

Career Development Centre

Schulich School of Business

MBA/IMBA 2016

Employment Report



JP Del Carmen (MBA '16)
Associate Marketing Manager, General Mills

Congratulations on graduating from the
Schulich School of Business!

With the rigourous education and training
you have received, yours is a future of
endless possibility and potential.

TABLE OF CONTENTS

- 1** Recruiting at Schulich
- 2** Compensation by Industry
- 2** Class of 2016 at a Glance
- 3** Compensation by Function
- 4** Companies Recruiting at Schulich
- 8** Meet the Career Development Centre Team

Recruiting at Schulich

“We work to understand your needs and help you develop strategies to make sure you stand out in an increasingly competitive marketplace.”

The Career Development Centre is here to help you find the right fit with the right company or organization. In the past year we have gone through some restructuring to better align our core services with Schulich’s extensive range of MBA specializations and programs and to better service the career objectives of our students and newest graduates.

The good news is Schulich graduates continue to thrive in today’s increasingly competitive job market due to diverse perspectives, innovative programs and global reach of Canada’s preeminent business school.

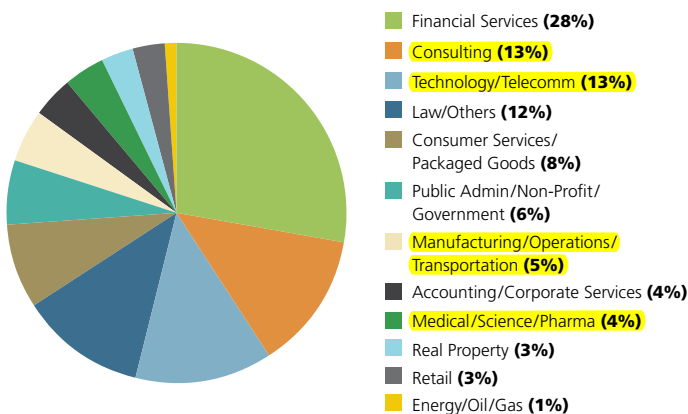


Robert Hines, JD

Executive Director, Career Development Centre, Schulich School of Business

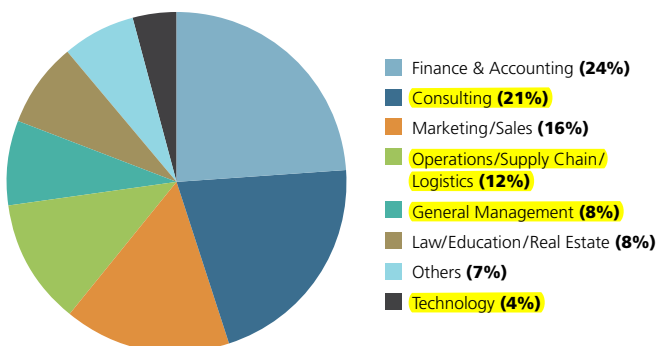
CLASS OF 2016

EMPLOYMENT BY INDUSTRY



CLASS OF 2016

EMPLOYMENT BY FUNCTION



CLASS OF 2016

GRADUATE EMPLOYMENT AT A GLANCE

89% of students were hired within 3 months of graduation

92% of students participated in the survey

\$91,860*

Average salary (includes base salary and other guaranteed compensation)

\$12,050**
Average signing bonus

\$60,000 - \$175,000
Salary range

140

Number of companies that hired Schulich MBA/IMBA students

These results are for full-time graduate-level students only and do not include part-time MBAs, EMBA, other Master level programs and signing bonuses.

* For those who reported salary numbers.

