



Employment Report MBA Class of 2012

EMPLOYMENT REPORT – MBA CLASS OF 2012 OVERVIEW

Class of 2012 Profile¹

| | |
|--|-----|
| Number of Candidates | 402 |
| U.S. Citizens | 65% |
| Non-U.S. Citizens | 35% |
| Women | 35% |
| Median GMAT Score | 717 |
| Median Undergraduate GPA (out of 4.0) | 3.5 |
| Average Age at Entry to MIT Sloan | 28 |
| Average Years Full-Time Work Experience Prior to MIT Sloan | 5 |

¹ Class profile (as of matriculation) and employment statistics (as of graduation) include information for MBAs and students in the joint MBA/Leaders for Global Operations program.

Class of 2012 MBA Employment Profile²

| | Number | Percent |
|--|--------|---------|
| Seeking Employment | 323 | 80.3 |
| Not Seeking Employment | 66 | 16.4 |
| Continuing education | 1 | 0.2 |
| Company sponsored or have been employed as student | 36 | 9.0 |
| Starting own business | 26 | 6.5 |
| Postponing job search | 3 | 0.7 |
| No Information Available | 13 | 3.3 |
| Total Graduates | 402 | 100 |

² All information based on data reported by students.

Employment Overview³

| | |
|-----------------------------------|--------------------|
| Mean Base Salary | \$118,406 |
| Median Base Salary | \$118,500 |
| Range of Base Salary ⁴ | \$60,000–\$250,000 |

³ Full-time employment statistics based on job acceptances. 88.2% of reported acceptances included usable salary information.

Top Hirers of MBA Class of 2012

McKinsey & Company (30)

Amazon (20)

Boston Consulting Group (16)

Bain & Company (12)

SALARY FIGURES**Class of 2012 MBA Base Salary by Industry¹**

| | Percent | Mean | Median | Low | High |
|---|--------------|------------------|------------------|-----------------|------------------|
| Service Industries | 79.5% | \$119,309 | \$120,000 | \$60,000 | \$250,000 |
| Consulting | 29.2% | \$129,906 | \$135,000 | \$82,000 | \$165,000 |
| Investment Banking | 12.8% | \$103,762 | \$100,000 | \$80,000 | \$130,000 |
| Software/Internet | 11.5% | \$112,240 | \$110,000 | \$70,833 | \$150,000 |
| Retail | 10.2% | \$113,333 | \$115,000 | \$65,000 | \$130,000 |
| Investment Management | 6.2% | \$122,471 | \$115,000 | \$100,000 | \$250,000 |
| Diversified Financial Services | 5.9% | \$123,232 | \$122,500 | \$80,000 | \$170,000 |
| VC/Hedge Fund/Private Equity | 1.7% | \$125,000 | \$124,000 | \$110,000 | \$140,000 |
| Media/Entertainment | 2.0% | \$108,333 | \$115,000 | \$60,000 | \$140,000 |
| Manufacturing Industries | 18.1% | \$117,304 | \$118,500 | \$80,000 | \$150,000 |
| Computers/Electronics | 4.6% | \$123,497 | \$121,020 | \$105,000 | \$150,000 |
| Pharmaceutical/Healthcare/Biotechnology | 3.6% | \$118,350 | \$115,500 | \$100,000 | \$147,000 |
| Transportation/Equipment/Defense | 2.6% | \$124,625 | \$132,000 | \$80,000 | \$142,000 |
| Automotive/Aerospace | 2.3% | \$115,143 | \$115,000 | \$91,000 | \$130,000 |
| Oil/Energy | 2.0% | \$106,673 | \$105,500 | \$100,000 | \$120,000 |
| Manufacturing: Other | 2.0% | \$114,800 | \$120,000 | \$102,000 | \$122,000 |
| Telecommunications | 0.7% | - | - | - | - |
| Consumer Products | 0.3% | - | - | - | - |
| Government/Nonprofit | 1.3% | \$89,167 | \$90,000 | \$82,500 | \$95,000 |
| Other | 1.1% | \$106,750 | \$106,000 | \$90,000 | \$125,000 |

¹ All salary data based on reported compensation.

