Employment Report
MBA Class of 2013

MBA Class of 2013 Overview: Full-time

Class of 2013 Profile[1]

Number of Candidates	404
U.S. Citizens	59%
Non-U.S. Citizens	41%
Women	39%
Median GMAT Score	710
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 2013 MBA Employment Profile[2]

	Number	Percent
Seeking Employment	309	79.2
Not Seeking Employment	80	20.5
Starting own Business	37	9.5
Sponsored & Returning to company	35	9.0
Postponing job search	5	1.3
Other reason for not seeking	3	0.8
No information available	1	0.3
Total Graduates	390	100

[2] All information based on data reported by students.

Employment Overview[3]

Mean Base Salary	$119,639
Median Base Salary	$120,000
Range of Base Salary[4]	$60,000–$165,000

[3] Full-time employment statistics based on job acceptances. 86.3% of reported acceptances included usable salary information.

Top Hirers of MBA Class of 2013

McKinsey & Company (22)
Bain & Company (21)
Amazon (16)
Boston Consulting Group (14)
Microsoft (7)
Nike (7)
Apple (6)
Deloitte Consulting (6)
Goldman Sachs (5)
Google (5)

MBA Class of 2013 Salary Figures: Full-time

Class of 2013 MBA Base Salary by Industry[1]

Industry	Percent	Mean	Median	Low	High
Service Industries	**72.6%**	**$121,961**	**$125,000**	**$65,000**	**$170,000**
Consulting	31.9%	$128,715	$135,000	$81,000	$150,000
Software/Internet	12.2%	$118,292	$115,000	$100,000	$135,000
Retail	10.0%	$113,577	$115,000	$100,000	$130,000
Investment Banking / Brokerage	8.1%	$104,095	$100,000	$100,000	$127,000
Private Equity	3.0%	$128,500	$134,000	$70,000	$165,000
Venture Capital	3.0%	$136,429	$135,000	$120,000	$155,000
Media/Entertainment/Sports	2.2%	$125,000	$125,000	$110,000	$140,000
Investment Management	1.5%	$101,667	$115,000	$65,000	$125,000
Diversified Financial Services	0.7%	$117,500	$117,500	$110,000	$125,000
Manufacturing Industries	**23.3%**	**$116,359**	**$117,500**	**$60,000**	**$160,000**
Computers/Electronics	6.3%	$120,900	$120,000	$109,000	$135,000
Pharmaceutical/Healthcare/Biotechnology	4.8%	$113,262	$117,500	$60,000	$135,400
Consumer Products	3.7%	$102,000	$113,000	$80,000	$120,000
Manufacturing: Other[2]	3.3%	$118,571	$110,000	$90,000	$160,000
Oil/Energy	2.9%	$128,400	$130,000	$110,000	$142,000
Automotive/Aerospace	2.2%	-[3]	-	-	-
Government/Nonprofit	**2.2%**	**$91,000**	**$85,000**	**$68,000**	**$140,000**
Other	**1.9%**	**-**	**-**	**-**	**-**

[1] All salary data based on reported compensation.
[2] Manufacturing: Other includes Manufacturing, Telecommunications and Transportation/Equipment/Defense industries.
[3] Dash indicates fewer than three people or less than 1% reported salary information.

Class of 2013 MBA Base Salary by Job Function

Function	Percent	Mean	Median	Low	High
Consulting/Strategic Planning	38.9%	$126,033	$135,000	$68,000	$150,000
Finance (total)	**18.5%**	**$111,864**	**$100,000**	**$65,000**	**$165,000**
Finance: Other[1]	7.0%	$109,812	$112,000	$70,000	$165,000
Finance: Investment Banking	4.8%	$100,000	$100,000	$100,000	$100,000
Finance: Investment Management	2.2%	$111,600	$115,000	$65,000	$140,000
Finance: Venture Capital	3.0%	$140,000	$150,000	$120,000	$155,000
Finance: Private Client Services/Wealth Mgmt	1.5%	-[2]	-	-	-
Operations/Project Management	11.9%	$118,311	$117,000	$80,000	$160,000
Leadership Development Program/General Management	10.4%	$114,648	$115,000	$85,000	$140,000
Product Management/Development	8.1%	$121,944	$120,000	$108,000	$140,000
Marketing/Sales	7.8%	$114,714	$112,000	$100,000	$130,000
Business Development	2.6%	$124,250	$131,000	$100,000	$135,000
Other	1.8%	$92,500	$95,000	$60,000	$120,000

[1] Finance/Other includes corporate finance, research and treasury.
[2] Dash indicates fewer than three people or less than 1% reported salary information.

