



# Employment Report MBA Class of 2014

## MBA CLASS OF 2014 OVERVIEW: FULL-TIME

### Class of 2014 Profile<sup>1</sup>

Number of Candidates	413
U.S. Citizens	59%
Non-U.S. Citizens	41%
Women	33%
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

<sup>1</sup> 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 2014 MBA Employment Profile<sup>2</sup>

	Number	Percent
Seeking Employment	334	81.9
Not Seeking Employment	68	16.6
Sponsored & Returning to Company	32	7.8
Starting Own Business	30	7.4
Other Reason(s) for Not Seeking	3	0.7
Postponing Job Search	2	0.5
Continuing Education	1	0.2
No Information Available	6	1.5
Total Graduates	408	100

<sup>2</sup> All information based on data reported by students.

### Employment Overview<sup>3</sup>

Mean Base Salary	\$121,277
Median Base Salary	\$124,400
Range of Base Salary	\$48,000–\$180,000

<sup>3</sup> Full-time employment statistics based on job acceptances. 89.7% of reported acceptances included usable salary information.

### Top Hirers of MBA Class of 2014

McKinsey & Company (32)	Apple (10)
Bain & Company (17)	Deloitte Consulting (9)
Amazon (16)	Google (9)
Boston Consulting Group (15)	PwC Advisory (9)

## MBA CLASS OF 2014 SALARY FIGURES: FULL-TIME

### Class of 2014 MBA Base Salary by Industry<sup>1</sup>

Industry	Percent	Mean	Median	Low	High
<b>Service Industries</b>	<b>73.6%</b>	<b>\$122,653</b>	<b>\$125,000</b>	<b>\$50,000</b>	<b>\$180,000</b>
Consulting	33.9%	\$131,418	\$135,000	\$79,000	\$165,000
Software/Internet	15.2%	\$119,563	\$120,000	\$70,000	\$180,000
Retail	8.4%	\$115,000	\$115,000	\$103,000	\$130,000
Investment Banking/Brokerage	6.8%	\$107,526	\$100,000	\$95,000	\$150,000
Diversified Financial Services	3.2%	\$121,000	\$125,000	\$90,000	\$145,000
Investment Management	2.3%	\$122,833	\$118,500	\$100,000	\$150,000
Media/Entertainment/Sports	2.2%	\$94,167	\$95,000	\$75,000	\$110,000
Private Equity/Venture Capital	1.6%	- <sup>2</sup>	-	-	-
<b>Manufacturing Industries</b>	<b>24.4%</b>	<b>\$119,598</b>	<b>\$120,000</b>	<b>\$62,000</b>	<b>\$180,000</b>
Computers/Electronics	9.0%	\$123,340	\$125,000	\$80,000	\$170,000
Pharmaceutical/Healthcare/Biotechnology	5.8%	\$116,176	\$115,000	\$62,000	\$180,000
Consumer Products	2.6%	\$108,125	\$107,500	\$100,000	\$120,000
Automotive/Aerospace	1.9%	\$123,619	\$120,000	\$101,712	\$150,000
Oil/Energy	1.9%	\$120,580	\$110,900	\$105,000	\$160,000
Telecommunications	1.9%	\$124,600	\$122,000	\$109,000	\$150,000
Manufacturing: Other	1.3%	\$119,250	\$111,000	\$105,000	\$150,000
<b>Government/Nonprofit</b>	<b>0.4%</b>	-	-	-	-
<b>Other</b>	<b>1.6%</b>	<b>\$81,250</b>	<b>\$76,000</b>	<b>\$48,000</b>	<b>\$125,000</b>

<sup>1</sup> All salary data based on reported compensation.

<sup>2</sup> Dash indicates fewer than three people or less than 1% reported salary information.

