2012
EMPLOYMENT REPORT
Vanderbilt MBA
To Friends and Associates of Owen,

We are pleased to present the Vanderbilt MBA Employment Report for the Classes of 2012 and 2013.

Students continue to post hiring gains according to the annual performance metrics kept by the Career Management Center. Accepted offers at graduation and 90 days after graduation both increased by five percentage points over the prior year. In total, 92 percent of the Class of 2012 received at least one offer 90 days after graduation. The median base salary advanced to $92,000, while the median signing bonus held steady at $15,000. Geographically, the West Coast once again proved a popular destination for 2012 graduates, surging to 21 percent of accepted offers.

The strong recruiting year also helped bolster several new CMC initiatives. A series of career treks based on industry and location yielded significant new opportunities. At the same time, efforts to increase on-campus recruiting paid off with a 20 percent increase over last year.

Despite remaining uncertainty and weakness in the world economy, we expect the gains seen in academic year 2011-12 to continue into the current year.

Sincerely,

Read D. McNamara
Executive Director, Career Management Center
615.322.6176
read.mcnamara@owen.vanderbilt.edu

RecruitAtOwen.com
Visit our website for these useful recruiting tools and more:
• View and order MBA Resume Books
• Post MBA intern or full-time positions
• Post executive jobs (free service!)

This report conforms to the MBA Career Services Council Standards for reporting MBA employment statistics.


Class of 2013 Profile

<table>
<thead>
<tr>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Number of Students</td>
<td>166</td>
</tr>
<tr>
<td>Number of Students Not Seeking an Internship</td>
<td>21</td>
</tr>
<tr>
<td>Number of Students Seeking an Internship</td>
<td>144</td>
</tr>
<tr>
<td>Number of Students Not Reporting Information</td>
<td>1</td>
</tr>
<tr>
<td>Number of Students Accepting an Internship</td>
<td>143</td>
</tr>
</tbody>
</table>

Class of 2013 Internship Statistics

Internship Salary Data

Mean Monthly Salary $5,809
Median Monthly Salary $5,770
Monthly Salary Range $1,000-$13,333
Internships That Were Paid 93%
Percent of Seeking Students with an Internship 99%

<table>
<thead>
<tr>
<th>Job Function</th>
<th>Percent</th>
<th>Monthly Low</th>
<th>Monthly Mean</th>
<th>Monthly Median</th>
<th>Monthly High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>14%</td>
<td>$6,887</td>
<td>$6,500</td>
<td>$2,400</td>
<td>$10,800</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>33%</td>
<td>$6,512</td>
<td>$7,000</td>
<td>$1,500</td>
<td>$8,334</td>
</tr>
<tr>
<td>General Management</td>
<td>8%</td>
<td>$4,722</td>
<td>$5,000</td>
<td>$3,000</td>
<td>$6,600</td>
</tr>
<tr>
<td>Human Resources</td>
<td>6%</td>
<td>$6,408</td>
<td>$6,587</td>
<td>$6,000</td>
<td>$6,700</td>
</tr>
<tr>
<td>Management Information Systems</td>
<td>1%</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Marketing</td>
<td>24%</td>
<td>$4,721</td>
<td>$4,730</td>
<td>$1,000</td>
<td>$8,000</td>
</tr>
<tr>
<td>Operations</td>
<td>6%</td>
<td>$4,749</td>
<td>$4,500</td>
<td>$2,400</td>
<td>$7,792</td>
</tr>
<tr>
<td>Other</td>
<td>8%</td>
<td>$5,983</td>
<td>$5,100</td>
<td>$3,000</td>
<td>$13,333</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Monthly Low</th>
<th>Monthly Mean</th>
<th>Monthly Median</th>
<th>Monthly High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>7%</td>
<td>$7,678</td>
<td>$10,000</td>
<td>$2,400</td>
<td>$10,800</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>16%</td>
<td>$5,274</td>
<td>$4,400</td>
<td>$1,750</td>
<td>$8,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>18%</td>
<td>$7,250</td>
<td>$8,200</td>
<td>$1,500</td>
<td>$8,334</td>
</tr>
<tr>
<td>Government</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Healthcare Services / Healthcare Providers</td>
<td>16%</td>
<td>$4,866</td>
<td>$4,320</td>
<td>$2,400</td>
<td>$10,500</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>7%</td>
<td>$5,160</td>
<td>$6,000</td>
<td>$3,480</td>
<td>$6,000</td>
</tr>
<tr>
<td>Media/Entertainment/Hospitality</td>
<td>2%</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-Profit</td>
<td>1%</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>6%</td>
<td>$5,620</td>
<td>$4,507</td>
<td>$3,000</td>
<td>$13,333</td>
</tr>
<tr>
<td>Petroleum /Energy</td>
<td>6%</td>
<td>$6,846</td>
<td>$7,696</td>
<td>$5,000</td>
<td>$7,792</td>
</tr>
<tr>
<td>Pharma/Biotech/Healthcare Device</td>
<td>6%</td>
<td>$5,264</td>
<td>$5,846</td>
<td>$3,500</td>
<td>$6,000</td>
</tr>
<tr>
<td>Real Estate</td>
<td>2%</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technology</td>
<td>13%</td>
<td>$5,066</td>
<td>$5,400</td>
<td>$1,000</td>
<td>$6,700</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Geographic Region</th>
<th>Percent</th>
<th>Monthly Low</th>
<th>Monthly Mean</th>
<th>Monthly Median</th>
<th>Monthly High</th>
</tr>
</thead>
<tbody>
<tr>
<td>International</td>
<td>4%</td>
<td>$6,500</td>
<td>$6,000</td>
<td>$3,500</td>
<td>$10,000</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>4%</td>
<td>$5,977</td>
<td>$7,500</td>
<td>$1,750</td>
<td>$8,334</td>
</tr>
<tr>
<td>Midwest</td>
<td>10%</td>
<td>$6,060</td>
<td>$6,000</td>
<td>$4,960</td>
<td>$7,200</td>
</tr>
<tr>
<td>Northeast</td>
<td>13%</td>
<td>$7,497</td>
<td>$8,317</td>
<td>$1,000</td>
<td>$13,333</td>
</tr>
<tr>
<td>South</td>
<td>45%</td>
<td>$4,804</td>
<td>$4,500</td>
<td>$1,500</td>
<td>$10,800</td>
</tr>
<tr>
<td>Southwest</td>
<td>11%</td>
<td>$6,862</td>
<td>$7,100</td>
<td>$3,000</td>
<td>$10,500</td>
</tr>
<tr>
<td>West</td>
<td>11%</td>
<td>$6,355</td>
<td>$6,493</td>
<td>$2,000</td>
<td>$10,500</td>
</tr>
<tr>
<td>U.S. Possessions</td>
<td>1%</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater Nashville</td>
<td>31%</td>
<td>$4,158</td>
<td>$4,320</td>
<td>$1,500</td>
<td>$10,000</td>
</tr>
</tbody>
</table>

