



Employment Data

Full-Time MBA Program

Class of 2017 Full-Time Employment

Class of 2018 Internship Employment

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Yale SCHOOL OF MANAGEMENT

Class of 2017

Full-Time Employment Status

Received Job Offer by Three Months Post Graduation

93.4%

256 of 274 students seeking employment

Accepted Job Offer by Three Months Post Graduation

90.5%

248 of 274 students seeking employment

Class Size	322	
Students Seeking Employment	274	85.1%
Students Not Seeking Employment	45	14.0%
Starting Own Business	19	5.9%
Company Sponsored	15	4.7%
Continuing Education	7	2.2%
Postponing Search/Other	4	1.2%
No Response to Survey	3	0.9%

Demographic Data

(at matriculation in fall 2015)

Mean Age	27.5
Women	40%
U.S. Students of Color	22%
U.S. Underrepresented Students of Color	10%
International Passport Holders	48%
Average GMAT	721
Average GPA	3.60

Full-Time Salary Data

Overall Salary Data

Base Salary¹

25th Percentile	Median	75th Percentile
\$100,000	\$124,900	\$140,000

Other Guaranteed Compensation²

25th Percentile	Median	75th Percentile
\$24,900	\$33,000	\$50,000

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	48.0%	\$110,000	\$135,000	\$148,750	\$25,000	\$30,000	\$41,250
External Consulting	35.9%	\$119,250	\$140,000	\$152,000	\$25,000	\$32,050	\$43,750
Internal Consulting/Strategy	12.1%	\$97,450	\$115,000	\$122,400	\$6,250	\$24,950	\$34,875
Finance/Accounting	26.6%	\$100,000	\$125,000	\$125,000	\$31,250	\$50,000	\$59,375
Marketing/Sales	10.1%	\$106,500	\$120,000	\$121,500	\$24,300	\$34,583	\$44,788
General Management	7.7%	\$72,200	\$110,000	\$124,000	\$11,875	\$28,250	\$40,000
Operations/Logistics	2.8%	\$73,000	\$85,000	\$135,000	*	*	*
Other⁴	4.8%	\$68,000	\$115,000	\$180,000	\$68,500	\$92,500	\$163,750

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	35.9%	\$119,250	\$140,000	\$152,000	\$25,000	\$32,050	\$43,750
Finance	21.8%	\$112,500	\$125,000	\$125,000	\$32,500	\$50,000	\$58,750
Investment Banking	12.1%	\$125,000	\$125,000	\$125,000	\$51,250	\$57,500	\$60,000
Diversified Financial Services	5.2%	\$109,000	\$115,000	\$125,000	\$10,000	\$25,000	\$30,000
Private Equity/Venture Capital	2.4%	\$105,000	\$115,000	\$180,000	*	*	*
Investment Management	2.0%	\$100,000	\$120,000	\$120,000	*	*	*
Technology	14.1%	\$85,000	\$113,179	\$127,000	\$19,375	\$24,950	\$44,788
Retail	6.0%	\$120,000	\$120,000	\$122,250	\$40,250	\$60,000	\$61,000
E-commerce	5.6%	\$120,000	\$120,000	\$123,000	\$41,625	\$60,000	\$61,000
Nonprofit	5.2%	\$48,125	\$67,500	\$87,450	*	*	*
Media/Entertainment	3.2%	\$92,425	\$107,500	\$116,250	\$103,750	\$115,000	\$118,750
Consumer Packaged Goods	2.8%	\$97,500	\$105,000	\$112,500	\$34,167	\$41,000	\$45,000
Law	2.4%	*	*	*	*	*	*
Energy	2.0%	\$100,000	\$100,000	\$100,000	\$5,000	\$23,000	\$25,000
Real Estate	2.0%	*	*	*	*	*	*
Health/Pharmaceuticals	1.6%	*	*	*	*	*	*
Manufacturing	1.6%	*	*	*	*	*	*
Government	0.8%	*	*	*	*	*	*
Architecture	0.4%	*	*	*	*	*	*

Salary by Region

	Percent of Hires ³	Median Base Salary ¹		Percent of Hires ³	Median Base Salary ¹
United States	81.0%	\$125,000	International	19.0%	\$104,000
Northeast	54.7%	\$125,000	Asia	38.3%	\$110,000
West	25.9%	\$123,000	Europe	21.3%	\$107,037
Mid-Atlantic	8.0%	\$110,000	Canada	17.0%	\$130,940
Southwest	4.5%	\$140,000	Central America	6.4%	*
South	4.0%	\$149,500	South America	6.4%	*
Midwest	3.0%	\$115,000	Middle East	4.3%	*
			Australia	4.3%	*
			Africa	2.1%	*

Please find notes on inside back cover.

