

# Employment Data

## Full-Time MBA Program

**Class of 2022** Full-Time Employment  
**Class of 2023** Internship Employment



Yale SCHOOL OF MANAGEMENT

# Full-Time Employment Status

Received Job Offer by  
Three Months Post Graduation  
**96.1%**  
271 of 282 students seeking employment

Accepted Job Offer by  
Three Months Post Graduation  
**93.3%**  
263 of 282 students seeking employment

► **International students** received job offers as a rate similar to U.S. citizens and permanent residents, with 98.5% receiving an offer by three months after graduation.

## Demographic Data

(at matriculation in fall 2019)

Class Size	327	
Students Seeking Employment	282	86.2%
Students Not Seeking Employment	40	12.2%
Company Sponsored	20	6.1%
Starting Own Business	15	4.6%
Continuing Education	5	1.5%
No Response to Survey	5	1.5%

Women	39%
U.S. Students of Color	32%
Underrepresented U.S. Students of Color	11%
International Passport Holders	40%
Average GMAT	720
Average GPA	3.65

# Full-Time Salary Data

## Overall Salary Data

	Base Salary <sup>1</sup>			Other Guaranteed Compensation <sup>2</sup>	
	25th Percentile	Median	75th Percentile	Median Signing Bonus	Median Guaranteed Year-End Bonus
All	\$130,000	\$160,110	\$175,000	\$30,000	\$20,000
U.S. Students and Permanent Residents	\$130,000	\$165,000	\$175,000	\$30,000	
International Students	\$129,059	\$151,595	\$170,000	\$30,000	

## Salary by Function

	Percent of Hires <sup>3</sup>	Base Salary <sup>1</sup>			Median Signing Bonus <sup>2</sup>
		25th Percentile	Median	75th Percentile	
Consulting	53.6%	\$150,000	\$170,000	\$176,350	\$30,000
External Consulting	45.6%	\$160,000	\$175,000	\$190,000	\$30,000
Internal Consulting/Strategy	8.0%	\$120,000	\$140,000	\$165,000	\$25,000
Finance/Accounting	24.0%	\$129,250	\$152,000	\$175,000	\$50,000
Marketing/Sales	11.4%	\$120,000	\$134,000	\$145,000	\$35,000
General Management	4.2%	\$120,315	\$133,000	\$145,000	*
Operations/Logistics	2.7%	\$126,000	\$132,600	\$136,000	\$40,000
Other <sup>4</sup>	2.3%	\$100,000	\$120,000	\$125,000	*
Sustainability	1.9%	\$130,000	\$150,000	\$160,000	*





# Internship Employment Status

## Accepted Job Offers<sup>1</sup>

100%

333 of 333 students seeking employment

Class Size	348	
Students Seeking Employment	333	95.7%
Students Not Seeking Employment	15	4.3%
Starting Own Business <sup>2</sup>	6	1.7%
Continuing Education	6	1.7%
Company Sponsored	3	0.9%

## Demographic Data

(at matriculation in fall 2021)

Women	43%
U.S. Students of Color	49%
Underrepresented U.S. Students of Color	20%
LGBTQ+	9%
First Generation College Students	9%
Joint Degree Students	9%
International Passport Holders	44%
Average GMAT	726
Average GPA	3.66

# Internship Salary Data

## Overall Salary Data

### Weekly Salary<sup>3</sup>

	25th Percentile	Median	75th Percentile
All	\$1,400	\$2,231	\$3,346
U.S. Students and Permanent Residents	\$1,458	\$2,286	\$3,346
International Students	\$1,356	\$2,168	\$3,265

