



Yale SCHOOL OF MANAGEMENT

Employment Data

Full-Time MBA Program

Class of 2014 Full-Time Employment • Class of 2015 Internship Employment



som.yale.edu/employmentdata

Class of 2014 Profile

Full-Time Employment Status

Class Size: 247

Students Seeking Employment: 216 (87.4% of class)

Received Job Offer Three Months Post-Graduation	201	93.1%
Accepted Job Offer Three Months Post-Graduation	192	88.9%

Other Students

Students Not Seeking Employment: 30 (12.1% of class)	
Starting Own Business	14
Company-Sponsored	10
Continuing Education	4
Postponing Search/Other	2

No Response to Survey: 1 (0.4% of class)

Demographic Data

(at matriculation in fall 2012)

Average Age	28
Gender	
Female	35%
Male	65%
U.S. Minority	25%
Under-Represented Minority	11%
Country of Origin	
United States	73%
International	27%
Average GMAT	717
Average GPA	3.55

Class of 2015 Profile

Internship Employment Status

Class Size: 289

Students Seeking Employment: 263 (91.0% of class)

Accepted Job Offers ¹	263	100%
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Other Students

Students Not Seeking Employment: 25 (8.7% of class)		
Starting Own Business	14	
Company-Sponsored	6	
Continuing Education	4	
Other	1	

No Information: 1 (0.3% of class)

Demographic Data

(at matriculation in fall 2013)

Average Age	28
Gender	
Female	39%
Male	61%
U.S. Minority	23%
Under-Represented Minority	10%
Country of Origin	
United States	68%
International	32%
Average GMAT	714
Average GPA	3.57

1. Of students accepting internships, 9 (3.4%) reported having multiple internships.

Class of 2014 Full-Time Salary Data

Overall Salary Data

Base Salary¹

25th Percentile	Median	75th Percentile
\$100,000	\$110,000	\$130,000

Other Guaranteed Compensation²

25th Percentile	Median	75th Percentile
\$25,000	\$35,000	\$55,500

Salary by Function

	Percent of Hires ³	Base Salary ¹			Other Guaranteed Compensation ²		
		25th Percentile	Median	75th Percentile	25th Percentile	Median	75th Percentile
Consulting	36.1%	\$104,250	\$130,000	\$135,000	\$25,000	\$30,000	\$43,000
External Consulting	25.7%	\$124,900	\$135,000	\$135,000	\$25,000	\$30,000	\$44,500
Internal Consulting/ Strategy	10.5%	\$82,000	\$104,000	\$121,250	*	*	*
Finance/Accounting	29.8%	\$100,000	\$100,000	\$120,000	\$30,000	\$50,000	\$60,000
General Management	11.0%	\$94,250	\$108,500	\$121,000	\$20,450	\$26,000	\$44,300
Marketing/Sales	9.4%	\$100,000	\$110,000	\$115,000	\$25,000	\$40,000	\$43,600
Operations/Logistics	6.3%	\$91,000	\$120,000	\$129,000	\$16,500	\$40,000	\$57,900
Information Technology	1.6%	*	*	*	*	*	*
Human Resources	1.0%	*	*	*	*	*	*
Other⁴	4.7%	\$65,000	\$75,621	\$160,000	*	*	*

1. Compensation information is self reported. Of students reporting accepted offers, 94.8% included salary information.
 2. Other Guaranteed Compensation includes signing bonus, guaranteed year-end bonus, relocation bonus, summer internship bonus, early sign-on bonus, tuition reimbursement, and housing expenses. Of those reporting salary information, 69.2% reported receiving other guaranteed compensation. In order to be noted in tables for "Other Guaranteed Compensation," function and industry must have at least 50% reporting other guaranteed compensation.
 3. One hundred percent of students reporting accepted offers included job industry. Of students reporting accepted offers, 99.5% included job function and region.
 4. "Other" function consists of Law (2.6%), Monitoring and Evaluation (1.0%), Real Estate (0.5%), and Other—Not Specified (0.5%).
- * Asterisk indicates insufficient data or data not published to maintain student privacy.

Note: Two students were extended an offer which was later rescinded. These offers are not included in the data above.