² Dash indicates fewer than three people or less than 1% reported salary information.

Class of 2012 MBA Base Salary by Job Function

| | Percent | Mean | Median | Low | High |
|---|--------------|------------------|------------------|-----------------|------------------|
| Consulting/Strategic Planning | 35.4% | \$126,537 | \$132,000 | \$60,000 | \$165,000 |
| Finance (total) | 24.3% | \$110,980 | \$100,000 | \$80,000 | \$250,000 |
| Finance: Investment Banking | 8.5% | \$102,833 | \$100,000 | \$100,000 | \$130,000 |
| Finance: Investment Management | 5.9% | \$124,467 | \$115,000 | \$100,000 | \$250,000 |
| Finance: Other ¹ | 4.4% | \$110,087 | \$110,020 | \$90,000 | \$140,000 |
| Finance: Analysis | 2.0% | \$123,750 | \$122,500 | \$120,000 | \$130,000 |
| Finance: Private Client Services/Wealth Mgmt | 1.3% | \$106,250 | \$100,000 | \$100,000 | \$125,000 |
| Finance: Research | 1.1% | - ² | - | - | - |
| Finance: Sales & Trading | 1.1% | \$101,667 | \$100,000 | \$80,000 | \$125,000 |
| Leadership Development Program/ General Mgmt | 10.2% | \$112,366 | \$115,000 | \$80,000 | \$130,000 |
| Operations/Project Management | 9.5% | \$118,996 | \$118,500 | \$65,000 | \$147,000 |
| Business Development | 7.2% | \$118,952 | \$120,000 | \$82,500 | \$170,000 |
| Product Management/Development | 6.6% | \$119,323 | \$115,000 | \$90,000 | \$155,250 |
| Marketing/Sales | 6.2% | \$106,646 | \$110,000 | \$70,833 | \$127,200 |
| Human Resources | 0.3% | - | - | - | - |
| Other | 0.3% | - | - | - | - |

¹ Finance/Other includes corporate finance, venture capital and private equity.

² Dash indicates fewer than three people or less than 1% reported salary information.

Top Industries

| | 2012 | 2011 | 2010 |
|--------------------|-------|-------|-------|
| Consulting | 29.2% | 33.7% | 28.2% |
| High Technology* | 16.8% | 19.8% | 20.0% |
| Investment Banking | 12.8% | 8.4% | 11.4% |

*Includes Computers/Electronics, Software/Internet and Telecommunications

Top Functions

| | 2012 | 2011 | 2010 |
|-------------------------------|-------|-------|-------|
| Consulting/Strategic Planning | 35.4% | 38.8% | 34.5% |
| Finance | 24.3% | 18.3% | 21.5% |
| Operations/Project Management | 9.5% | 8.8% | 10.3% |

Class of 2012 MBA Base Salary by Geographic Location

| | Percent | Mean | Median | Average | Low | High |
|-------------------------------|---------|-----------|----------------|-----------|-----------|-----------|
| North America | 84.3% | \$118,859 | \$120,000 | \$118,859 | \$60,000 | \$250,000 |
| Northeast ¹ | 43.3% | \$118,644 | \$120,000 | \$118,644 | \$82,000 | \$250,000 |
| Metro Boston | 21.3% | \$122,942 | \$125,000 | \$122,942 | \$82,000 | \$145,000 |
| Metro NY | 16.7% | \$110,513 | \$100,000 | \$110,513 | \$90,000 | \$140,000 |
| West | 23.0% | \$121,811 | \$120,000 | \$121,811 | \$95,000 | \$155,250 |
| Midwest | 5.2% | \$118,688 | \$118,000 | \$118,688 | \$100,000 | \$142,000 |
| Mid-Atlantic | 4.9% | \$114,276 | \$115,000 | \$114,276 | \$87,000 | \$135,000 |
| South | 3.6% | \$116,091 | \$115,000 | \$116,091 | \$100,000 | \$140,000 |
| Southwest | 3.6% | \$110,636 | \$115,000 | \$110,636 | \$60,000 | \$130,000 |
| Mexico | 0.7% | \$127,500 | \$127,500 | \$127,500 | \$125,000 | \$130,000 |
| Rest of the World | 15.7% | \$115,274 | \$113,500 | \$115,274 | \$65,000 | \$170,000 |
| Asia | 8.5% | \$108,472 | \$106,500 | \$108,472 | \$70,833 | \$150,000 |
| Latin America & the Caribbean | 3.6% | \$137,850 | \$132,500 | \$137,850 | \$110,000 | \$170,000 |
| Europe including UK | 3.3% | \$108,000 | \$108,500 | \$108,000 | \$65,000 | \$147,000 |
| United Kingdom | 1.3% | \$105,000 | \$105,000 | \$105,000 | \$8,000 | \$112,000 |
| Africa | 0.3% | - | - ² | - | - | - |

