Welcome

Get the career you want.

2016 was an outstanding year for MBA employment in general, and for Simon employment in particular. 97 percent of the MBA Class of 2017 obtained internships, while 95 percent of those seeking full-time MBA employment in the Class of 2016 obtained positions by three months after graduation. The number of postings from alumni and employers worldwide has grown exponentially. In addition, we have increased the number of corporate trips and treks, interviews in Rochester and New York City, sponsor companies for international students, new companies on the horizon, and other important metrics.

Our career programming and staff-to-student ratio are among the best in the country. Our 100,000+ strong University of Rochester alumni group is highly engaged and connected with our students, affording numerous opportunities for networking and interviews. We look forward to another good year—and to interacting and working with you in the future.

Karen Dowd

KAREN DOWD
Assistant Dean
Career Management and Corporate Engagement
Career Management Center (CMC)

Full-Time MBA Profile and Summary

2016 was an outstanding year for MBA employment in general, and for Simon employment in particular.

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Assistant Dean
Career Management and Corporate Engagement
Career Management Center (CMC)

Get the career you want.

Career Fairs and Corporate Tours
Simon students have opportunities to attend several national career fairs. Simon also sponsors treks and corporate tours in several cities.

Strong MBA Student/CMC Ratio
Each full-time MBA student is assigned an experienced personal career consultant, who meets with the student, advises them, helps prepare positioning materials, and facilitates networking opportunities.

Extensive CMC Training
Career preparation begins before orientation with “Day 1,” an online program for creating job search tools, and continues into Orientation and Pre-Fall. Through CMC programming, students develop and hone skills that are integral to success in the job market.

1,500+ Job Postings
The 500 connections made this past year with new companies puts Simon over 1,500 engagements in the last year. Students were placed in core functions of finance, accounting, marketing, consulting, operations, analytics, and strategy.

MBA Class of 2016

- **5.2** Average Years of Work Experience
- **28** Average Age
- **15%** Under-Represented US Minorities

**UNDERGRADUATE MAJORS**
- 36% Business and Commerce
- 23% Humanities and Social Science
- 23% Engineering
- 8% Math and Science
- 7% Economics

- **95%** Accepted Employment by 3 Months Post Graduation
- **$114,000** Average Total Compensation for Class of 2016*

**Top career paths for Simon Business School students**

- **25.0%** Financial Services
- **20.0%** Technology
- **16.0%** Consulting
- **15.0%** Consumer Products

*Based on U.S. News & World Report calculations (rounded).

All figures are accurate as of October 5, 2016. Calculations for salary-related figures adhere to the MBA Career Services and Employer Alliance’s Standards for Reporting MBA Employment Statistics.
### Full-Time MBA Compensation

**Class of 2016**

- **$99,000**  
  2016 mean starting annual base salary for MBA graduates  
  **+$10%**  
  Growth of MBA signing bonus versus prior year  
- **$20,000**  
  2016 mean signing bonus for MBA graduates

### Graduate Hires by Experience

<table>
<thead>
<tr>
<th>WORK EXPERIENCE</th>
<th>% HIRED</th>
<th>RANGE</th>
<th>MEAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>More than 5 years</td>
<td>43.8%</td>
<td>$70,000</td>
<td>$96,500</td>
</tr>
<tr>
<td>3-5 years</td>
<td>31.3%</td>
<td>$62,300</td>
<td>$98,100</td>
</tr>
<tr>
<td>Less than 3 years</td>
<td>25.0%</td>
<td>$70,000</td>
<td>$96,500</td>
</tr>
</tbody>
</table>

### Graduate Hires by Function

<table>
<thead>
<tr>
<th>FUNCTION</th>
<th>% HIRED</th>
<th>RANGE</th>
<th>MEAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance / Accounting</td>
<td>36.3%</td>
<td>$70,000</td>
<td>$92,000</td>
</tr>
<tr>
<td>Marketing / Sales</td>
<td>30.0%</td>
<td>$70,000</td>
<td>$91,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>15.0%</td>
<td>$82,000</td>
<td>$118,400</td>
</tr>
<tr>
<td>Operations / Logistics</td>
<td>8.8%</td>
<td>$137,000</td>
<td>$179,800</td>
</tr>
<tr>
<td>General Management</td>
<td>5.0%</td>
<td>$100,000</td>
<td>$105,000</td>
</tr>
<tr>
<td>Information Technology / HR / Other</td>
<td>5.0%</td>
<td>$62,300</td>
<td>$78,000</td>
</tr>
<tr>
<td>All</td>
<td>100%</td>
<td>$62,300</td>
<td>$99,000</td>
</tr>
</tbody>
</table>

