



Employment Data

Full-Time MBA Program

Class of 2015 Full-Time Employment

Class of 2016 Internship Employment

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Yale SCHOOL OF MANAGEMENT

Class of 2015

Full-Time Employment Status

Received Job Offer Three Months Post Graduation

93.4%

228 of 244 students seeking employment

Accepted Job Offer Three Months Post Graduation

92.2%

225 of 244 students seeking employment

Class Size	278	
Students Seeking Employment	244	87.8%
Students Not Seeking Employment	31	11.2%
Starting Own Business	15	5.4%
Company Sponsored	11	4.0%
Continuing Education	3	1.1%
Postponing Search/Other	2	0.7%
No Response to Survey	3	1.1%

Demographic Data

(at matriculation in fall 2013)

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

Full-Time Salary Data

Overall Salary Data

Base Salary¹

25th Percentile	Median	75th Percentile
\$105,000	\$120,000	\$130,000

Other Guaranteed Compensation²

25th Percentile	Median	75th Percentile
\$25,000	\$34,616	\$51,750

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 Services	37.1%	\$112,750	\$135,000	\$140,000	\$25,000	\$30,000	\$39,000
External Consulting	28.6%	\$122,500	\$135,000	\$140,000	\$25,000	\$30,000	\$39,250
Internal Consulting/Strategy	8.5%	\$85,000	\$110,000	\$122,500	\$7,000	\$27,475	\$37,875
Finance/Accounting	30.4%	\$105,000	\$122,344	\$125,000	\$28,000	\$50,000	\$60,000
Marketing/Sales	13.4%	\$100,000	\$112,000	\$117,000	\$15,000	\$25,500	\$44,300
General Management	8.0%	\$106,000	\$115,000	\$118,000	\$25,000	\$30,000	\$47,500
Operations/Logistics	5.8%	\$106,875	\$120,000	\$130,000	\$27,000	\$32,000	\$51,000
Information Technology	0.0%	*	*	*	*	*	*
Human Resources	0.4%	*	*	*	*	*	*
Other⁴	4.9%	\$72,500	\$100,000	\$135,000	\$10,000	15,000	\$35,000

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	29.3%	\$125,000	\$135,000	\$140,000	\$25,000	\$30,000	\$40,000
Finance	24.4%	\$105,000	\$125,000	\$125,000	\$35,000	\$50,000	\$60,000
Investment Banking	11.6%	\$125,000	\$125,000	\$125,000	\$52,000	\$58,750	\$60,000
Diversified Financial Services	5.8%	\$100,000	\$107,500	\$125,000	\$35,000	\$41,000	\$50,000
Investment Management	4.9%	\$106,250	\$120,000	\$124,586	\$21,250	\$40,000	\$56,375
Private Equity/Venture Capital	2.2%	\$105,000	\$120,000	\$125,000	*	*	*
Technology	14.2%	\$110,000	\$115,000	\$130,000	\$26,000	\$32,000	\$42,167
Retail	5.3%	\$117,000	\$117,000	\$119,000	\$25,125	\$50,300	\$60,875
E-commerce	4.4%	\$117,000	\$117,000	\$120,000	\$23,500	\$53,750	\$63,875
Healthcare/Pharmaceuticals	4.9%	\$102,500	\$110,000	\$112,000	\$10,000	\$20,000	\$25,000
Nonprofit	4.4%	\$60,000	\$83,500	\$88,750	*	*	*
Manufacturing	4.0%	\$85,000	\$105,000	\$112,500	\$10,000	\$25,000	\$25,000
Consumer Packaged Goods	3.6%	\$90,000	\$100,000	\$105,000	\$35,750	\$65,000	\$65,000
Media/Entertainment	3.6%	\$87,660	\$112,000	\$121,250	\$12,500	\$24,500	\$29,750
Energy	3.1%	\$105,000	\$120,000	\$120,000	\$14,010	\$15,000	\$25,500
Real Estate	1.8%	*	*	*	*	*	*
Government	0.4%	*	*	*	*	*	*
Other⁴	0.9%	*	*	*	*	*	*

Salary by Region

	Percent of Hires ³	Median Base Salary ¹		Percent of Hires ³	Median Base Salary ¹
United States	85.8%	\$120,000	International	14.2%	\$115,189
Northeast	59.1%	\$125,000	Asia	25.0%	\$107,500
West	23.3%	\$120,000	Europe	18.8%	\$115,377
Midwest	5.7%	\$110,000	Canada	18.8%	\$130,000
Mid-Atlantic	5.2%	\$105,000	South America	15.6%	*
Southwest	3.6%	\$120,000	Central America	12.5%	*
South	3.1%	\$121,000	Middle East	6.3%	*
			Australia	3.1%	*

1 Compensation information is self reported. Of students reporting accepted offers, 96.4% 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, 76.5% 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 and region. Of students reporting accepted offers, 99.6% included job function.