Class of 2018

Internship Employment Status

Accepted Job Offers¹

100%

317 of 317 students seeking employment

Class Size	334	
Students Seeking Employment	317	94.9%
Students Not Seeking Employment	17	5.1%
Continuing Education	9	2.7%
Starting Own Business	6	1.8%
Company Sponsored	2	0.6%

Demographic Data

(at matriculation in fall 2016)

Mean Age	28
Women	43%
U.S. Students of Color	28%
Underrepresented U.S. Students of Color	13%
International Passport Holders	46%
Average GMAT	725
Average GPA	3.63

Internship Salary Data

Overall Salary Data

Weekly Salary²

25th Percentile	Median	75th Percentile
\$1,181	\$1,904	\$2,500

Salary by Function

	Percent of Hires ³	Weekly Salary ²		
		25th Percentile	Median	75th Percentile
Consulting	41.5%	\$1,175	\$2,025	\$2,816
External Consulting	22.6%	\$2,400	\$2,770	\$2,900
Internal Consulting/Strategy	18.9%	\$750	\$1,100	\$1,800
Finance/Accounting	29.9%	\$1,500	\$2,000	\$2,403
Marketing/Sales	9.5%	\$1,000	\$1,588	\$1,882
General Management	6.7%	\$1,075	\$2,000	\$2,136
Operations/Logistics	3.0%	\$1,200	\$1,380	\$1,692
Information Technology	2.1%	\$1,470	\$1,823	\$1,846
Real Estate	2.1%	\$975	\$1,250	\$1,325
Other⁴	5.2%	\$840	\$1,500	\$3,500

Salary by Industry

Weekly Salary¹

	Percent of Hires ³	25th Percentile	Median	75th Percentile
Finance	29.6%	\$1,500	\$2,400	\$2,500
Investment Banking	14.6%	\$2,257	\$2,402	\$2,500
Private Equity/Venture Capital	5.5%	\$700	\$1,250	\$2,000
Investment Management	4.9%	\$1,981	\$2,400	\$3,000
Diversified Financial Services	4.6%	\$625	\$900	\$2,000
Consulting Services	22.9%	\$2,288	\$2,770	\$2,897
Technology	11.6%	\$1,303	\$1,600	\$1,846
Retail	7.0%	\$1,350	\$1,846	\$2,000
E-commerce	4.3%	\$1,800	\$2,000	\$2,000
Other	2.7%	\$850	\$1,350	\$1,775
Nonprofit	6.1%	\$624	\$735	\$1,000
Education	1.5%	*	*	*
Consumer Packaged Goods	4.6%	\$800	\$1,600	\$1,904
Healthcare/Pharmaceuticals	4.6%	\$970	\$1,500	\$1,800
Government	3.0%	\$725	\$725	\$750
Energy	2.1%	\$164	\$800	\$1,950
Media/Entertainment	1.8%	\$1,005	\$1,110	\$1,714
Real Estate	1.5%	*	*	*
Manufacturing	1.5%	\$1,750	\$1,750	\$1,825
Law	1.2%	*	*	*
Transportation	1.2%	*	*	*
Hospitality	0.9%	*	*	*
Architecture	0.3%	*	*	*

Salary by Region

	Percent of Hires ³	Median Weekly Salary ¹		Percent of Hires ³	Median Weekly Salary ¹
United States	82.3%	\$2,000	International	17.7%	\$1,125
Northeast	53.0%	\$1,995	Asia	51.7%	\$1,170
West	23.0%	\$1,863	Europe	12.1%	\$1,984
Mid-Atlantic	8.9%	\$1,850	Central America	12.1%	*
Midwest	7.8%	\$2,000	South America	8.6%	*
Southwest	4.8%	\$2,770	Africa	6.9%	*
South	2.6%	\$1,750	Middle East	5.2%	*
			Canada	3.4%	*

Hiring Organizations

Employers at which at least one member of the Class of 2017 accepted a full-time position or one member of the Class of 2018 accepted an internship. More than 275 unique employers hired Yale SOM students this year.