## Salary by Function

		Weekly Salary <sup>3</sup>		
	Percent of Hires <sup>4</sup>	25th Percentile	Median	75th Percentile
Consulting	44.7%	\$1,772	\$3,115	\$3,365
External Consulting	30.4%	\$2,981	\$3,346	\$3,365
Internal Consulting/Strategy	14.3%	\$923	\$1,400	\$2,160
Finance/Accounting	27.2%	\$1,278	\$2,168	\$3,365
Marketing/Sales	15.8%	\$1,405	\$2,000	\$2,168
General Management	5.0%	\$962	\$2,030	\$2,168
Operations/Logistics	3.8%	\$1,481	\$2,200	\$2,289
Other <sup>5</sup>	3.5%	\$950	\$1,663	\$2,262

Salary by Industry

	Weekly Salary <sup>3</sup>			
	Percent of Hires <sup>4</sup>	25th Percentile	Median	75th Percentile
Consulting Services	31.6%	\$2,887	\$3,346	\$3,365
Finance	26.3%	\$1,188	\$2,440	\$3,365
Investment Banking	12.3%	\$2,928	\$3,365	\$3,365
Venture Capital	5.0%	\$894	\$1,269	\$1,807
Investment Management	4.7%	\$1,158	\$1,362	\$2,495
Private Equity	2.3%	\$476	\$715	\$942
Diversified Financial Services	2.0%	\$1,252	\$1,705	\$2,450
Retail	9.1%	\$2,168	\$2,168	\$2,289
E-commerce	9.1%	\$2,168	\$2,168	\$2,289
Other	0.0%	*	*	*
Technology	7.6%	\$1,892	\$2,192	\$2,540
Healthcare/Pharmaceuticals	5.6%	\$1,385	\$1,680	\$2,088
Nonprofit <sup>6</sup>	4.1%	\$738	\$923	\$1,000
Media/Entertainment	3.8%	\$1,134	\$1,400	\$1,665
Consumer Packaged Goods	3.5%	\$1,325	\$1,758	\$1,952
Manufacturing	2.0%	\$840	\$2,308	\$2,308
Government	2.0%	\$825	\$825	\$825
Transportation	1.5%	\$1,038	\$1,481	\$1,660
Energy	1.5%	\$1,351	\$1,850	\$2,000
Real Estate	0.9%	*	*	*
Law	0.3%	*	*	*
Hospitality	0.3%	*	*	*

Salary by Region

	Percent of Hires <sup>4</sup>	Median Weekly Salary <sup>3</sup>
United States	87.6%	\$2,298
International	12.4%	\$1,299
	Percent of U.S. Hires	Median Weekly Salary
Northeast	56.2%	\$2,570
West	21.5%	\$2,168
Midwest	7.4%	\$2,054
Mid-Atlantic	6.4%	\$2,168
Southwest	4.7%	\$2,942
South	3.7%	\$3,346

	Percent of Int'l Hires	Median Weekly Salary
Asia	52.4%	\$1,154
Mexico	14.3%	\$2,736
Europe	11.9%	*
Canada	7.1%	*
Africa	7.1%	*
South America	2.4%	*
Middle East/North Africa	2.4%	*
Central America	2.4%	*

# Hiring Organizations

Employers at which at least one member of the Class of 2022 accepted a full-time position or one member of the Class of 2023 accepted an internship. More than 250 unique employers hired Yale SOM students this year.

## Consulting Services

Accenture  
Analysis Group, Inc.  
Arcadis  
Bain & Company, Inc.  
Bayer Business Consulting  
Bellwether Education Partners  
Blue Ridge Partners  
The Boston Consulting Group, Inc. ( BCG )  
The Bridgespan Group, Inc  
CCS Fundraising  
The Chartis Group, LLC  
co:collective  
Delivery Associates  
Deloitte LLP  
Doblin, a Deloitte business  
EY ( Ernst & Young )  
EY-Parthenon  
Fidelity Consulting  
Guidehouse  
ICF  
Industrial Growth Platform  
Innosight LLC  
Kearney  
L.E.K. Consulting  
Mars & Co.  
Mastercard Advisors  
McKinsey & Company  
Oliver Wyman  
PriceWaterhouseCoopers ( PwC )  
Publicis Sapient  
Simon-Kucher & Partners  
Strategy&  
TDC  
Tyton Partners  
Wellspring Consulting  
West Monroe Partners  
ZS Associates, Inc..

