\$180,000	6%

Job Function - Detail	Average	Median	Low	High	Percent
<b>Consulting</b>					
Healthcare	\$135,833	\$128,500	\$100,000	\$208,000	4%
Management/Strategy	\$129,273	\$125,000	\$110,000	\$147,000	8%
Internal	\$110,000	\$110,000	\$85,000	\$130,000	4%
Other	\$130,625	\$135,000	\$85,000	\$140,000	6%
<b>Finance/Accounting</b>					
Corporate Finance	\$107,383	\$107,500	\$75,000	\$123,000	10%
Investment Banking/Cap Markets	\$113,077	\$125,000	\$60,000	\$125,000	10%
Investments/Private Wealth	\$112,500	\$120,000	\$85,000	\$125,000	4%
Other	Insufficient Data				1%
<b>General Management</b>					
General Services	\$94,034	\$105,000	\$63,235	\$110,000	5%
Leadership Development Program	\$115,917	\$124,000	\$98,000	\$125,000	10%
<b>Human Resources</b>					
Other	\$103,583	\$105,000	\$94,250	\$120,000	7%
<b>Marketing</b>					
Brand/Product Management	\$105,538	\$106,000	\$70,000	\$120,000	10%
Market Research/Market Strategy	\$108,310	\$108,585	\$85,000	\$132,000	5%
<b>Operations Management</b>					
Supply Chain	\$110,031	\$117,750	\$76,500	\$123,000	6%
Other	\$111,857	\$110,000	\$102,000	\$123,000	4%
Other	\$114,600	\$98,000	\$90,000	\$180,000	6%

### Class of 2017 Employment by Job Function



### Class of 2017 Employment by Industry



### Top Hiring Companies- Number of Graduates Hired

Amazon	11
Deloitte	6
Wells Fargo	5
Microsoft	4
North Highland	4
PwC	4
American Airlines	3
DaVita	3
EY	3
HCA	3
Mars Petcare	3

### Source of Accepted Offers

<b>School-Facilitated Activities</b>	
Internship - Originally Through School-Facilitated Activity	51%
On-Campus Interviews	7%
Alumni Referrals	7%
Job Posting/Résumé Drop	5%
Job Fair Such as NB MBA or NSH MBA	4%
Other School-Related Recruiting Activity	3%
Faculty Referrals	1%
<b>Total</b>	<b>79%</b>

<b>Graduate-Facilitated Activities</b>	
Personal Network—Family and Friends	9%
Other Student-Initiated Activities	5%
Internet Job Posting	4%
Graduate-Facilitated Internship at Company	2%
Third party sources/executive recruiters	1%
<b>Total</b>	<b>21%</b>
No Information	0%
<b>Total</b>	<b>100%</b>

### Timing of Offers & Acceptances

Job Offers	By Graduation		By Three Months After Graduation	
	#	%	#	%
US Citizen/Perm Resident	101	86%	111	94%
Foreign National	22	71%	28	90%
<b>Total</b>	<b>123</b>	<b>83%</b>	<b>139</b>	<b>93%</b>

<b>Job Acceptances</b>				
US Citizen/Perm Resident	93	79%	109	92%
Foreign National	20	65%	27	87%
<b>Total</b>	<b>113</b>	<b>76%</b>	<b>136</b>	<b>91%</b>

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

## Salary Data

Industry	Average	Median	Low	High	Percent
Consulting	\$131,280	\$135,000	\$85,000	\$208,000	18%
Consumer Products	\$100,875	\$105,000	\$70,000	\$106,000	6%
Financial Services	\$109,000	\$117,500	\$60,000	\$125,000	18%
Government	Insufficient Data				1%
Healthcare	\$110,190	\$110,000	\$80,000	\$125,000	16%
Manufacturing	\$101,715	\$103,300	\$63,235	\$130,000	5%
Real Estate	Insufficient Data				3%
Retail	\$110,000	\$110,000	\$100,000	\$120,000	4%
Technology	\$110,636	\$111,000	\$75,000	\$132,000	25%
Other	\$116,000	\$105,000	\$85,000	\$180,000	4%