Salary by Industry

	Percent of Hires ³	Base Salary ¹			Other Guaranteed Compensation ²		
		25th Percentile	Median	75th Percentile	25th Percentile	Median	75th Percentile
Consulting Services	26.0%	\$124,225	\$135,000	\$135,000	\$25,000	\$30,000	\$44,000
Finance	25.5%	\$100,000	\$100,000	\$120,000	\$31,250	\$55,000	\$60,000
Investment Banking	14.1%	\$100,000	\$100,000	\$100,000	\$50,000	\$60,000	\$60,000
Diversified Financial Services	5.7%	\$100,000	\$100,000	\$127,500	\$25,000	\$25,500	\$29,000
Private Equity/Venture Capital	3.1%	\$97,500	\$120,000	\$123,750	*	\$32,500	*
Investment Management	2.6%	*	*	*	*	*	*
Technology	10.4%	\$110,000	\$117,500	\$122,000	\$22,500	\$27,950	\$43,600
Consumer Products/Retail	9.4%	\$105,000	\$115,000	\$115,000	\$40,000	\$41,500	\$48,750
Energy	6.3%	\$100,000	\$102,000	\$121,250	\$14,000	\$30,000	\$57,500
Nonprofit	5.7%	\$65,000	\$79,000	\$80,000	*	*	*
Education	2.6%	\$80,000	\$80,370	\$81,850	*	*	*
Healthcare/Pharmaceuticals	3.6%	\$98,750	\$103,750	\$108,750	\$8,000	\$20,900	\$22,000
Media/Entertainment	4.7%	\$90,000	\$110,000	\$112,000	*	*	*
Government	2.1%	*	*	*	*	*	*
Real Estate	2.1%	*	*	*	*	*	*
Manufacturing	1.6%	*	*	*	*	*	*
Other	2.6%	\$60,000	\$78,000	\$160,000	*	*	*

Salary by Region

	Percent of Hires ³	Median Base Salary ¹
United States	91.1%	\$110,000
International	8.9%	\$109,882

United States	Percent of U.S. Hires	Median Base Salary
Northeast	58.6%	\$109,922
West	20.7%	\$115,000
Mid-Atlantic	12.6%	\$104,000
Midwest	4.6%	\$124,000
Southwest	2.3%	*
South	1.1%	*

Region	Percent of International Hires	Median Base Salary
Asia	52.9%	\$110,000
Europe	29.4%	\$61,000
Central America	17.6%	*

Class of 2015 Internship Salary Data

Overall Weekly Salary Data ¹

25th Percentile	Median	75th Percentile
\$1,250	\$1,900	\$2,087

Salary by Function

	Percent of Hires ²	25th Percentile	Median Weekly Salary ¹	75th Percentile
Finance/Accounting	39.0%	\$1,650	\$1,923	\$2,000
Consulting	34.2%	\$1,148	\$2,000	\$2,500
External Consulting	18.0%	\$2,100	\$2,400	\$2,598
Internal Consulting/Strategy	16.2%	\$763	\$1,300	\$1,783
Marketing/Sales	11.4%	\$1,430	\$1,800	\$1,920
General Management	4.8%	\$700	\$1,000	\$1,800
Operations/Logistics	1.8%	\$1,500	\$1,600	\$1,850
Human Resources	0.4%	*	*	*
Information Technology	0.4%	*	*	*
Other³	8.1%	\$800	\$1,500	\$2,548

1. Compensation information is self reported. Of accepted offers, 96.0% included salary information. Of those, 7.7% reported receiving no salary. Salary data presented above represents students who reported salary information and were paid a salary. Of reported paid and unpaid salaries, 11.5% were expected to be supplemented by the Yale SOM Internship Fund, a donor-supported fund that provides financial support to students who pursue summer internships in the public or nonprofit sector. This funding is not included in the salaries presented above.

2. One hundred percent of accepted offers included job function, job industry, and region.

3. "Other" function consists of Real Estate (2.9%), Law (1.8%), Research & Development (1.1%), Sustainability (1.1%), and Other—Not specified (1.1%).

* Asterisk indicates insufficient data or data not published to maintain student privacy.

Note: Two students reneged on offers that had been accepted. One student was extended an offer which was later rescinded. These offers are not included in the data above.