4 "Other" function consists of Real Estate (2.2%), Law (1.3%), Sustainability (0.9%), and Entrepreneurship (0.4%)

Note: Two students accepted offers and then withdrew their acceptance. These offers are not included in the data above.

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





Class of 2016

Internship Employment Status

Accepted Job Offers¹

99.7%

288 of 289 students seeking employment

Class Size	320	
Students Seeking Employment	289	90.3%
Students Not Seeking Employment	31	9.7%
Starting Own Business	22	6.9%
Company Sponsored	6	1.9%
Continuing Education	2	0.6%
Other	1	0.3%

Demographic Data

(at matriculation in fall 2014)

Mean Age	27.6
Gender	
Female	37%
Male	63%
U.S. Minority	25%
Underrepresented Minority	13%
Country of Origin	
United States	61%
International	39%
Average GMAT	710
Average GPA	3.53

Internship Salary Data

Overall Salary Data

Weekly Salary²

25th Percentile	Median	75th Percentile
\$1,200	\$1,900	\$2,500

Salary by Function

	Percent of Hires ³	Weekly Salary ²		
		25th Percentile	Median	75th Percentile
Finance/Accounting	31.7%	\$1,575	\$2,100	\$2,404
Consulting	36.0%	\$1,000	\$2,113	\$2,595
External Consulting	19.7%	\$2,254	\$2,595	\$2,700
Internal Consulting/Strategy	16.3%	\$625	\$1,000	\$1,788
Marketing/Sales	10.3%	\$1,213	\$1,683	\$1,869
Operations/Logistics	4.7%	\$1,050	\$1,600	\$1,835
General Management	4.0%	\$725	\$1,888	\$2,000
Human Resources	0.7%	*	*	*
Information Technology	0.7%	*	*	*
Other⁴	12.0%	\$875	\$1,600	\$3,077

Salary by Industry

	Percent of Hires ³	Weekly Salary ²		
		25th Percentile	Median	75th Percentile
Finance	29.7%	\$1,600	\$2,200	\$2,403
Investment Banking	15.7%	\$2,400	\$2,403	\$2,604
Private Equity/Venture Capital	5.7%	\$688	\$1,225	\$1,500
Diversified Financial Services	4.7%	\$1,767	\$1,899	\$1,988
Investment Management	3.7%	\$850	\$1,600	\$1,986
Consulting Services	20.0%	\$2,250	\$2,595	\$2,700
Nonprofit	12.7%	\$425	\$700	\$750
Education	3.7%	\$675	\$700	\$700
Environmental/Sustainability	1.7%	\$800	\$1,250	\$1,320
Economic Development	1.7%	*	*	*
Technology	9.0%	\$1,250	\$1,600	\$1,868
Retail	4.3%	\$2,000	\$2,000	\$2,000
E-commerce	3.7%	\$2,000	\$2,000	\$2,000
Consumer Packaged Goods	3.7%	\$1,025	\$1,600	\$1,633
Healthcare/Pharmaceuticals	3.3%	\$1,050	\$1,705	\$1,838
Media/Entertainment	3.3%	\$1,188	\$1,700	\$1,831
Manufacturing	3.0%	\$1,000	\$1,610	\$1,788
Energy	2.3%	\$800	\$1,120	\$1,860
Real Estate	2.3%	\$680	\$1,232	\$2,200
Government	2.3%	*	*	*
Other⁴	4.0%	\$3,077	\$3,080	\$3,100