Top Metro Areas

Nashville
New York
Los Angeles
Atlanta
Austin
San Francisco

Top Hiring Companies

Goldman, Sachs & Company
Asurion
Nissan North America
VUMC/Vanderbilt Children’s Hospital
Deloitte Consulting
ExxonMobil
FedEx
Mattel
Procter & Gamble

Source of Internships

<table>
<thead>
<tr>
<th>School-Facilitated Activities</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scheduled Interviews on Campus</td>
<td>46%</td>
</tr>
<tr>
<td>Resume Drop/Job Posting</td>
<td>11%</td>
</tr>
<tr>
<td>Alumni Referral</td>
<td>7%</td>
</tr>
<tr>
<td>Job Fair such as NB MBA or NSH MBA</td>
<td>3%</td>
</tr>
<tr>
<td>Faculty Referral</td>
<td>3%</td>
</tr>
<tr>
<td>Owen Interview Event such as WCF, SEMBASIF, NYID</td>
<td>2%</td>
</tr>
<tr>
<td>Total</td>
<td>72%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Student-Facilitated Activities</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personal Network - Family and Friends</td>
<td>10%</td>
</tr>
<tr>
<td>Other Student-Initiated Activities</td>
<td>5%</td>
</tr>
<tr>
<td>Internet Job Posting</td>
<td>4%</td>
</tr>
<tr>
<td>Previous Employer</td>
<td>1%</td>
</tr>
<tr>
<td>Total</td>
<td>20%</td>
</tr>
<tr>
<td>No Information</td>
<td>8%</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
</tr>
</tbody>
</table>

“Our have been recruiting Owen students for more than seven years because they are prepared to meet Mattel’s business needs. The quality of candidates is outstanding; they are ambitious team players and prepared to take on new business challenges. When they arrive at Mattel, they make an immediate impact on the businesses that they are assigned, and demonstrate commitment for the long term.”