### Class of 2014 MBA Base Salary by Job Function

Function	Percent	Mean	Median	Low	High
Consulting/Strategic Planning	37.4%	\$130,347	\$135,000	\$79,000	\$165,000
<b>Finance (total)</b>	<b>14.3%</b>	<b>\$111,163</b>	<b>\$109,000</b>	<b>\$50,000</b>	<b>\$170,000</b>
Investment Banking	6.5%	\$106,278	\$100,000	\$95,000	\$150,000
Finance: Other <sup>1</sup>	4.2%	\$102,808	\$112,000	\$50,000	\$130,000
Investment Management	2.6%	\$127,000	\$122,500	\$100,000	\$150,000
Venture Capital	1.0%	\$145,000	\$145,000	\$120,000	\$170,000
Operations/Project Management	10.6%	\$118,106	\$115,000	\$100,000	\$150,000
Leadership Development Program/General Management	10.0%	\$122,198	\$120,000	\$100,000	\$180,000
Business Development	8.4%	\$108,510	\$114,000	\$48,000	\$150,000
Marketing/Sales	8.4%	\$113,273	\$120,000	\$62,000	\$140,000
Product Management/Development	8.4%	\$125,000	\$125,000	\$100,000	\$180,000
Information Technology	0.6%	-	-	-	-
Other	1.9%	\$97,600	\$85,000	\$75,000	\$150,000

<sup>1</sup> Finance/Other includes corporate finance, private client services, research and treasury.

<sup>2</sup> Dash indicates fewer than three people or less than 1% reported salary information.

## Top Industries

	2012	2013	2014
Consulting	29.2%	31.9%	33.9%
High Technology*	16.8%	19.2%	26.1%
Retail	10.2%	10.0%	8.4%

\*Includes Computers/Electronics, Software/Internet and Telecommunications.

## Top Functions

	2012	2013	2014
Consulting/Strategic Planning	35.4%	38.9%	37.4%
Finance	24.3%	18.5%	14.2%
Operations/Project Management	9.5%	11.9%	10.6%

## Class of 2014 MBA Base Salary by Geographic Location

Location	Percent	Mean	Median	Low	High
<b>North America</b>	<b>89.4%</b>	<b>\$122,651</b>	<b>\$125,000</b>	<b>\$70,000</b>	<b>\$180,000</b>
Northeast <sup>1</sup>	35.8%	\$123,982	\$125,000	\$80,000	\$180,000
Metro Boston	19.4%	\$127,606	\$132,500	\$85,000	\$150,000
Metro NYC	13.2%	\$119,167	\$115,000	\$80,000	\$180,000
West	32.3%	\$122,213	\$125,000	\$70,000	\$170,000
San Francisco Bay Area	21.0%	\$123,407	\$125,000	\$70,000	\$160,000
Midwest	6.1%	\$123,277	\$135,000	\$92,000	\$135,000
Southwest	5.8%	\$120,750	\$132,500	\$75,000	\$150,000
South	3.5%	\$126,500	\$132,500	\$100,000	\$150,000
Mid-Atlantic	2.9%	\$119,111	\$112,000	\$95,000	\$150,000
Mexico	2.3%	\$116,889	\$120,000	\$95,000	\$140,000
Canada	0.6%	- <sup>2</sup>	-	-	-
<b>Rest of the World</b>	<b>10.6%</b>	<b>\$107,380</b>	<b>\$115,000</b>	<b>\$48,000</b>	<b>\$135,000</b>
Asia	4.8%	\$103,750	\$115,000	\$48,000	\$130,000
Latin America & the Caribbean	2.9%	\$111,333	\$119,500	\$50,000	\$135,000
Europe including UK	2.6%	\$108,583	\$109,000	\$83,500	\$125,000
London	1.6%	\$116,250	\$116,000	\$108,000	\$125,000
Africa	0.3%	-	-	-	-

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

<sup>2</sup> Dash indicates fewer than three people or less than 1% reported salary information.

## Class of 2014 MBA Base Salary by Undergraduate Major<sup>1</sup>

Major	Percent	Mean	Median	Low	High
Business	16.7%	\$119,931	\$120,000	\$79,000	\$180,000
Engineering	35.8%	\$123,018	\$125,000	\$50,000	\$170,000
Science & Mathematics	14.3%	\$117,307	\$120,000	\$62,000	\$180,000
Social Sciences & Humanities	33.2%	\$121,121	\$125,000	\$48,000	\$160,000

<sup>1</sup> Percentages from class profile.