¹ Northeast includes states/cities beyond Metro Boston and Metro NYC.

² Dash indicates fewer than three people or less than 1% reported salary information.

Class of 2012 MBA Base Salary by Undergraduate Major

| Major | Percent | Mean | Median | Low | High |
|-----------------------------|---------|-----------|-----------|----------|-----------|
| Engineering | 43.0% | \$120,432 | \$125,000 | \$65,000 | \$170,000 |
| Social Science & Humanities | 27.9% | \$114,600 | \$115,000 | \$60,000 | \$150,000 |
| Business | 21.1% | \$119,822 | \$118,000 | \$87,000 | \$250,000 |
| Sciences & Mathematics | 8.0% | \$116,577 | \$115,500 | \$82,000 | \$140,000 |

Class of 2012 MBA Base Salary by Professional Experience

| Years of Experience | Percent | Mean | Median | Low | High |
|-----------------------------------|---------|-----------|-----------|----------|-----------|
| More than one year, up to 3 years | 7.9 | \$123,306 | \$130,000 | \$90,000 | \$140,000 |

| | | | | | |
|----------------------------------|------|-----------|-----------|----------|-----------|
| More than 3 years, up to 5 years | 50.2 | \$115,277 | \$115,000 | \$60,000 | \$150,000 |
| More than 5 years | 41.9 | \$121,200 | \$120,000 | \$80,000 | \$250,000 |

Signing Bonus Received by Job Function¹

| Job Function | Percent | Mean | Median | Low | High |
|--------------------------------|---------|----------|----------|----------|----------|
| Operations/Project Management | 92.6% | \$20,480 | \$20,000 | \$5,000 | \$35,000 |
| Leadership Development | 92.3% | \$23,660 | \$22,417 | \$10,000 | \$40,000 |
| Program/General Management | | | | | |
| Finance: Other ³ | 87.5% | \$12,286 | \$10,000 | \$5,000 | \$20,000 |
| Consulting/Strategic Planning | 85.7% | \$21,762 | \$20,000 | \$5,000 | \$50,000 |
| Investment Banking | 83.3% | \$45,250 | \$46,250 | \$40,000 | \$55,000 |
| Product Management/Development | 80.0% | \$17,083 | \$20,000 | \$3,000 | \$30,000 |
| Marketing/Sales | 77.8% | \$24,643 | \$25,000 | \$5,000 | \$45,000 |
| Business Development | 70.0% | \$24,500 | \$20,000 | \$10,000 | \$50,000 |
| Investment Management | 60.0% | \$32,778 | \$25,000 | \$10,000 | \$60,000 |

1. 82.2% of the students reporting usable salary data reported receiving a signing bonus. Percentage represents the number of students who received a signing bonus in the function.
2. Dash indicates fewer than three people or less than 1% reported bonus information
3. Finance: Other includes corporate finance.