Top Industries

	2011	2012	2013
Consulting	33.7%	29.2%	31.9%
High Technology*	19.8%	16.8%	19.2%
Retail	4.0%	10.2%	10.0%

*Includes Computers/Electronics, Software/Internet and Telecommunications

Top Functions

	2011	2012	2013
Consulting/Strategic Planning	38.8%	35.4%	38.9%
Finance	18.3%	24.3%	18.5%
Operations/Project Management	8.8%	9.5%	11.9%

Class of 2013 MBA Base Salary by Geographic Location

Location	Percent	Mean	Median	Low	High
North America	87.8%	$119,763	$120,000	$60,000	$165,000
Northeast[1]	35.6%	$119,833	$125,000	$60,000	$165,000
Metro Boston	16.7%	$128,846	$135,000	$65,000	$165,000
Metro NYC	15.9%	$113,600	$113,000	$68,000	$140,000
West	29.3%	$119,626	$117,500	$100,000	$142,000
San Francisco Bay Area	17.0%	$121,492	$120,000	$100,000	$142,000
Southwest	7.4%	$123,125	$130,000	$80,000	$140,000
South	5.6%	$116,923	$115,000	$100,000	$135,000
Mid-Atlantic	4.8%	$114,654	$112,500	$85,000	$160,000
Midwest	3.3%	$120,111	$118,000	$100,000	$135,000
Mexico	1.1%	-[2]	-	-	-
Canada	0.7%	-	-	-	-
Rest of the World	**12.2%**	**$120,404**	**$125,000**	**$70,000**	**$150,000**
Europe including UK	4.1%	$124,014	$127,000	$81,000	$150,000
United Kingdom	1.9%	-	-	-	-
Latin America & the Caribbean	4.1%	$114,900	$120,000	$70,000	$135,000
Asia	3.7%	$122,571	$135,000	$85,000	$150,000
Oceana	0.4%	-	-	-	-

[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 2013 MBA Base Salary by Undergraduate Major[1]

Major	Percent	Mean	Median	Low	High
Business	25.8%	$113,973	$115,000	$70,000	$150,000
Engineering	30.7%	$122,022	$120,000	$60,000	$160,000
Science & Mathematics	11.1%	$118,350	$122,500	$65,000	$140,000
Social Sciences & Humanities	32.4%	$121,750	$122,000	$65,000	$165,000

[1] Percentages from class profile.

Class of 2013 MBA Base Salary by Professional Experience

Years of Experience	Percent	Mean	Median	Low	High
Less than one year	1.5%	-[1]	-	-	-
More than one year, up to 3 years	11.1%	$112,846	$113,500	$65,000	$150,000
More than three years, up to 5 years	45.6%	$119,484	$118,000	$70,000	$165,000
More than 5 years	41.8%	$121,583	$123,500	$60,000	$155,000

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

Signing Bonus Received by Job Function[1]

Job Function	Percent	Mean	Median	Low	High
Leadership Development Program/General Management	78.6%	$25,477	$25,000	$10,000	$47,500
Private Client Services / Wealth Mgmt	75.0%	$36,000	$40,000	$21,000	$47,000
Product Management/Development	68.2%	$23,800	$25,000	$8,000	$45,000
Consulting/Strategic Planning	67.6%	$22,789	$25,000	$2,500	$40,000
Operations/Project Management	65.6%	$25,318	$23,500	$15,000	$45,000
Investment Banking	61.5%	$47,125	$50,000	$40,000	$57,000
Marketing/Sales	33.3%	$29,071	$20,000	$13,500	$50,000
Finance: Other[2]	32.0%	$28,125	$27,500	$10,000	$50,000

[1] 68.2% 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] Finance: Other includes corporate finance and venture capital.

Other Guaranteed Compensation

Percent Reporting	Mean	Median	Range
16.7%	$31,238	$26,000	$8,500–$130,000

Class of 2013 MBA Timing of Job Offers

	At Graduation	Three Months after Graduation
Percent of Students	86.4%	92.2%

Class of 2013 MBA Timing of Job Acceptances[1]

	At Graduation	Three Months after Graduation
Percent of Students	80.1%	87.4%

[1] Six graduates, representing 1.5% of graduates, reneged on an accepted offer.