## Class of 2014 MBA Base Salary by Professional Experience

Years of Experience	Percent	Mean	Median	Low	High
Less than one year	0.3%	-	-	-	-
More than one year, up to 3 years	8.7%	\$117,901	\$125,000	\$62,000	\$140,000
More than three years, up to 5 years	42.3%	\$119,881	\$120,000	\$75,000	\$180,000
More than 5 years	48.7%	\$122,979	\$125,000	\$48,000	\$180,000

<sup>1</sup> Dash indicates fewer than three people or less than 1% reported salary information.

## Signing Bonus Received by Job Function<sup>1</sup>

Job Function	Percent	Mean	Median	Low	High
Investment Banking	88.9%	\$45,000	\$43,750	\$12,500	\$60,000
Marketing/Sales	81.8%	\$27,472	\$25,000	\$2,500	\$75,000
Leadership Development Program/General Management	81.5%	\$28,597	\$25,000	\$20,000	\$60,000
Consulting/Strategic Planning	80.4%	\$26,144	\$25,000	\$5,000	\$90,000
Product Management/Development	78.3%	\$21,639	\$15,000	\$5,000	\$80,000
Operations/Project Management	78.1%	\$23,480	\$20,000	\$5,000	\$50,000
Business Development	66.7%	\$19,286	\$17,500	\$5,000	\$50,000
Finance: Other <sup>2</sup>	66.7%	\$25,625	\$20,000	\$10,000	\$60,000
Investment Management	50.0%	\$30,000	\$25,000	\$25,000	\$40,000

<sup>1</sup> 77.3% 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.

<sup>2</sup> Finance: Other includes corporate finance, research and private client services.

## Other Guaranteed Compensation

Percent Reporting	Mean	Median	Range
19.4%	\$23,809	\$20,000	\$2,000–\$80,000

## Class of 2014 MBA Timing of Job Offers

	At Graduation	Three Months after Graduation
Percent of Students	85.9%	94.6%

## Class of 2014 MBA Timing of Job Acceptances<sup>1</sup>

	At Graduation	Three Months after Graduation
Percent of Students	79.6%	92.8%

<sup>1</sup> Three graduates, representing 0.7% of graduates, reneged on an accepted offer.

## Class of 2014 MBA Reason for Accepting Position

Reason	Percent
Growth Potential	32.5%
Job Function	16.1%
Industry	15.4%
Job Content	12.8%
People/Corporate Culture	7.9%
Location	5.2%
Prestige of Firm	5.2%
Compensation	3.6%
Other	1.3%

## Class of 2014 MBA Source of Job

Source of Job	Percent
<b>School-Facilitated Activities</b>	<b>75.2%</b>
Summer Internship	36.2%
Interviews Scheduled Through On-Campus Recruiting	25.5%
Job Postings (MIT or Sloan)	4.2%
Alumni	3.5%
Faculty/CDO/Sloan Student Referral	2.6%
MIT/Sloan Sponsored Events	2.3%
Club Event	0.6%
Resume Database, Resume Referrals	0.3%
<b>Student-Facilitated Activities</b>	<b>22.9%</b>
Personal Network	11.7%
Contacted Directly	7.1%
Previous Employer	3.5%
Newspaper, Magazine, Internet Job Boards	0.6%
<b>Other</b>	<b>1.9%</b>