Other Guaranteed Compensation

| Percent Reporting | Mean | Median | Range |
|-------------------|----------|----------|-------------------|
| 19.1% | \$32,244 | \$26,650 | \$2,850–\$125,000 |

Class of 2012 MBA Timing of Job Offers

| | At Graduation | Three Months after Graduation |
|---------------------|---------------|-------------------------------|
| Percent of Students | 92.0% | 96.0% |

Class of 2012 MBA Timing of Job Acceptances¹

| | At Graduation | Three Months after Graduation |
|---------------------|---------------|-------------------------------|
| Percent of Students | 84.5% | 94.4% |

Class of 2012 MBA Reason for Accepting Position

| Reason | Percent |
|------------------------------|---------|
| Growth Potential | 33.2% |
| Job Function | 18.5 |
| Industry | 16.4 |
| Job Content | 13.0 |
| Prestige of Firm | 5.8 |
| People/Corporate Culture | 4.8 |
| Location | 4.5 |
| Commitment to Sustainability | 1.4 |

| | |
|--------------|-----|
| Compensation | 1.4 |
| Other | 1.0 |

Class of 2012 MBA Source of Job

| Source of Job | Percent |
|---|--------------|
| School-Facilitated Activities | 81.0% |
| Summer Internship | 34.1 |
| Interviews scheduled through on-campus recruiting | 31.8 |
| Job Postings (MIT or Sloan) | 5.6 |
| Alumni | 4.6 |
| Faculty/CDO/Sloan student referral | 2.6 |
| MIT/Sloan sponsored events | 1.6 |
| Club Event | 0.7 |
| Student-Facilitated Activities | 18.0 |
| Contacted directly | 8.9 |
| Personal Network | 5.9 |
| Previous Employer | 2.6 |
| Newspaper, magazine, internet job boards | 0.6 |
| Other | 1.0 |

Employers Hiring Members of the MBA Classes of 2012 and 2013

360Chestnut
3M
A.T. Kearney
a-connect
Advantix Systems
Advent International Corp.
Aegerion Pharmaceuticals
Aetna
AIG
Albemarle Corporation
Allied Minds
Allston Trading
Altrius Capital Management
Altuzarra
Amazon*
American Express Company
Amgen*
Analysis Group
Anheuser Busch InBev
AOL Inc
Apple
Appleseed Food Frontiers
Aragain Capital Management
Arctaris Capital Partners
Assembla
Atlantic Power Corporation
Aurus
Autodesk
AX Ventures
Bain & Company
Banco Itau BBA
Bank of America Merrill Lynch
Barclays Capital
Barclays Capital Asia Ltd.
Battery Global Advisors
Bechtel Enterprises
Bessemer Venture Partners
Biogen Idec
Black Coral Capital
Blackstone Group, The
Blizzard Entertainment
Bloom Energy
BloomReach
BNY Mellon
Bocage Capital
Boehringer Ingelheim
Pharmaceuticals
Boeing*
Booz & Company
Boston Consulting Group
Brattle Group

Breathable Foods
Bridge International Academies
Brightcove
British Telecom
Brook Venture Partners
Burger King Corporation
Caesars Entertainment
Capital One
Captain Inc.
Care.com
Careblue
Cargill
Caterpillar*
CDH Investments
The Center for Financial Services
Innovation
Chartis Insurance
Cinapolis
Cisco Systems*
Citi
CITIC Private Equity Funds
Coinstar
Colony Realty Partners
CorpBanca
Coty
CPFL ENERGIA
Credit Suisse
CSMG Global
Cummins
Dalberg - Global Development
Advisors
Dell*
Deloitte Consulting
Deloitte LLP
Desigual
Deutsche Bank
DFS Group
Doosan
Drake Capital
DSM
DuPont
eBay
EDF Climate Corps
Education Elements
Education Pioneers
EMC Corporation
EMP Latin America
Endeavor Initiative
Environmental Defense Fund
ESI
Essentient