Salary by Industry

	Percent of Hires ²	25th Percentile	Median Weekly Salary ¹	75th Percentile
Finance	32.7%	\$1,900	\$1,923	\$2,000
Investment Banking	18.8%	\$1,923	\$1,923	\$2,000
Private Equity/Venture Capital	5.1%	\$700	\$1,250	\$1,775
Diversified Financial Services	4.8%	\$1,878	\$1,962	\$2,000
Investment Management	4.0%	\$1,050	\$1,600	\$2,056
Consulting Services	18.0%	\$2,100	\$2,400	\$2,600
Nonprofit	10.3%	\$498	\$600	\$1,000
Education	2.2%	\$600	\$700	\$1,000
Technology	9.2%	\$1,000	\$1,550	\$1,846
Consumer Products/Retail	8.8%	\$1,430	\$1,730	\$2,000
Healthcare/Pharmaceuticals	6.3%	\$1,600	\$1,800	\$1,944
Media/Entertainment	4.0%	\$600	\$1,500	\$1,884
Energy	3.3%	\$1,425	\$1,800	\$2,016
Manufacturing	2.6%	\$1,230	\$1,800	\$1,800
Government	1.8%	*	*	*
Real Estate	1.5%	*	*	*
Other	1.5%	*	*	*

Salary by Region

Region	Percent of Hires ²	Median Weekly Salary ¹
United States	86.0%	\$1,900
International	14.0%	\$2,000

United States	Percent of U.S. Hires	Median Weekly Salary
Northeast	60.7%	\$1,920
West	21.8%	\$1,866
Mid-Atlantic	7.3%	\$1,200
Southwest	3.8%	\$2,000
South	3.4%	\$1,710
Midwest	3.0%	\$1,923

Region	Percent of International Hires	Median Weekly Salary
Asia	50.0%	\$2,100
Europe	15.8%	*
Central America	10.5%	*
Canada	10.5%	*
South America	10.5%	*
Africa	2.6%	*

Hiring Organizations

Employers at which at least one member of the Class of 2014 accepted a full-time position or one member of the Class of 2015 accepted an internship. More than 250 unique employers hired Yale SOM students this year.

Consulting Services

A.T. Kearney, Inc.
Accenture
Analysis Group, Inc.
Bain & Company, Inc.
Booz & Company Inc.
Booz Allen Hamilton
The Boston Consulting Group, Inc.
Caliper Corporation, Inc.
Cama Incorporated
Casey Quirk & Associates LLC
Censeo Consulting Group
The Chartis Group, LLC
Continuum, LLC
Deloitte LLP
ECG Management Consultants, Inc.
EY (Ernst & Young)
Fathom+Hatch
Fenwick & West
Fidelity Business Consulting (FBC)
Fletcher Knight
IDEO LLC
IMS Consulting Group
Industrial Economics
Infosys Limited
Innosight LLC
Inspiring Capital
L.E.K. Consulting
McKinsey & Company
Meritco Services
Minimal
OC&C Strategy Consultants
The Parthenon Group, LLC
Partners in Performance
PriceWaterhouseCoopers
Rockefeller Philanthropy Advisors
Satori Consulting
Simon-Kucher & Partners
SYPartners
TDC
Treacy & Company
Wellspring Consulting

Consumer Products/Retail

Amazon.com
Anheuser-Busch InBev
Boxed Wholesale
Burger King Corporation
CVS Caremark
eBay Inc.
Hasbro Inc.
L'Oreal USA
Louis Vuitton North America, Inc.
NATURA
New Belgium Brewing Co.
PepsiCo
Philips
Procter & Gamble
Sears Holding Corporation
Starwood Hotels & Resorts Worldwide, Inc.
Stonyfield Farm
Unilever
Wayfair
Weyerhaeuser
Yum! Brands

Energy

Advanced Research Projects Agency - Energy
ChargePoint, Inc.
Chevron Corporation
Clean Focus Corporation
Exxon Mobil Corporation
Forest Trends
General Electric Company
Harvest Power, Inc.
NextEra Energy Resources, LLC
Opower
PG&E (Pacific Gas and Electric)
Selmec S.A. de C.V.
Shell Oil
Sun Edison, LLC
SunPower Corporation
World Fuel Services