North American Geographic Region	Average	Median	Low	High	Percent
Mid-Atlantic (PA, MD, VA, WV, DE, DC)	\$115,000	\$120,000	\$95,000	\$125,000	3%
Midwest (WI, MO, KS, IA, MN, NE, MI, OH, IN, ND, SD, IL)	\$115,013	\$110,000	\$98,000	\$135,000	10%
Northeast (ME, VT, NY, NH, CT, MA, NJ, RI)	\$117,737	\$120,000	\$85,000	\$180,000	15%
South (NC, SC, KY, TN, GA, FL, AL, AR)	\$113,639	\$110,000	\$70,000	\$208,000	41%
Southwest (CO, AZ, TX, OK, NM)	\$110,615	\$105,000	\$65,000	\$147,000	11%
West (CA, HI, WA, OR, AK, MT, ID, UT, NV, WY)	\$113,120	\$115,000	\$94,250	\$132,000	20%
Nashville Metro	\$107,250	\$105,500	\$75,000	\$208,000	16%

Undergraduate Major	Average	Median	Low	High	Percent
Business	\$110,966	\$110,000	\$60,000	\$140,000	29%
Technical	\$116,222	\$120,000	\$63,235	\$208,000	32%
Other	\$112,907	\$110,000	\$80,000	\$180,000	39%

Professional Experience	Average	Median	Low	High	Percent
One year or less	Insufficient Data				2%
More than one year, up to three years	\$113,965	\$115,000	\$60,000	\$180,000	20%
More than three years, up to five years	\$110,886	\$110,000	\$70,000	\$140,000	39%
More than five years	\$114,972	\$112,500	\$63,235	\$208,000	40%

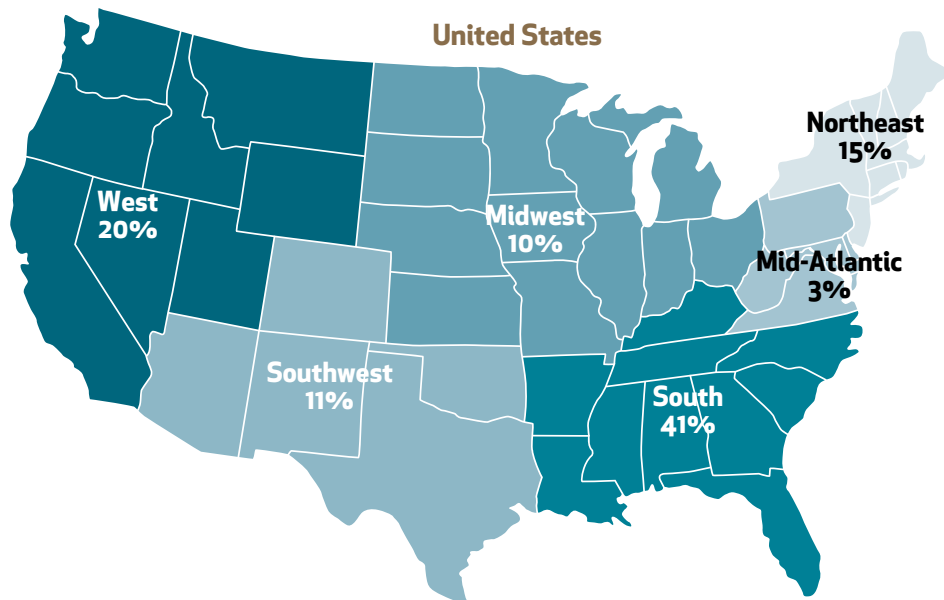
## Geographic Placement

### Top Metro Areas- Number of Graduates Hired

Nashville	21
Atlanta	17
New York	16
Seattle	12
Dallas-Ft. Worth	9
San Francisco	8
Minneapolis-St.Paul	5

### World Regions- Percent of Graduated Hired

North America	97%
Asia	2%
South America	1%



## Class of 2017 Profile

### Upon Enrollment

Targeted Class Size	174
Women	26%
Minorities (% of U.S. Citizens)	16%
International Students	19%