** For those who reported signing bonus.

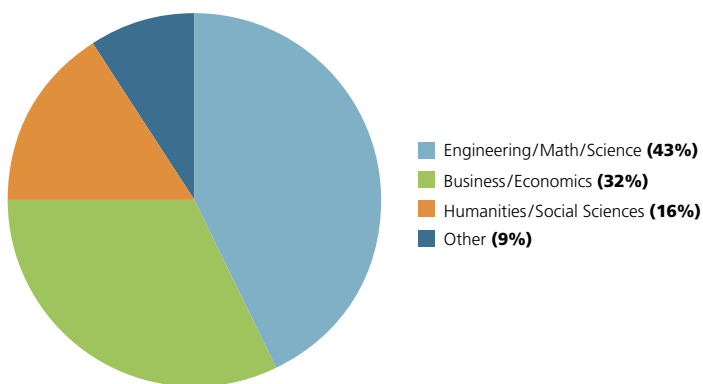
Compensation by Industry

INDUSTRY	SALARY (\$)			
	Average	Minimum	Maximum	Median
FINANCIAL SERVICES	86,737	70,000	100,000	90,000
CONSULTING	95,734	72,000	120,000	97,500
TECHNOLOGY / TELECOMM	102,471	60,000	175,000	88,500
LAW / OTHERS	92,536	77,500	120,000	95,000
CONSUMER SERVICES / PACKAGED GOODS	88,967	70,000	140,000	87,500
PUBLIC ADMINISTRATION / NON-PROFIT / GOVERNMENT	84,125	70,000	100,000	85,000
MANUFACTURING / OPERATIONS / TRANSPORTATION	81,889	70,000	90,000	82,500
ACCOUNTING / CORPORATE SERVICES	93,278	80,000	120,000	89,000
MEDICAL / SCIENCE / PHARMA	84,281	72,500	95,000	85,250
REAL PROPERTY	84,833	70,000	95,000	84,750
RETAIL	83,800	77,500	95,000	82,500
ENERGY / OIL / GAS	94,000	-	-	-

Dash (-) represents insufficient data points.

Class of 2016 at a Glance

MBA STUDENT UNDERGRADUATE DEGREE BACKGROUNDS



Average Age	29
Average Years of Work Experience	5
Average GMAT	660
GMAT Range	550-780
Average GPA	3.3/4.0 (B+)
Male Students	68%
Female Students	32%
International Students	50%

Compensation by Function

INDUSTRY	SALARY (\$)			
	Average	Minimum	Maximum	Median
FINANCE & ACCOUNTING				
Financial Analyst	79,100	70,000	92,500	73,000
Capital Markets / IB	98,125	80,000	100,000	94,500
Leadership Programs	91,875	85,000	95,000	91,500
Retail / Commercial Banking	80,583	70,000	88,000	82,500
Risk Management	87,311	75,300	95,000	90,000
Corporate Finance	116,667	-	-	-
Portfolio Management	89,400	77,000	100,000	90,000
Other	88,500	75,000	100,000	89,500
Accounting	86,500	-	-	-
Total	88,996	70,000	100,000	90,000
CONSULTING				
Management / Strategy	100,031	87,000	120,000	97,750
Technology	90,765	68,000	120,000	92,500
Other	88,889	77,000	95,000	91,000
Total	93,893	68,000	120,000	95,000
MARKETING / SALES				
Brand / Product Management	87,563	73,000	95,000	89,000
Marketing Management / Other	82,200	70,000	95,000	80,000
Sales / Business Development	92,023	70,000	160,000	85,000
Total	86,477	70,000	160,000	85,000
GENERAL MANAGEMENT	85,583	72,000	100,000	85,000
TECHNOLOGY	88,722	60,000	175,000	97,500
OPERATIONS / SUPPLY CHAIN / LOGISTICS	101,826	70,000	150,000	95,000
LAW / EDUCATION / REAL ESTATE	83,318	70,000	95,000	82,500
OTHERS	92,292	85,750	95,000	95,000

Dash (-) represents insufficient data points.



Companies Recruiting at Schulich

A

Accenture

Accenture Canada

ACF Associates
Air Canada Inc.
Aislelabs
Alertdriving
Alternia Savings
Alvista Financial Inc.