Consulting Services

A.T. Kearney
Accenture
Albright Stonebridge Group
Analysis Group, Inc.
Bain & Company, Inc.
Booz Allen Hamilton
The Boston Consulting Group, Inc.
The Bridgespan Group, Inc
Camber Collective
CCS Fundraising
The Chartis Group, LLC
co:collective
Cornerstone Research
Deloitte LLP
ECG Management Consultants
Environmental Resource Management (ERM)
EY
Fidelity Business Consulting
Fiscal Management Associates
FSG
GP House
IDEO LLC
IMS Consulting Group
Innosight LLC
Inspiring Capital
Manatt Health
McKinsey & Company
Oliver Wyman
Open Capital Advisors
Organizational Performance Group, Inc.
Parthenon EY
PriceWaterhouseCoopers
Quadrant Strategies
Simon-Kucher & Partners
SY Partners
Tyton Partners

Consumer Packaged Goods

Adelante Shoe Co.
Alter Eco Foods
The Coca-Cola Company
Floyd
Kitchen Table
L'Oreal USA
Patagonia
PepsiCo
Procter & Gamble
Remy Cointreau
Revlon
Verde Farms
Vipshop Holdings Limited
Welspun USA Inc

Energy

Apex Clean Energy
aquaTECTURE
Conti Solar
GE Energy Financial Services
Illumexico
KMR Infrastructure
NextEra Energy, Inc.
Oorja
Shell Oil
Yale School Forests

Finance

The Abraaj Group
Amergent Capital
American Express
Bank of America Merrill Lynch
Barclays PLC
BlackArch Partners
BNP Paribas
Bricapital
Bridgewater Associates, LP
Brown Brothers Harriman
Capital One Financial Corporation
Caro-Kann Capital LLC
Chase
Citi
Citi Consumer
Connecticut Green Bank
Credit Suisse Group
Deutsche Bank AG
Discover Financial
Dragon Capital
Drake Capitol Advisors
Earlybird Venture Capital
Encourage Capital
Foxhaven Asset Management
GE Ventures
Global Capital Finance
The Goldman Sachs Group, Inc.
Guggenheim Partners
Hillhouse Capital Group
Houlihan Lokey
Huijinsuo
IBK Securities, Co. Ltd.
Investing for Good
Is Private Equity
JPMorgan Chase & Co.
KAUST Investment Management Company (KIMC)
Khazanah Nasional Berhad
KKR
Kupanda Capital
Kynikos Associates LP
Lafayette RE LLC
Legend Capital
Liberty Mutual

LiftFund

Lightspeed China Partners
M&T Bank
Macquarie Capital
Marsh & McLennan Companies
Minterest Private Limited
Mitsubishi UFJ Financial Group
Moelis & Company
Morgan Stanley
Natixis
Nebrodi Partners
Neuberger Berman LLC
New Crop Capital
Perella Weinberg Partners (PWP)
Petrel Capital Management
Prudential Financial
Raymond James Financial, Inc.
RMB Capital
Robert W. Baird & Co.
RunTide Capital
SAFE Investment Company Limited
Safkhet Capital
Sageview Capital
Santander
Sentinel Investments
Shenzhen Capital Group
Siemens Financial Services
Silicon Valley Bank
Simplifi
Sydell Group
Tarpon Investments
Tradewind Capital
Trilogy Search Partners
UBS AG
Upaya Social Ventures
USAA
Vanguard
Victoria Capital Partners LP
Visa
VMG Health
Vontobel Asset Management
Watermark Funds Management
Wells Fargo Securities
William Blair

Government

Albemarle Charlottesville Regional Jail
Federal Bureau of Investigation
National Park Service
New York Green Bank (NYGB)
Office of Senator Dianne Feinstein
United Nations

Healthcare

Aledade
athenahealth, Inc.
Baxter Healthcare
Butterfly Network Inc.
CIGNA Corp.
Johnson & Johnson
Magellan Health Services
MedRepublic
Medtronic
Memorial Sloan-Kettering Cancer Center
Pfizer Inc.
Takeda Pharmaceutical Company Limited
Thundermist Health Center
Vertex Pharmaceuticals Incorporated
Yale Medical Group
Yale New Haven Health System

Hospitality

Blue Apron

Manufacturing

AGRA (Alliance For a Green Revolution in Africa)
Amphenol Corporation
Emerson
General Motors Company
Land O'Lakes, Inc.
National Grid
PG&E (Pacific Gas and Electric)
SF Motors, Inc.