### Graduate Hires by Region

**92.5% United States**

- United States: 79.0%
- International: 21.0%

#### Mean Base Salary

<table>
<thead>
<tr>
<th>% HIRES / REGIONS</th>
<th>MEAN BASE SALARY</th>
</tr>
</thead>
<tbody>
<tr>
<td>48.6% Northeast</td>
<td>$98,900</td>
</tr>
<tr>
<td>18.9% West</td>
<td>$106,200</td>
</tr>
<tr>
<td>10.8% Midwest</td>
<td>$87,000</td>
</tr>
<tr>
<td>9.5% Mid-Atlantic</td>
<td>$88,800</td>
</tr>
<tr>
<td>8.1% South</td>
<td>$91,700</td>
</tr>
<tr>
<td>4.1% Southwest</td>
<td>$105,700</td>
</tr>
</tbody>
</table>

### Graduate Hires by Industry

<table>
<thead>
<tr>
<th>% HIRED / INDUSTRY</th>
<th>MEAN BASE SALARY</th>
</tr>
</thead>
<tbody>
<tr>
<td>25.0% Financial Services</td>
<td>$95,600</td>
</tr>
<tr>
<td>20.0% Technology</td>
<td>$106,600</td>
</tr>
<tr>
<td>16.3% Consulting</td>
<td>$114,300</td>
</tr>
<tr>
<td>15.0% Consumer Goods</td>
<td>$86,900</td>
</tr>
<tr>
<td>11.3% Other</td>
<td>$97,000</td>
</tr>
<tr>
<td>8.8% Manufacturing</td>
<td>$88,600</td>
</tr>
<tr>
<td>3.8% Transportation / Logistics</td>
<td>$81,700</td>
</tr>
</tbody>
</table>

### Feedback Quote

"From multiple presentation opportunities, to the EDGE program and the consulting practicums, Simon trained me to produce a very convincing argument based on the numbers that I see and effectively communicate my results."

Eileen Yeo  
MBA Class of 2016  
Global Marketing Development Program  
Colgate-Palmolive
Build the skills you need to get the career you want.

"Coming from the military, having a team of people who cared about each other and shared a common goal mattered a lot to me. I chose Simon because of the small community where students and professors collaborate as a team. The entire experience helps you acquire the tools to successfully transition or further your career."

Daniel Gluszko
MBA Class of 2016
Manager
USAA

MBA from Simon, Concentrating in Finance and Corporate Strategy

Companies
Hiring MBA Talent
Classes of 2016 and 2017

3M
Abbott
Accenture
Access Insurance
Actelion Pharmaceuticals US, Inc.
Amazon, Inc.
Amberoon, Inc.
Applied Materials, Inc.
AT&T
Atlas Venture
Axis Risk Consulting, a Genpact Company
Bain & Company
Bangko Sentral ng Pilipinas (BSP)
Bank of America Corporation
Boston Consulting Group
Brighton Securities
Bulldog Investors, LLC
Cardinal Health
Chemtura Corporation
China Custom Manufacturing
China Merchant Securities Co., Ltd.
Cigna
Citigroup
City of Rochester
Cognizant
Colgate-Palmolive Company
Constellation Brands, Inc.
CooperVision, Inc.
Cushman & Wakefield
CVS Health
Debt, Inc.
Deloitte
DENTSPLY International
Discover
Eastman Chemical Company
Eastman Kodak Company
Elsevier
Empire Valuation Consultants, LLC
Excell Partners, Inc.
Excellus BlueCross BlueShield
Exxon Mobil Corporation
Facebook
FCA US LLC
FedEx
Ford Motor Company
Gannett/USA Today Network
Gartner
General Electric Company
GLOBALFOUNDRIES Inc.
Grant Thornton LLP
GSK Consumer Healthcare
Hewlett Packard Enterprise Development LP
Highgate
Hillenbrand Inc.
Hove and Rusing, Inc.
Humm, Inc.
Intel Corporation
JD Capital
Johnson & Johnson
KeyCorp Technologies
KPMG
LendingCalc LLC
Liberty Mutual
Lighthouse
Lockheed Martin Corporation
M&T Bank
Marketing General, Inc.
Meister Consultants Group, Inc.
Metropolitan Life Insurance Company
MGK (McLaughlin Gormley King) Company
Microsoft
Minus Capital Advisors
Morgan Franklin Consulting
National Basketball Association, Inc. (NBA)
Nautilus Venture Partners
New York State Technology Enterprise Corporation (NYSPECT)
Neworkx, LLC
Nomura Securities
Northpoint Advisors
Novartis Pharmaceuticals Corporation
Oasis Frozen Foods
Orient Securities
Ovitz Corporation
Palladium Group
Parker Hannifin
Patwarri Vaniya Pvt Ltd
Phoenix Financial Services
Piper Jaffray Companies
Price (x)
PricewaterhouseCoopers LLC
RBC Capital Markets
Regeneron Pharmaceuticals, Inc.
S.C. Johnson & Son, Inc.
SanDisk
Sentinel Investments
Simon-Kucher & Partners
Skava
SNC-Lavalin
Staples, Inc.
The Hertz Company
The Sun Products Corporation
The Traveler’s Companies
The Vanguard Group, Inc.
Thomson Reuters
Tom & Co.
Toronto Blue Jays
Trane
Trivita Health Science
UBS
USAA
Vertus Charter School
Vista
Wells Enterprises, Inc.
Wells Fargo
Whirlpool
Williams Scotsman
Wyndham Worldwide