Amazon.com

Axiom

B

Bank of Canada – Banque du
Canada
Baxter Corporation
Beaute Prestige International
Bell Canada
Bench Capital
Bennett Jones LLP

Blackberry
Blake Cassels & Graydon
BMO Capital Markets
BMO Financial Group
Book4Time
Borden Ladner Gervais
Brookfield Global Integrated
Solutions
Brunswick News

C

Cadillac Fairview
Cameron Stephens Mortgage
Capital Ltd.
Canaccord Genuity
Canada Bread Company
Canada Post
Canada Vietnam Society
Canadian Tire Corporation, Ltd.
Capco

Capstone Infrastructure Corp.
Cardinal Health
Carpe Diem Auto Group
Cassels Brock & Blackwell
CGI
Chad Management Group
Chartered Professional
Accountants of Ontario (CPA)
CHEP Canada Ltd.
CIBC
Cidel Financial Group
Cognizant
Convergence
Corby Spirit and Wine
Cossette
Cravath, Swaine & Moore
Curtis International

D

D+H
Daishin Securities
Datec Coating
Decentral
Deloitte
Deloitte Consulting
Deutsche Post DHL
Digital Specialty Chemicals (DSC)
Donnelly Management Advisory
Services Limited
Dream
Dundee Securities
Dynacare

“The Schulich MBA opened up a whole new level of strategic thinking and helped lay the groundwork for the international career I enjoy today.”

Alexander Barclay (MBA '16)
Investment Manager, MaRS Discovery District



E
 EdgePoint Wealth Management
 EFESO Consulting
Eli Lilly Canada Inc.
 Ellis Don
 Empire Communities
 Energizer Holdings Inc.
EY
Ernst & Young Advisory
 ExxonMobil

F
 Fieldgate Homes
 Fiera Capital Corporation
 Firma Foreign Exchange
 First Capital
 Focus America
 Free Geek Toronto (FGT)
 Freedom 55 Financial

G
 Gate Gourmet
 General Mills Canada Corporation
 Global Finance Fund Inc.
 Government of Canada
 Government of Pakistan
 Gowlings
 Gravitas Financial
 GreenOwl Mobile
 GreenSpace Brands
 Greystone Managed
 Investments Inc.
 Groupe Maskatel LP
 Grow Financial
 GSK

H
 Harris & Harris LLP
 Hillsdale Investment
 Management Inc.
 HirePower

Hollis Wealth
 Home Depot Canada
 Hospital for Sick Kids
 HSBC Bank Canada

I
IBM Canada Ltd.
IBM Global Business Services
 ICICI BANK
 Imperial
 Innoweave
 Intact Insurance
 Intangent
 Invesco Hong King Limited
 Investment Funds Institute of
 Canada

J
Johnson & Johnson Inc.

K
 Kellogg Canada
 KEV Group
 KIK Custom Goods
KPMG
KPMG Advisory Services
 Kraft Heinz
 Kruger Products L.P.

L
 Labatt Breweries
 The Lavin Agency
 LEVEL5 Strategy Group
 Loblaw
 Lombardi Media Corporation
 Loopstra Nixon LLP

“The Schulich IMBA provides business insights from some of the world’s best professors and the opportunity to network with industry leaders.”

Regina Muggenburg Esteinou (IMBA '16)
 International Associate, Scotiabank



Companies Recruiting at Schulich *(continued)*

M

Manitou Investment Management Ltd.
 Manulife Financial
 Maple Leaf Foods
MaRS Discovery
 Mattamy Homes Ltd.
 Mercer
 Metalogix
 Metroland Media
 Mindray
 Ministry of Finance
Ministry of Health and Long-Term Care
 Ministry of Transportation: Government of Ontario
 Monitor Deloitte
Morgan Stanley Canada Limited
 Mortgage Professionals Canada
Mount Sinai Hospital

N

National Bank Financial
 NewAge Products
 NLC Recruiting and Consulting Inc.
 Northstream Capital
 Nudestix Inc.

O

Obero Solutions
 Office of the Superintendent of Financial Institutions
 Oldfield, Greaves, D'Agostino
 Ontario Securities Commission
 OPTIMUS | SBR
 Osler Hoskin & Harcourt LLP
 OTEC (Ontario Tourism Education Corporation)
 Owens Wright LLP

P

Pacer Air Freight
 Panalpina
 Parmalat Canada
 PDAC
 Peel District School Board
 PhanrAchieve Corp.
Porsche Canada
Procter & Gamble Inc.
 Progistix Solutions
 Proteocyte Diagnostics
PwC Canada
 PWO Canada
 Pycap Venture Partners

R

Randstad
 Raymond James Finance Company of Canada Ltd.
 RBC Capital Markets
 Reliance Comfort Limited Partnership
 Resolver Inc.
 Resturant Brands International
 Rexall Pharma Plus
 Richter Advisory Group Inc.
 Rogers Communications Inc.
 Rolta Canada
 Ronco
 Rosedale Academy
 Royal Bank of Canada



“With today’s shifting business realities, the Schulich MBA gives you the insights and training to transform disruption into a competitive edge.”