Finance

Akemi Capital
AllianceBernstein
American Express
Bank of America Merrill Lynch
Barclays PLC
BlackRock
BlueCrest Capital Management, LLP
Cambridge Associates LLC
Capital One Financial Corporation
The Carlyle Group
Catterton Partners
China Merchants Bank
Citi
CITIC Private Equity Funds Management Co., Ltd
Coinbase, Inc.
Credit Suisse Group
CrossBoundary
DBL Investors: Double Bottom Line Venture Capital
Deutsche Bank AG
EKO Asset Management Partners
Elixir Capital
Everest Capital Limited
Fenox Venture Capital
First Investors Management Company
Getinsured
Golden Seeds LLC
The Goldman Sachs Group, Inc.
HSBC
IGNIA Partners, LLC
Infonavit
Jefferies & Company, Inc.
JPMorgan Chase & Co.
KAUST Investment Management Company (KIMC)
Lazard
Liberty Mutual
Meridian Capital LLC
MetLife
Miller Buckfire & Co., LLC
Morgan Stanley
Nomura Holdings, Inc.
Northwood Investors, LLC
Orbis Investment Management
OurCrowd Venture Capital
Patriarch Partners, LLC
Perella Weinberg Partners (PWP)
Prelude Ventures
Preservation Trust Advisors
Privateer Holdings
Promecap SA de CV
PROVEN Management Limited
Rabobank International
Siguler Guff & Company
Sinewave Ventures
Sonen Capital
Standard & Poor's
Tortoise Investment
Tudor, Pickering, Holt & Co.
UBS AG
University of Texas Investment Management Company (UTIMCo)
Vanguard
Wasserstein & Co., LP
Wellington Management Company
Wells Fargo

West End Capital and Advisory, Inc.
Whiteoak Global Capital

Government

The Federal Reserve Bank of New York
The House Office of Legislative Counsel
National Park Service
OECD
Office of Management & Budget/Executive Office of the President
U.S. Office of Management and Budget
U.S. Department of the Interior

Healthcare/Pharmaceuticals

Alexion Pharmaceuticals
athenahealth, Inc.
Biogen Idec
Care Visions
CIGNA Corp.
Covidien
Hennessey Wellness
Johnson & Johnson
Kaiser Permanente
Medtronic
Partners Healthcare System
PMSI
Sandoz
Vertex Pharmaceuticals Incorporated
World Health Organization (WHO)
Yale Medical Group

Manufacturing

Big City Farms
Cargill, Incorporated
General Motors Company
Honeywell
Singapore Post
Space Exploration Technologies Corp. (SpaceX)
Supercool Metals
United Technologies Corporation

Media/Entertainment

America's Test Kitchen
Bertelsmann, Inc.
Cleveland Public Theatre
Dow Jones & Company, Inc.
Fox Filmed Entertainment
The Glover Park Group
Jager Technology
Lincoln Center for the Performing Arts, Inc.
Major League Baseball Enterprises, Inc.
MicroFunPlus
The New York Times
Norton Museum of Art
Public Broadcasting Service (PBS)
Sony
SourceMedia
Thomson Reuters Corporation
The Walt Disney Company

Nonprofit

Accion International
Acumen
Ashoka: Innovators for the Public
Bill & Melinda Gates Foundation
The BizCorps
The Broad Center for the Management of School Systems
Building Excellent Schools
Clean Energy Finance and Investment Authority
Clinton Foundation
Clinton Health Access Initiative
Coalition for Green Capital
The Conservation Fund
Economic Development Corporation
Education Pioneers

Evidence Action
The Food Trust
The George J Mitchell Scholarship Organization
Greenovate Boston
ideas42
Match Education
The Nature Conservancy
New York City Economic Development Corporation (NYCEDC)
Newark Public Schools
Oak Foundation
Purpose
Social Finance, Inc.
Sparkfund
Story Pirates
The Volcker Alliance
World Economic Forum
The World Wide Fund for Nature (WWF)
Yale School of Drama/Yale Repertory Theatre
Yale School of Management

Real Estate

Crow Holdings Capital Partners
EDENS
Equity One, Inc.
The LCP Group
Mortice Group Plc
Normandy Real Estate Partners
Realty Income Corporation

Technology

Adobe Systems Incorporated
Apple, Inc.
Atlassian
Autodesk, Inc.
Benetech (Beneficent Technology)
EMC Corporation
Google
Hewlett-Packard
HubSpot, Inc.
International Business Machines Corporation (IBM)
Intuit Inc.
LinkedIn
Microsoft Corporation
Pitney Bowes
Plum Alley
Rosetta Stone Inc.
Salesforce.com
Samsung Electronics Co. Ltd
Shmoop
Thuzio
T-Mobile USA
TownSquared, Inc.
Veracode, Inc.
Zynga

Other

Davis Polk & Wardwell LLP
EarthJustice
Gunderson Dettmer Stough Villeneuve Franklin & Hachigian, LLP
Manatt, Phelps & Phillips, LLP
Permanent Court of Arbitration
Simpson, Thatcher & Bartlett
Sullivan & Cromwell LLP
United States Court of Appeals for the Federal Circuit
White & Case, LLP