Evenstar Capital
ExxonMobil Corporation
Facebook
Falabella
Felicis Ventures
Fidelity Investments
Flagship Ventures
FSG Social Impact Consultants
Gafisa
Gallup Organization
Gap
Gemini Real Estate Advisors
Genentech
General Electric
General Motors*
Genzyme Corporation
GETCO
GifBoom
GMO
Goldman Sachs
Google
Grinda Investors
Groupon
H.I.G. Capital
H.I.G. Growth Partners
Hailo
HarbourVest Partners
Hershey Company
Hill Holliday
Hony Capital
Horizon Capital
Houston Astros Baseball Club
HubSpot
Icatu
IDEO
I-Med
Infinity Pharmaceuticals
Innosight
Innovations for Poverty Action
Intel *
Inter-American Development Bank
Interbrand
InterGen
International Finance Corporation
World Bank Group
Intuit
IO Data Centers
Itaú Unibanco
J.P. Morgan
Jawbone
Jefferies & Company

Jiangxi Copper Corporation
Investment
John Hancock Financial Services
Johnson & Johnson*
JPMorgan Chase
Kaiser Permanente
Kayne Anderson
Khazanah Nasional Berhad
Klout
L.E.K. Consulting
Liberty Investments Holding B.V.
Liberty Mutual
Lincoln Center for the Performing
Arts
LinkedIn
Locu
Los Angeles Music Center
LVMH
Manus Biosynthesis
MarketShare
Massachusetts General Hospital*
MasterCard Worldwide
McGraw-Hill Companies, The
McKinsey & Company
McMaster-Carr Supply Co
Microsoft
Midori Renewables
Millennium Pharmaceuticals
MITIMCo
MLB Advanced Media
Monitor Group
Morgan Stanley
Morgan Stanley Investment
Management
Muse
National Hockey League
Network for Teaching
Entrepreneurship
New Balance Athletic Shoe
New York Presbyterian Hospital
NewQuest Capital Partners
Nike*
Nissan North America
Nomura International
Novartis*
Novophage
OC&C Strategy Consultants
Oliver Wyman
Omnisport
Open Capital Advisors
Open English
Osram AG

PA Consulting Group
Paloma Partners
PAR Capital Management
Parthenon Group
Participant Media
PayPal
Pfizer Inc
Philips
PIMCO
Point Judith Capital
Pratt & Whitney
Price Waterhouse Coopers
Procter & Gamble
PRTM Management Consultants
PSEG - Public Service Enterprise
Group
PwC Advisory
Q-Bank
Quantum Reservoir Impact
Rabin Martin
Raytheon
REDF
Redstar Ventures
Regeneron Pharmaceuticals
The Related Companies
Reliance Industries
Rest Devices
Revere Partners
Robert W. Baird & Co.
Rocket Fuel
Rocket Internet
Rockwell Automation
Roubini Global Economics
Rustic Canyon Partners
RW Baird
Sabadell
Salesforce.com
Samamsource
Samsung Electronics
Samsung Global Strategy Group
Samsung Information Systems
America
Samsung Mobile
SanDisk
Sanofi
Sanofi Group: Sanofi & Genzyme
SAP America
Scripted
SCVNGR
Sealed Air Corporation
Sears Holdings Corporation
Siam Cement Group

Siemens AG
Siemens Management Consulting
Simon-Kucher and Partners
Simple Tuition
Smith & Nephew
Social Finance
SSG Advisors, LLC
St. Jude Medical
Staples
State Street Global Advisors
Stax
Steinbock Financial Group
StubHub
Stylitics
SunEdison, LLC
Symantec Corporation
Thermo Fisher Scientific
Thomson Reuters
TinyCo
Trafigura Beheer B.V.
Trionworlds.
TripAdvisor
Turan Advisors
U.S. Department of Energy
UBS
Union Pacific
United Nations Development
Programme
Univision
Vanguard
Variant Capital
Vecna Technologies
Verizon Communications
Vertex Pharmaceuticals
Vinci Partners
Visa
Visible Measures
VMware
Volaris
Wal-Mart
Waste Management
Waters Corporation
Wellington Management
Company
Wells Fargo & Company
Wellspring Consulting
Windhorse Capital Management
World Economic Forum USA
World Food Program
Yammer
Yoxi

*LGO Partner during 2011-2012 academic year.

Bold = Employers hiring three or more MIT Sloan MBA students for full-time and/or summer positions.