## Consumer Packaged Goods

Anheuser-Busch InBev  
Azure Bev Co, LLC  
Beyond Meat  
Campbell Soup Company  
Daily Gem  
The Estee Lauder Companies  
Godiva  
HelloFresh  
Land O'Lakes, Inc.  
Molson Coors  
Motif FoodWorks  
PepsiCo  
The Procter & Gamble Company ( P&G )  
PVH  
Ralph Lauren

## Energy

Aspen Power Partners  
Clearway Energy  
Eversource Energy  
First Solar  
FirstLight Power  
Lumen Energy  
Madison Energy Investments  
Modern Electron  
Peak Energy

## Finance

12Tree Finance  
Acrisure Capital Management  
Actis  
Alpha Square Group  
American Express  
AppWorks  
Arca Funds  
Ares Management Corporation  
ARTBnk  
Astia  
Bank of America  
Barclays PLC  
BBVA  
BlackRock  
Brand Velocity Group  
Bright Ventures  
Broadscale Group LLC  
Builders Asset Management  
Cambridge Associates LLC  
Capital One Financial Corporation  
Causeway Capital Management LLC  
Centerview Partners  
China CITIC Bank International  
Citi  
Closed Loop Partners  
Coalition Inc.  
CohnReznick Capital Markets Securities LLC  
Community US Fund Management, Inc.  
Connecticut Innovations  
Cord Grass Holdings  
Credit Suisse Group  
D.E. Shaw  
DBL Partners  
Discover Financial  
Evercore  
Financial Technology Partners  
Franklin Templeton Investments

GE Capital  
Global Impact Investing Network  
The Goldman Sachs Group, Inc.  
Guggenheim Securities  
Harris Williams  
Heretic Ventures  
Houlihan Lokey  
Hypertherm Ventures  
Impact Engine  
JLC Infrastructure  
JPMorgan Chase & Co.  
Lazard  
Liberty Mutual  
Macquarie Infrastructure and Real Assets Inc.  
Marsh & McLennan Companies  
Moelis & Company  
Morgan Stanley  
Nomura Greentech  
Nuveen Green Capital  
Obran Cooperative  
One Equity Partners  
Partners Group  
Peter J. Solomon Company  
Redesign Health Venture Studio  
S&P Global  
Sage Rock Capital  
Saudi Aramco Energy Ventures  
Sequoia Capital  
Social Finance, Inc.  
Sozo Ventures  
Spring Lane Capital  
SPX Capital  
StepStone  
Sweater  
Team8  
TIAA-CREF  
Upstart co-lab  
Vanguard  
Varma Capital  
Vestar Capital Partners  
VillageCapital  
Visa  
Wasatch Global Investors  
Wells Fargo Securities  
Working Capital Innovation Fund

## Government

Attorney General of California  
European Central Bank  
National Park Service  
U.S. Department of Homeland Security  
United Nations World Food Programme)

## Healthcare

Abbott  
Accompany Health  
Arvinas, Inc.  
Babylon Health  
Bloodworks Northwest  
CVS Health Corporation  
DaVita Healthcare Partners  
Eli Lilly and Company  
Geisinger Health System  
Genentech, Inc.  
HealthRhythms, Inc.  
Johnson & Johnson  
Medtronic  
Nema Health  
New York Presbyterian Hospital  
Oak Street Health  
Pfizer Inc.  
Sanofi  
UnitedHealth Group  
Vertex Pharmaceuticals Incorporated  
Wally Health

## Hospitality

DoorDash  
Restaurant Brands International

## Manufacturing

Amphenol Corporation  
Atlantic Packaging  
Bloomfield Robotics  
Cargill, Incorporated  
General Electric Company  
Hugo & Hobby  
Veritiv  
Victory Farms & Pyramidia