US Military Academy at West Point. Honors in Physics with Civil Engineering Concentration

Distinguished career in the US Army

Simon Business School | Employment Report
No matter how good you are, we make you better.

“No matter how good you are, we make you better.”

Mikayla Hart
MBA Class of 2016
Strategy Consultant
Accenture

“By the time I started school, I was already working with the CMC. They were helping me update my résumé, research different career paths, and prepare for the Consortium career fair and expo. I really credit the CMC for helping me land my internship.”

Mikayla Hart
MBA Class of 2016
Strategy Consultant
Accenture

Career Management Center

Simon Treks

Current students meet at corporate locations with company recruiters and Simon alumni for company tours and sessions on “a day in the life of the organization,” while also learning what makes a candidate stand out in the hiring process.

Recent career treks include Accenture, Amazon, Boehringer Ingelheim, Citigroup, Credit Suisse, Facebook, Google, Juniper Networks, Microsoft, Sandisk, Symantec, and Unilever.

Networking Events
Career panels, alumni receptions, conferences, and career days in NYC give you the opportunity to explore career options.

Mentor Program
Students are paired with alumni and industry experts for career coaching and mentoring.

Campus-Sponsored Recruiting
Conduct interviews in Rochester, New York City, or virtually. Information sessions and company presentations prepare you to put your best foot forward.

RECRUITING AND INTERVIEWING

• SimonWorks job posting and interview scheduling service
• The Simon Talent Bank recruiter résumé books
• City Treks & Corporate Tours
• Simon in New York City
• Simon Talent Connection newsletter
• Campus-sponsored recruiting
• Open Doors alumni/student networking events
• Industry Advisory Boards
• GradLeaders database for MBA résumés and jobs

CAREER PREPARATION

• Day 1 career readiness program
• Career Days in NYC for all academic programs
• Alumni Power Hour Connections
• Got Mock? interview preparation
• Job Search Essentials
• Executive in Residence
• Brand Club personal websites
It’s no accident that our students excel at work.

“There’s never a reason to feel alone at Simon. From the intelligent and collaborative students to the professors willing to sit with you after class, the Simon culture puts you first while aligning you and your fellow students to succeed.”

Allen Bediako
MBA Candidate Class of 2017
Strategy & Marketing Development MBA Intern
3M

BA in Psychology from Kenyon College

MBA Class of 2017

5.5
Average Years of Work Experience

28
Average Age

31%
Under-Represented US Minorities

Finance / Accounting
44.7%

Marketing / Sales
27.1%

Consulting
9.4%

Operations/Logistics
7.1%

General Management
4.7%

Information Technology
2.4%

Human Resources
2.4%

Other
2.4%

Internships by Industry, Class of 2017

Financial Services
41.2%

Health Care
15.3%

Technology
12.9%

Manufacturing
10.6%

Consulting
4.7%

Consumer Packaged Goods
4.7%

Media/Entertainment
2.4%

Hospitality
2.4%

Transportation
2.4%

Energy
1.2%

Non-Profit
1.2%

Other
1.2%

Internships by Function, Class of 2017

% of Hires

Finance / Accounting
44.7%

Marketing / Sales
27.1%

Consulting
9.4%

Operations/Logistics
7.1%

General Management
4.7%

Information Technology
2.4%

Human Resources
2.4%

Other
2.4%

Accepted Internships
97%

100%
Obtained Paid Internships

Internship Acceptances
Class of 2017