— Geoff Walker
Senior Vice President, Mattel, Inc.
## Salary Data

<table>
<thead>
<tr>
<th></th>
<th>Average</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Class</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Base Salary</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>U.S. Citizen/Perm. Res.</td>
<td>$94,713</td>
<td>$92,000</td>
<td>$50,000</td>
<td>$150,000</td>
</tr>
<tr>
<td>Foreign National</td>
<td>$105,750</td>
<td>$102,500</td>
<td>$88,000</td>
<td>$130,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$95,134</td>
<td>$92,000</td>
<td>$50,000</td>
<td>$150,000</td>
</tr>
<tr>
<td><strong>Signing Bonus</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>U.S. Citizen/Perm. Res.</td>
<td>$21,627</td>
<td>$15,000</td>
<td>$5,000</td>
<td>$60,000</td>
</tr>
<tr>
<td>Foreign National</td>
<td>$31,250</td>
<td>$30,000</td>
<td>$15,000</td>
<td>$50,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$22,219</td>
<td>$15,000</td>
<td>$5,000</td>
<td>$60,000</td>
</tr>
<tr>
<td><strong>Other Guaranteed Compensation</strong></td>
<td>$14,198</td>
<td>$9,050</td>
<td>$2,020</td>
<td>$60,000</td>
</tr>
<tr>
<td>Foreign National</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$14,198</td>
<td>$9,050</td>
<td>$2,020</td>
<td>$60,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Job Function</strong></th>
<th>Average</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Consulting</strong></td>
<td>$104,080</td>
<td>$95,000</td>
<td>$70,000</td>
<td>$150,000</td>
<td>27%</td>
</tr>
<tr>
<td>Finance</td>
<td>$91,871</td>
<td>$100,000</td>
<td>$50,000</td>
<td>$115,000</td>
<td>30%</td>
</tr>
<tr>
<td><strong>General Management</strong></td>
<td>$95,091</td>
<td>$90,000</td>
<td>$80,000</td>
<td>$115,000</td>
<td>9%</td>
</tr>
<tr>
<td>Human Resources</td>
<td>$90,071</td>
<td>$90,000</td>
<td>$85,000</td>
<td>$102,000</td>
<td>6%</td>
</tr>
<tr>
<td>Information Technology</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
<td>1%</td>
</tr>
<tr>
<td><strong>Marketing</strong></td>
<td>$93,886</td>
<td>$93,500</td>
<td>$68,000</td>
<td>$120,000</td>
<td>19%</td>
</tr>
<tr>
<td><strong>Operations Management</strong></td>
<td>$89,508</td>
<td>$86,025</td>
<td>$73,000</td>
<td>$109,000</td>
<td>7%</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
<td>1%</td>
</tr>
</tbody>
</table>

### Salary report is based upon usable salary information on 81% of those graduates who accepted a job.
## Geographic Placement

**Top Metros**
- Nashville
- New York
- Atlanta
- San Francisco
- Los Angeles
- Washington DC

**World Region**
- North America: 97%
- Asia: 2%
- Central America/Caribbean: 1%

## Salary Data

### Industry
- Consulting: $104,042
- Consumer Products: $91,333
- Financial Services: $98,611
- Government: Insufficient data
- Healthcare Services/Healthcare Providers: $87,556
- Manufacturing: $91,500
- Media/Entertainment/Lodging: $88,333
- Non-Profit: Insufficient data
- Petroleum/Energy: Insufficient data
- Pharmaceutical/Biotechnology/Healthcare Products: $103,000
- Real Estate: $72,000
- Technology: $95,289

### Geographic Placement
- North America: 97%
- Mid-Atlantic: 12%
- Midwest: 9%
- South: 39%
- Southwest: 9%
- West: 21%

### World Region
- North America: 97%
- Asia: 2%
- Central America/Caribbean: 1%

### North American Geographic Region
- Mid-Atlantic (PA, MD, VA, WV, DE, DC): $102,000
- Midwest (WI, MO, KS, IA, MN, NE, MI, OH, IN, ND, SD, IL): $93,500
- Northeast (ME, VT, NY, NH, CT, MA, NJ, RI): $99,214
- South (NC, SC, KY, TN, GA, FL, AL, AR): $92,573
- Southwest (CO, AZ, TX, OK, NM): $87,313
- West (CA, HI, WA, OR, AK, MT, ID, UT, NV, WY): $98,962
- Nashville Metro: $82,635

### Undergraduate Major
- Business: $94,683
- Technical: $94,915
- Other: $96,591

### Professional Experience
- One year or less: $88,000
- More than one year, up to three years: $90,561
- More than three years, up to five years: $96,924
- More than five years: $102,800

### Top Hiring Companies
- Deloitte
- Capgemini
- Credit Suisse
- Mars, Inc.
- Citi
- Goldman Sachs
- Nissan North America

### Class of 2012 Employment by Industry
- Consulting: 26%
- Financial Services: 19%
- Technology: 14%
- Consumer Products: 12%
- Healthcare Services/Providers: 7%
- Manufacturing: 5%
- Pharma/Biotech/Healthcare: 5%
- Media/Entertainment/Lodging: 3%
- Real Estate: 3%
- Petroleum/Energy: 2%
- Other: 2%
- Government: 1%
- Non-Profit: 1%