## Media/Entertainment

The Broadway League  
Catalis Group  
Democratic Data Exchange  
Dow Jones & Company, Inc.  
EA - Electronic Arts Inc  
Funplus  
National Basketball Association ( NBA )  
National Hockey League  
Opera Lafayette  
Public Broadcasting Service ( PBS )  
Riot Games  
Stagwell  
Warner Bros. Discoveryrt

## Nonprofit

Bezos Earth Fund  
Changing The Present  
Data.org  
DataHaven  
GiveWell  
Impact Public Schools  
Metis  
NAACP  
OnePointFive  
Pollination Group  
REDF  
Reinvestment Fund  
Rescuing Leftover Cuisine  
Samvid Ventures  
Shanghai Environment & Energy Exchange  
Yale University  
Yale Ventures

## Real Estate

CIM Group  
DD360  
Elmington Capital Group  
Landis  
Pennybacker Capital  
ReRent  
Stellar Management  
TA Realty

## Retail

Amazon.com  
DICK'S Sporting Goods, Inc.  
M LaHart & Co.  
Shopee  
Water Stone Sports  
Wayfair

## Technology

Adobe Systems Incorporated  
Cervest  
Dell, Inc.  
DFINITY Foundation  
Expedia, Inc.  
Google  
Hewlett-Packard (HP)  
International Business Machines Corporation (IBM)  
Meta  
Microsoft Corporation  
Mighty Group Inc.  
NVIDIA  
Offchain Labs  
Palo Alto Networks  
Skye  
Snap Inc

TikTok  
Zoom Video  
Communicationse

Transportation

ChargePoint, Inc.  
Raytheon  
Rivian Automotive LLC  
SpaceX ( Space Exploration  
Technologies Corp. )  
Tesla Motors, Inc.  
Uber Technologies  
United Airliness

Other

Korn Ferry International  
Sullivan & Cromwell LLP

Class of 2022 Notes

- 1 Compensation information is self reported. Of students reporting accepted offers, 95.4% included salary information.
- 2 Of those reporting salary information, 82.1% reported receiving a signing bonus and 6.0% reported receiving a guaranteed year-end bonus. In order to be noted in tables for Signing Bonus, function and industry must have at least 50% reporting signing bonus.
- 3 One hundred percent of students reporting accepted offers included job industry and function. Of students reporting accepted offers, 98.8% included region.
- 4 "Other" function consists of Information Technology (0.8%), Real Estate (0.8%), Law (0.4%), and Social Impact (0.4%).
- 5 Across all industries, 4.2% of accepted jobs were in nonprofit and not-for-profit organizations including ones that are reflected above in Consulting, Investment Management, Media/Entertainment, and Technology.
- \* Asterisk indicates insufficient data or data not published to maintain student privacy.

Class of 2023 Notes

- 1 Of students accepting internships, 9 (2.7%) reported having multiple internships.
- 2 Of students accepting internships, 1 (0.3%) also reported starting their own venture
- 3 Compensation information is self reported. Of accepted offers, 95.9% included salary information. Of those, 1.5% 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, 5.4% 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. Of all internship salaries, 1.5% were expected to be supplemented by funds from the Small Business Internship Program (SBIP), a special fund for students exploring opportunities in for-profit small businesses.
- 4 One hundred percent of accepted offers included job industry and job function. Of students reporting accepted job offers, 99.1% included job region.
- 5 "Other" function consists of Information Technology (0.9%), Law (0.6%), Sustainability (0.6%), Human Resources (0.3%), Buyer/ Merchandising (0.3%), Research & Development (0.3%), Real Estate (0.3%), and Social Impact (0.3%).
- 6 Across all industries, 5.8 % of accepted internships were in nonprofit and not-for-profit organizations including ones that are reflected above in Healthcare, Investment Management, and Consulting.
- \* Asterisk indicates insufficient data or data not published to maintain student privacy. published to maintain student privacy.



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