David Thibault (MBA '15)
 Client Executive, Retail & CPG Industry, IBM Canada

S

Sandoz
 SAP
 Scotiabank
 ScotiaMcLeod
 Shearman & Sterling LLP
 SHI Consulting
 Shoppers Drug Mart
 Siegwark
Siemens Canada Ltd.
 Sienna Senior Living
 Simeio Solutions
 SPP Canada Aircraft, Inc.
 Sprucegrove Investment
 Management Ltd.
 State Street Corporation
 SteriMax Inc.
 Stetron Global
 Stoakley-Stewart Consultants Ltd.
 Strayer@work
 Sun Life Financial

T

TD Bank Group
 TD Canada Trust
 TD Commercial Banking
 TD Securities Inc.
 TD Wealth Management
 TELUS Communications Inc.
The Boston Consulting Group
 The Emirates Group
The Hatch Group
 The Regional Municipality of York
 Thomson Reuters
Tim Hortons
Toronto East General Hospital
 Toronto Research Chemicals Inc.
 Toronto Star
Toshiba of Canada Limited
 Trident Consulting
 TubeMoghul

U

Uplevel Solutions
 Urbery

V

Vault
 Vision Critical

W

Walmart Canada
 Waverley Corporate Financial
 Services Ltd.
 Wealth One Bank of Canada
 Western Economic Diversification
 Canada
 Weston Foods
 World Vision Canada
 World Wide Logistics

Y

Yakidoo
 Yamana Gold
 York Region
 York University

“With a choice of specializations, international opportunities and the option to switch between full and part-time, the Schulich MBA fit my career goals.”

Iris Shamrony (MBA '13)
 Marketing Manager, Customer Experience
 and Innovation, TD Bank



Meet the Career Development Centre Team

WE BRING EXPERTISE FROM MANY DIFFERENT INDUSTRIES TO OUR WORK AT THE CAREER DEVELOPMENT CENTRE:

Accounting Consulting Retail & Sales
Banking & Finance Entrepreneurship Technology
Consumer Health Care
Packaged Goods

OUR ADVISORS AVERAGE MORE THAN:

11 years
experience

TEAM LEADERSHIP



Robert Hines, JD
Executive Director



Minoo Bhutani, MBA, ACC
Director



Phanindra Deonandan, MPA, ACC
Associate Director



Lyla Korhani, MBA, ACC
Associate Director

CLIENT SERVICES



Sybil Massey, BA
Client Services Team Lead
Client Services Workflow and On-line Resources



Khushbu Chokshi, BAS
Recruitment / Events Coordinator
Recruitment Activities and Events



Rose Lucibello, BA
Recruitment / Events Coordinator
Recruitment Activities and Events



Michelle Trieu
Career Centre Assistant
Front Desk Support

ADMINISTRATION



Michelle Steiner, BA, B.Ed.
Administrative Assistant to the Executive Director
Administrative Support

INDUSTRY ADVISORS / CAREER COACHES



Kathrin Bohr, MBA

Industry Advisor

*Public Sector / Sustainability /
Social Sector*



Victoria Cabral, BSc

Industry Advisor

*Financial Services / Insurance /
Master of Finance*



Diana Caradonna, BHRM, ACC

Industry Advisor

Accounting / Master of Accounting



Mark Freedman, MBA

Specialist

Consulting / Case Prep



Paul Irwin, CHRP

Industry Advisor

Health Care



Lisa Keenan, MBA, CHRL

Industry Advisor

Operations / Retail / Telecom



Amir Khan, BA, ACC

Industry Advisor

*CPG / Marketing & Sales /
Master of Management*



Mike Nadal, ACC

Industry Advisor

Banking / Master of Finance



Bonnie Wong, BCom, CHRL

Industry Advisor

Marketing / Technology

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