3M  
 Abbott India Limited  
 Abraaj  
 Accenture  
**Adobe Systems**  
 ADP - Automatic Data Processing  
 Advent International Corp.  
 Aetna  
 Alcoa  
 Alexion Pharmaceuticals  
 Alnylam Pharmaceuticals  
 Alveo Energy  
**Amazon\***  
 American Express Company  
**Amgen\***  
**Analysis Group**  
**Anheuser-Busch InBev**  
**Apple**  
 Applied Materials  
 Apptimize  
 Asian Development Bank  
**athenahealth**  
 B2W Digital  
**Bain & Company**  
 Banco Santander  
**Bank of America Merrill Lynch**  
 Bank of Tokyo-Mitsubishi UFJ  
 Barclays  
 Bechtel Enterprises  
 Bertelsmann  
 Biogen Idec  
 Black River Asset Management  
 Blue Origin  
 BMO Capital Markets  
 Boeing\*  
 Bose Corporation  
**Boston Consulting Group**  
 Boston Scientific\*  
 Brattle Group  
 Bridgespan Group  
 BTG Pactual  
**Burger King Corporation**  
 Capgemini Consulting  
 Cargill  
 Cartesian (formerly CSMG)  
 Cencosud SA  
 Censeo Consulting Group  
 Cheeky Fly Fishing  
 Cisco Systems  
**Citi**  
 Clean Power Finance  
 CommonBond  
 Conservatorio  
 Converse  
 Credicorp  
**Credit Suisse**  
 CVS Health  
 Dalberg Global Development  
 Advisors  
**Danaher Corporation**  
 Daniel J. Edelman  
**Dell\***  
**Deloitte Consulting**  
 Deutsche Bank  
 DIRECTV  
 Doc-Bill  
 Dow Corning  
 DuPont  
**eBay**  
 Education Pioneers  
 EF Education First  
 Electronic Arts  
 Eli Lilly and Company  
 EMC Corporation  
 Emerson  
 Environmental Defense Fund  
 Evercore Partners  
 ExxonMobil Corporation  
**Facebook**  
 Fidelity Investments  
 Formlabs  
 Fung Group  
 Gates Foundation  
**Genentech**  
**General Electric**  
 General Motors\*  
 Global Partnerships  
 GoDaddy.com  
**Goldman Sachs Group**  
**Google**  
 H.J. Heinz Company  
 HBO  
 Hines  
 IBM  
 IDEO  
 Intel Corporation  
 International Finance Corporation  
 World Bank Group  
 Itaú BBA  
 JD.com  
 Johnson & Johnson\*  
**JPMorgan Chase**  
 Keurig Green Mountain  
 KIMC (U.S.)  
 L.E.K. Consulting  
 Launch Summer Program  
**Liberty Mutual Insurance**  
 LinkedIn  
 L'Oréal USA  
 Massachusetts General Hospital\*  
 Massachusetts Institute of  
 Technology  
 MassVentures  
 MasterCard Worldwide  
 MathWorks  
 Maxim Integrated  
 MC10  
 McGraw Hill Financial  
**McKinsey & Company**  
 Medtronic  
 MFS Investment Management  
 MGM Resorts  
**Microsoft Corporation**  
 Monitor Deloitte  
 More Aqua  
**Morgan Stanley**  
 National Grid\*  
 NerdWallet  
 NextEra Energy  
**Nike\***  
 Nissan Motor Co.  
 Norwest Equity Partners  
 NRG Energy  
 Numenta  
 OC&C Strategy Consultants  
 Okta  
 Oliver Wyman Group  
 OPOWER  
 Palantir Technologies  
 Panera Bread Company  
 PAR Capital Management  
**Parthenon**  
 Passport Capital  
**PayPal**  
 Percipio Media  
 Perella Weinberg Partners  
 Phoenix Suns  
**PIMCO**  
 Procter & Gamble  
**PwC Advisory**  
**PwC Strategy&**  
 Quantcast  
 Rakuten  
 Redstar Ventures  
 Refresh  
 Ripple Labs

Robert W. Baird & Co.	Standard Chartered Bank	<b>VMware</b>
Rocket Internet	Starbucks Coffee Company	<b>Walmart</b>
Roll Global	Steward Healthcare System	Walt Disney Company
<b>Samsung Global Strategy Group</b>	Stub Hub	Wayfair
Samsung Mobile	Takeda Pharmaceuticals	Wellington Management Company
Samsung Open Innovation Center	Technology Exchange Lab	WellPoint
<b>SanDisk*</b>	Tektronix	Wells Fargo & Company
<b>Sanofi*</b>	Telefonica	World Fuel Services
<b>Schlumberger Business Consulting</b>	Tesla Motors	WPP
Schneider Electric	<b>TripAdvisor</b>	XPLANE
Sears Holdings Corporation	UBS	Yammer
Sephora	UMT Consulting	Zing Media
Shell	Unilever	ZS Associates
Simmons & Company International	UNIQLO	Zynga
Sony	<b>Verizon Communications*</b>	
Spotify	Viacom/Viacom Media Networks	
	Visa	

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

\*LGO Partner during 2013-2014 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](http://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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