Media/Entertainment

American Ballet Theatre
Ford Models, Inc.
Lincoln Center for the Performing Arts, Inc.
Paramount Pictures Corporation
Phoenix Suns
The Public Theater
Riot Games
TEFAF

Thomson Reuters Corporation

Time Inc.
Topgolf Entertainment Group

Nonprofit

Aagan Trust
AARP
African Leadership University
Ashoka: Innovators for the Public
Bill & Melinda Gates Foundation
Center for Financial Services Innovation (CFSI)
Climate Advisers
Coalfield Development Corporation
Education Pioneers
Environment and Climate Change Canada
Fluent City
Gordon and Betty Moore Foundation
The GovLab
ideas42
Impact Hub San Francisco
March of Dimes
Mission Asset Fund
The Nature Conservancy—California Regional Office
New York City Economic Development Corporation (NYCEDC)
The OpEd Project
Organizing for Action
Relay Graduate School of Education
Repair the World
Social Finance, Inc.
Third Sector Capital Partners, Inc.
Wharton Social Impact Initiative
Yale School of Drama/Yale Repertory Theatre

Real Estate

Alexandria Real Estate
Equities, Inc
Amstar Group, LLC
Arts+Crafts Holdings
Caruso
The Davis Companies
GLL Real Estate Partners
GreenOak Real Estate
Lendlease
Post Road Group
Urbane Development

Retail

Amazon.com
Costco
CVS Health Corporation
eBay Inc.
Gap, Inc.
Hugo & Hoby
Jd.com
Kingfisher Plc
Sears Holding Corporation
Sidney Garber Fine Jewelry
Tokopedia
TripAdvisor, Inc
Tuckerman & Co.
Unbound
Vans

Technology

Adobe Systems
Incorporated
AECOM Technology
Corporation
Altice USA
Ansaro Technology
Apple, Inc.
AT&T
Autodesk, Inc.
CloudMinds Technology
Cohesity, Inc.
Dell, Inc.
Dropbox
Ele.me
EMC Corporation
Facebook, Inc.
Glassdoor
Google
Hewlett-Packard
Huawei Tech
International Business
Machines Corporation
(IBM)
Logitech
LoungeBuddy
Microsoft Corporation
Namely
Oculus VR
Paypal, Inc.
Pitney Bowes
Pointimize
Rakuten, Inc.

Rogers Communications
Inc.
Samsung Electronics Co.
Ltd
Spektrix
Toast, Inc.
TSMount, Inc
Uber Technologies
VMware
WARGAMING GROUP
LIMITED
Whatify
Wolters Kluwer
Yuneec USA Inc
Zynga

Transportation

Blue Origin
Gama Aviation
JetBlue Airways
United Airlines

Other

Baker Botts LLP
Cleary Gottlieb Steen &
Hamilton LLP
Ennead Architects
Hart Howerton Architects
and Planners
Kirkland & Ellis LLP
Ropes & Gray LLP
Sidley Austin
Skadden, Arps, Slate,
Meagher & Flom
Sullivan & Cromwell LLP
Wachtell, Lipton, Rosen
& Katz

Class of 2017 Notes

- 1 Compensation information is self reported. Of students reporting accepted offers, 95.2% 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, 70.8% 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, function, and region.
- 4 "Other" function consists of Law (2.4%), Sustainability (0.8%), Architecture Design and Urban Planning (0.4%), Healthcare (0.4%), Real Estate (0.4%), and other (0.4%).

Note: One student accepted an offer and then withdrew that acceptance. One student had an accepted offer rescinded by the offering firm. These offers are not included in the data.

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

Class of 2018 Notes

- 1 Of students accepting internships, 10 (3.2%) reported having multiple internships.
- 2 Compensation information is self reported. Of accepted offers, 95.7% included salary information. Of those, 7.0% 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, 13.1% 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.
- 3 One hundred percent of accepted offers included job function, job industry, and region.
- 4 "Other" function consists of Law (1.2%), Healthcare (1.2%), Research and Development (0.9%), Sustainability (0.6%), Education (0.6%), Editing and Design (0.3%), and Organizational Behavior (0.3%).

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