Salary by Region

	Percent of Hires ³	Median Weekly Salary ²		Percent of Hires ³	Median Weekly Salary ²
United States	86.9%	\$1,933	International	13.1%	\$1,440
Northeast	54.8%	\$2,170	Asia	41.0%	\$1,500
West	21.6%	\$1,846	Europe	17.9%	\$600
Midwest	11.6%	\$1,600	Africa	15.4%	*
Mid-Atlantic	5.4%	\$1,938	Central America	10.3%	*
Southwest	5.0%	\$2,015	South America	10.3%	*
South	1.5%	*	Canada	2.6%	*
			Middle East	2.6%	*

1 Of students accepting internships, 12 (4.2%) reported having multiple internships.

2 Compensation information is self reported. Of accepted offers, 98.3% included salary information. Of those, 7.5% 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, 15.6% 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 students reporting accepted offers included job function and job industry. Of students reporting accepted offers, 99.3% included region.

4 "Other" function consists of Law (4.3%), Sustainability (2.3%), Research and Development (1.3%), Real Estate (1.0%), Entrepreneurship (1.0%), and Other—not specified (2.0%)

Note: One student accepted an offer and then withdrew that acceptance. This offer is not included in the data above.

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

Hiring Organizations

Employers at which at least one member of the Class of 2015 accepted a full-time position or one member of the Class of 2016 accepted an internship. More than 250 unique employers hired Yale SOM students this year.

Consulting Services

A.T. Kearney
Accenture
Affirmative Investments Inc.
Analysis Group, Inc.
Bain & Company, Inc.
Bayer Business Consulting
Blue Ridge Partners
Booz Allen Hamilton
The Boston Consulting Group, Inc.
The Bridgespan Group, Inc.
Casey Quirk & Associates LLC
Censeo Consulting Group
The Chartis Group, LLC
Community Wealth Partners
Deloitte LLP
EY (Ernst & Young)
Fidelity Business Consulting (FBC)
Frog Design, Inc.
GEP Worldwide
Habtec Mott MacDonald
The Hackett Group
IDEO LLC
Infosys Limited
Innosight LLC
Inspiring Capital
Keystone Strategy
L.E.K. Consulting
McKinsey & Company
Monitor Deloitte
OnPrem Solution Partners
PA Consulting Group Limited
The Parthenon Group, LLC
Redstone Strategy Group, LLC
Satori Consulting
Strategy&
Ziba Design

Consumer

Packaged Goods

Anheuser-Busch InBev
Colgate Palmolive
Estée Lauder
Five Acre Farms
Guayaki Sustainable
Rainforest Products, Inc.
Hasbro Inc.
L'Oréal USA
PepsiCo
Philips
Pilot Inc.
Yum! Brands

Energy

Apex Wind Energy, Inc.
ChargePoint, Inc.
Cheniere Energy
Clean Power Finance
Exxon Mobil Corporation
GE Energy Financial Services
GE Power & Water
NRG Energy

Opower
PG&E (Pacific Gas and Electric)
Shell Oil
Sun Edison, LLC
Finance
American Express
Arvato Digital Services LLC
AXA Equitable
Bank of America Merrill Lynch
Barclays PLC
BlackRock
BlueCrest Capital Management, LLP
BNP Paribas
Breckinridge Capital Advisors
Bridgewater Associates, LP
C.B. Capital Partners, Inc.
Calvert Investments
CDH Investments
Chase
China Culture Industrial Investment Fund
Citi
CITIC Capital Partners
CITIC Private Equity Funds Management Co., Ltd
Credit Suisse Group
DBL Investors: Double Bottom Line Venture Capital
Deutsche Bank AG
Dimensional Fund Advisors
Ekuinas
Encourage Capital
Enhanced Capital Partners
Evercore
Fenox Venture Capital
First Investors Management Company
The Goldman Sachs Group, Inc.
Gordon and Betty Moore Foundation
Greenhill & Co., Inc.
Guggenheim Partners
Hellman & Friedman
Hillhouse Capital Group
IFC Asset Management Company
Investure, LLC
J.H. Whitney Investment Management
JPMorgan Chase & Co.
Kactus Capital Management
Kynikos Associates LP
Liberty Mutual
MetLife
MHT MidSpan L.P.
Middle Bridge Capital
Moelis & Company
Morgan Stanley
Nationwide
Omidyar Network