Class of 2013 MBA Reason for Accepting Position

Reason	Percent
Growth Potential	30.4%
Industry	16.7%
Job Function	15.2%
Job Content	12.4%
People/Corporate Culture	10.9%
Prestige of Firm	6.5%
Location	4.5%
Compensation	1.7%
Other	1.7%

Class of 2013 MBA Source of Job

Source of Job	Percent
School Facilitated Activities	**80.8%**
Summer Internship	34.8%
Interviews scheduled through on-campus recruiting	33.7%
Faculty/CDO/Sloan student referral	1.1%
Job Postings (MIT or Sloan)	5.2%
Alumni	3.0%
MIT/Sloan sponsored events	2.6%
Resume database, resume referrals	0.4%
Student-Facilitated Activities	**18.2%**
Personal Network	13.0%
Contacted directly	3.7%
Previous Employer (before attending MIT Sloan)	1.1%
Newspaper, magazine, internet job boards	0.4%
Other	**1.0%**

Employers Hiring Members of the MBA Classes of 2013 and 2014

3M
A.T. Kearney
Abraaj
Adobe Systems
AGC Partners
AIG (American International Group)
Altman Vilandrie & Company
Amazon*
American Airlines
American Industrial Partners
Amgen*
Analysis Group
Anheuser-Busch InBev
Apple Inc.
Applied Materials
athenahealth
Autodesk
Bain & Company
Banco Santander
Bank of America Merrill Lynch
Barclays
Bessemer Venture Partners
Biogen Idec
BloomReach
Boeing*
Booz & Company
Bose Corporation
Boston Consulting Group
Boston Millennia Partners
Boston Properties
Boston Scientific
Box
BP
BTG Pactual
Burger King Corporation
Capgemini Consulting
Cargill Inc.
Cencosud SA
Censeo Consulting Group
Charmer Sunbelt Group
Chartis Group
Cisco Systems
Citadel
Citi
Colfax Corporation
Corning
Credit Suisse
CSMG Global
CVS Caremark
Cyrela
Dalberg Global Development Advisors
Decision Resources
Dell*
Deloitte Consulting
Deutsche Bank
Digitas
DIRECTV
Disney ABC Television Group
DuPont
eBay
Education Pioneers
Eli Lilly and Company
EMC Corporation
EMP Latin America
Environmental Defense Fund
Equity Investment Bank
Ericsson
ExxonMobil Corporation
Facebook
Fidelity Investments
Frankel Group
Gap
Gartner
Genentech
General Electric
GMCR Keurig
Goldman Sachs Group, Inc.
Google
Groupon
HarbourVest Partners
Honeywell International
IBM
IDEO
iGATE Technologies
Infosys, Limited
Innosight
InsightSquared
Intel Corporation
Interbrand
International Finance Corporation
World Bank Group
Intuit
JPMorgan Chase
Juniper Networks
Kimberly-Clark*
L.E.K. Consulting
LeapFrog Enterprises
LessonFace.com
LevelUp
Liberty Mutual Insurance
Lincoln Center for the Performing Arts
LinkedIn
Loomis Sayles & Co.
Major League Baseball
Mango Fund
Massachusetts General Hospital*
MC10
McKinsey & Company
MGM Resorts
Microsoft Corporation
Mondelez International Inc.
Morgan Stanley
Nanda Home
NextEra Energy
Nike*
Nissan Motor Company
Novartis*
OC&C Strategy Consultants
Oliver Wyman Group
Omidyar Network
Pacific Gas & Electric (PG&E)
Paramount Pictures
Parthenon Group
PayPal
Pfizer*
Phoenix Suns
PIMCO
Planetary Resources
Procter & Gamble
PwC Advisory
Quantcast
Raytheon*
Redstar Ventures
Reformation
Regeneron Pharmaceuticals
Richard Chandler Corporation
Riot Games
Robert W. Baird & Co.
Rocket Internet
Roll Global
Samsung Global Strategy Group
SanDisk
Sanofi Group*
Schlumberger Business Consulting
Sears Holdings Corporation
Smith & Nephew
SoFi
Splunk
SunEdison
Synchrony Venture Management
Teach for America

Telefonica
Telsey Advisory Group
theAudience
Tough Mudder
TripAdvisor
UBS
UMT Consulting
United Nations Population Fund
United Technologies Corporation*
Univision
URS
Verizon Wireless
Viking Global Investors
VMware
Walmart
Walt Disney Company
Wellington Management Company
Wellspring Consulting
Wolverine Worldwide
World Wildlife Fund
XL Hybrids
Yahoo!
Zipcar
Zynga

Bold = Employers hiring three or more MIT Sloan MBA students for full-time and/or summer positions.
*LGO Partner during 2012-2013 academic year.

Accuracy in Reporting Employment Statistics

The MIT Sloan School of Management adheres to the MBA Career Services & Employer Alliance (MBA CSEA) Standards for Reporting MBA Employment Statistics (mbacsea.org). Conformance to this business school industry standard ensures accurate and comparable employment data. Currently, the majority of the leading MBA programs adhere to these accepted reporting standards. MIT Sloan takes a leadership role to promote the importance of accurate and comparable employment and salary statistics to prospective students and employers.

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