Based on class as of August 2015

### Post-Graduation

# of Graduates	173
# of Graduates Seeking Employment	149
Received Offer Within 90 Days	93%
Accepted Employment Within 90 Days	91%
# of Graduates Not Seeking Employment	22
% of Graduates Not Seeking Employment	13%
Company Sponsored/Family Business	5%
Continuing Education	4%
Postponing Job Search	0%
Starting New Business	2%
Other Reasons	2%
% of Graduates Reporting Information on Employment	99%
# of Graduates NOT Reporting Information on Employment	2

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# Employers Hiring Members of the Classes of 2017 and 2018

3M	Dixon Hughes Goodman	Jumpstart Foundry	Skoll Foundation*
AbbVie	Duke Energy	Kentucky Cabinet for Economic Development	Slalom Consulting, LLC
Acadia Healthcare	E.J. McKay*	KeyBank	State of Tennessee Investment Fund
Amazon*	Eastman Chemical Company	Kimberly-Clark Corporation	Statista Global*
American Airlines*	eBay*	Land O'Lakes	SunTrust Robinson Humphrey
American Express	ECG Management Consultants	Lifepoint	Takeda Pharmaceutical Company Limited*
Artist Growth	Edgenet	Mars Petcare	TennCare
AT&T	Education Pioneers	Massachusetts Health Policy Commission	The Bailey Company, Inc.*
Autodesk	Eli Lilly and Company*	Mattel, Inc.*	The Boston Consulting Group
Bailey Southwell & Co.	Emerson*	Medtronic	The Glimmerglass Festival
Bain & Company	Environmental Defense Fund	Meritor, Inc.*	The Royal Bank of Canada
Ballistic Financial	Experian Health	Microsoft*	Thompson Research Group
Bancolumbia*	EY	Monroe Carell Jr. Children's Hospital at Vanderbilt	Threshold Group
Bank of America Merrill Lynch	Federal Capital Partners	Nasdaq Private Market	T-Mobile
Bayer Corporation	Fidelity Investments	Nashville Capital Network	Tsinghua Holdings Capital
Bill & Melinda Gates Foundation*	First Southern Mortgage	Nielsen Holdings - China*	TyRex Group, Ltd.
Boston Scientific - Singapore*	Fish & Associates*	Nike Inc.	UBS Investment Bank*
Boyle Investment Company	FlyteVu*	Nissan North America*	UnitedHealth Group
Branch	FMI Capital Advisors	Nordic Consulting Partners, Inc.	Unity Physician Partners, Inc.
Brown Brothers Harriman	Frito-Lay	North America Administrators	University of Utah Athletics Department*
Building Industry Partners	Fullscreen Media*	North Highland*	UpSpring Associates
Built Technologies, Inc.	Genentech	OCA Ventures	USAA
Cardinal Health*	General Mills	Optum	Validic
Catapult	GEP*	Orleans Parish School Board	Vanderbilt University Medical Center*
CBRE	Goldman Sachs	Otis Elevator Company	Vanderbilt University Turner Family Center for Social Ventures*
Cerner	H&R Block	Overstock.com*	Verus Healthcare
Cigna*	Hanesbrands Inc.	Palo Alto Networks*	ViaSat, Inc.*
Cisco Systems, Inc.	Hashed Health	PNC Financial Services	Volkswagen Group of America, Inc.*
Citi*	HCA Healthcare	PricewaterhouseCoopers (PwC)	Wal-Mart Stores, Inc.
Citizens Bank	HD Supply	Prologis, Inc.	Wayfair, Inc.
Cognizant	Hewlett Packard Enterprise	Psychiatric Medical Care*	Wells Fargo & Company
Compassus	HP Inc.	Q Advisors	Workday, Inc.
Conduent*	Highmark Health	Realty Capital Management LLC	Wyndham Worldwide Corporation
Converse	Holladay Properties	Republic National Distributing Company	
Costa Del Mar	Honeywell	Reynolds American, Inc.	
Cotopaxi	Houlihan Lokey*	RootNote	
Cravath, Swaine & Moore LLP	Humana	Santa Clara Valley Water District	
Cummins*	Infosys Limited	SAP Ariba*	
Dark Knight Advisors*	Intel Corporation	Schneider Electric*	
DaVita	International Paper		
Dell*	IQurity		
Deloitte*	Iron Mountain		
Dimensional Fund Advisors	Johnson & Johnson		

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



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