### Class of 2012 Employment by Job Function
- Finance: 30%
- Consulting: 27%
- Marketing: 19%
- General Management: 9%
- Operations Management: 7%
- Human Resources: 6%
- Information Technology: 1%
- Other: 1%

### Source of Accepted Offer

**School-Facilitated Activities**
- Internship - Originally Through School-Facilitated Activity: 29%
- Scheduled Interviews On-campus: 24%
- Job Fair such as NB MBA, NSH MBA: 6%
- Job Posting / Resume Drop: 5%
- Alumni Referral: 5%
- Faculty Referral: 2%
- Other School-Related Recruiting Activity: 1%
- Total: 72%

**Graduate Facilitated Activities**
- Personal Network - Family and Friends: 11%
- Other Student-Initiated Activities: 7%
- Graduate-Facilitated Internship at Company: 2%
- Third Party Sources / Executive Recruiters: 1%
- Internet Job Posting: 1%
- Total: 22%

**No Information**: 6%

**Total**: 100%
Employers Hiring Members of the Classes of 2012 and 2013

21st Century Oncology
3M
ACS
Adobe Systems
Aetna
Alan Mitchell and Associates
Altus Group
Amazon
American Airlines
American Pathology Partners
Amgen
Anheuser-Busch
AnyPerks
Arryve Consulting
Ascension Health
Asurion
AT&T
Bank of America Merrill Lynch
Blue Cross Blue Shield
Boston Consulting Group
Boyle Investment Company
Brown-Forman
C3 Consulting
C3 Presents
Caesars Entertainment
The Cambridge Group
Campbell Soup Company
Canrock Ventures
Capgemini
Cardinal Health
Chas. Hawkins Company
checked.in
Citi
Cleary Gull
The Coca-Cola Company
Community Health Systems
Connection Benefit Group
ConocoPhillips
Contigo Financial
Corporate Board Member
Council Capital
Cracker Barrel
Credit Suisse
Cummins
Davita
Dell
Deloitte & Touche
Deloitte Consulting
Denver Public Schools
Deutsche Bank
Digital Reasoning
DISH Network Corporation
Dixon Hughes Goodman
Dr. Pepper Snapple Group
DSI Renal
DuPont
ECG Management Consultants
Emdeon
Emerson
Energy Source Partners
Ernst & Young
ExxonMobil
Federal Reserve Bank of New York
FEDEX
Foamtec International
Founders Investment Bank
Freepoint Commodities
Gallup Consulting
The Gap
GE Healthcare
Gen Cap America
General Electric
General Mills
Goldman Sachs & Company
Guotaijunan
H. J. Heinz Company
Hanesbrands
Harpeth Capital
HCA Hospital Corporation of America
Hevelmet-Packard
Hill-Rom
Hilton Worldwide
Hospice Compassus
Houlihan Financial Research Group
Humana
Huron Consulting Group
IBM Business Consulting Services
InQuickER.com
Insight Genetics
Intel Corporation
InVivoLink
Iroquois Capital Group
Jabil Circuit
Johnson & Johnson
Jones Lang LaSalle
JP Morgan
JP Morgan First Capital Securities
KPMG Consulting
Kurt Salmon Associates
Lab126
Laboratorios Valmorca
Limited Brands
LinkedIn
Love’s
Manchester Tank
Marchex
Mars
Mars Petcare U.S.
Mattel
McKesson
McKinsey & Company
Medallia
Medalogix
Medtronic
Meritor
Microsoft
Mid-Con Energy Partners
MillerCoors
MTG Management Consultants
Nashville Capital Network
Nestle Purina Pet Care
Net Impact
NextEra Energy Resources
Nissan North America

The North Highland Company
Oakpoint Properties
Office Depot
Palm Village Resort and Spa
Panattoni Development Company
Procter & Gamble
PricewaterhouseCoopers
Quorum Health Resources
RegionalCare
Remote Tiger
RentStuff.com
RJ Reynolds
Roth Staffing
ServiceMaster
Simon Property Group
Simpson, Thacher & Bartlett
Sitel
Solantic
Southern Company
Staff Care
Strategic Behavioural Health
Summer Enterprise Development Program
SunTrust Robinson Humphrey
Syus
T. Rowe Price
Tattinger
Taylor-Dejongh
Thompson Research Group
TMS (The Marketing Store)
Tonkon Torp LLP
UBS
Vanderbilt Children’s Hospital
Vanderbilt Owen Graduate School of Management
Vanderbilt University
Medical Center
Vanguard Health Systems
Wells Fargo
Whaleshark Media
Zimmer

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