Perella Weinberg Partners (PWP)
PIMCO (Pacific Investment Management Company)
Princeton University Investment Company
Progression Capital Africa
Promecap SA de CV
Providence Ventures
Prudential Capital Group
Quadriga Capital
Rabobank International
RBC Capital Markets
RWC Partners
Standard Chartered
State Street Corporation
SVC Angel Fund
T. Rowe Price
TIAA-CREF
Training the Street
Tse Capital Management LP
UBS AG
Vanguard
Wells Fargo
Wells Fargo Securities
Whiteoak Global Capital
World Bank Group
Xin Tian Fund Management

Government

Federal Reserve Bank of New York
International Monetary Fund (IMF)
National Park Service in partnership with Net Impact
Office of Management & Budget/Executive Office of the President
Overseas Private Investment Corporation (OPIC)
United States Court of Appeals for the Tenth Circuit
The White House

Healthcare

Alexion Pharmaceuticals
athenahealth, Inc.
Biogen
CIGNA Corp.
Covidien
Genentech, Inc.
Johnson & Johnson
Kaiser Permanente
Medtronic
NewYork-Presbyterian Hospital
Pfizer Inc.
Rock Health
Thermo Fisher Scientific

Manufacturing

Archer Daniels Midland (ADM)
Azimuth Ventures

BrightFarms
Cargill, Incorporated
Cemex
Cummins Inc.
Delta Air Lines
Emerson
General Electric Company
General Motors Company
PACCAR
Space Exploration Technologies Corp. (SpaceX)
United Technologies Corporation

Media/Entertainment

adSage Corporation
Ambassador Theatre Group
Blue Focus
Comcast
Lincoln Center for the Performing Arts, Inc.
Millward Brown Vermeer
Riot Games
Sony Playstation
The Orbiting Human Circus
The Philadelphia Orchestra
Thomson Reuters Corporation
Time Warner Inc.
Viacom Media Networks

Nonprofit

Abdul Latif Jameel Poverty Action Lab (J-PAL)
Achievement Network
Adirondack North Country Association
Amy Biehl High School
Awethu Project
B Lab
Bridge International Academies
Building Excellent Schools
Center for Governance and Sustainability
Clean Energy Finance and Investment Authority
Education Pioneers
Endeavor Global, Inc.
Environmental Defense Fund
Environmental Law & Policy Center
Futuro Forestal Community and Forestry Foundation
Inequality Media
Lean In Foundation
MANA Nutrition
Match Education
MBAs Across America
New Sector Alliance
Newman's Own Foundation
Redeemer City to City
The Reinvestment Fund
Social Finance, Inc.
Special Olympics, Inc.
The Surfrider Foundation
Sustainable America
United Nations Foundation
United Nations World Food Programme
University of Ghana Business School
World Business Council for Sustainable Development
The World Wide Fund for Nature (WWF)

Yale School of Drama/
Yale Repertory Theatre
Yale Tropical Resources Institute

Real Estate

Butter
EDENS
Hudson Valley Property Group
KABR Group
The LCP Group
Madison Realty Capital
Olympia Properties
Porchlight Community, Inc.
Starwood Capital Group
Thor Equities

Retail

Amazon.com
CVS Caremark
eBay Inc.
GlamSquad
Intercorp
Sears Holding Corporation

Technology

Acquia
Alibaba Group
Apple, Inc.
Atlassian
Autodesk, Inc.
Blizzard Entertainment, Inc.
Cheetah Mobile
CloudFlare
Corrigo Incorporated
DataYes
Dell, Inc.
EMC Corporation
Facebook, Inc.
Google
HotelTonight
Ice Energy, Inc.
International Business Machines Corporation (IBM)
Intuit Inc.
iRobot
Lenovo
LinkedIn
Microsoft Corporation
Palo Alto Networks
Tencent
Teradata
Uber Technologies
Urban Compass
Wolters Kluwer
Zynga

Other

Cleary Gottlieb Steen & Hamilton LLP
Davis Polk & Wardwell LLP
Gibson, Dunn & Crutcher
Gunderson Dettmer Stough
Villeneuve Franklin & Hachigian, LLP
Kirkland & Ellis LLP
McKool Smith
Quinn Emanuel Urquhart & Sullivan, LLC
Sidley Austin
Skadden, Arps, Slate, Meagher & Flom
Weil, Gotshal & Manges LLP
White & Case, LLP