Employment Report 2017

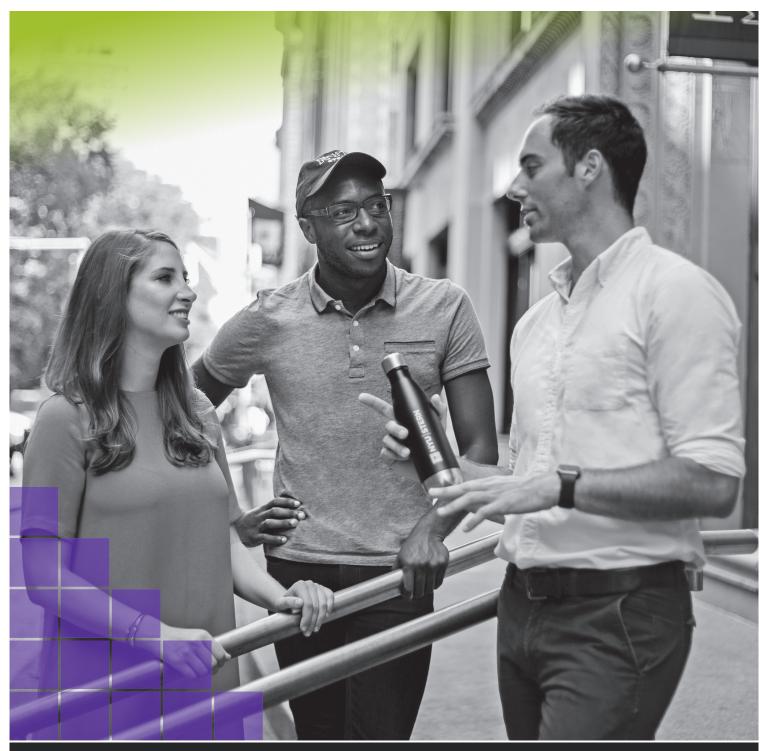
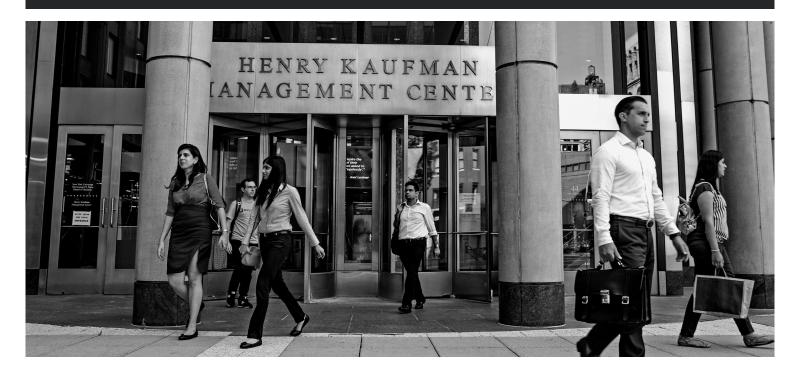


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Welcome to the NYU Stern Community



Dear Recruiting Partners,

We are excited to share the NYU Stern School of Business Employment Report. We are proud of our students' accomplishments and the diversity of opportunities they have secured for their full-time roles and summer internships. As always, this would not be possible without your partnership.

At NYU Stern, we put a strong emphasis on emotional intelligence and have a student body with a special mix of intellectual and interpersonal strengths. Sternies put ideas into action and inspire those around them. Our hope is that they carry these qualities from our campus to your workplaces as they add value and share ideas that contribute to growth.

As a career office, we believe that career education is a central part of business education. Our comprehensive career development program provides students with personalized support, tools and programming to reach their goals. It is our firm belief that this training helps our students to be better professionals and leaders at your organizations.

We look forward to a wonderful year ahead and to working with you and your team to develop a customized approach to identify and connect you with the right student talent that meets your hiring needs.

Thank you for your continued partnership and ongoing engagement with our students.

Warm regards,

Roxanne Hori Associate Dean Corporate Relations

Ensame Hon

Career Services and Leadership Development

Beth Briggs
Senior Director
Office of Career Development

Full-Time MBA Program

What Makes a Stern Graduate Exceptional?



From day one at Stern, our MBA students are challenged and empowered to use the tools of business to transform 21st century problems into opportunities that create value for companies, organizations and society.

We attract and recruit students who have a passion for Stern and share our values:

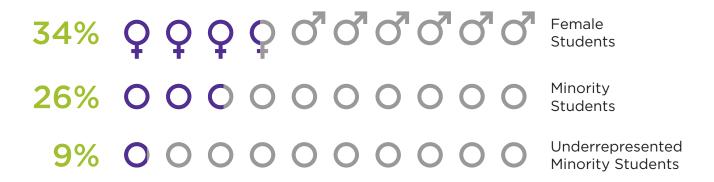
- Academic Excellence: Our students are some of the best and brightest from 54 countries who are equipped to solve real problems in real-time.
- Collaborative Community: The spirit of collaboration is deeply woven into every facet of Stern life, including academics, student club activities, career development initiatives, global study opportunities and leadership development.
- IQ + EQ: Our admissions process is designed to identify individuals who possess both intellectual and interpersonal strengths - a winning combination for the next generation of world leaders.
- Energy of a Global Hub: Our students are immersed in experiential learning opportunities that allow them to apply their learnings beyond the classroom.

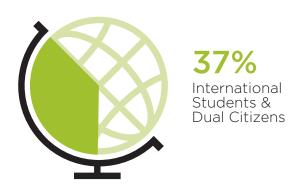


Sarah Rubin, MBA 2018 Strategic Partnerships and Business Development Intern at Hulu

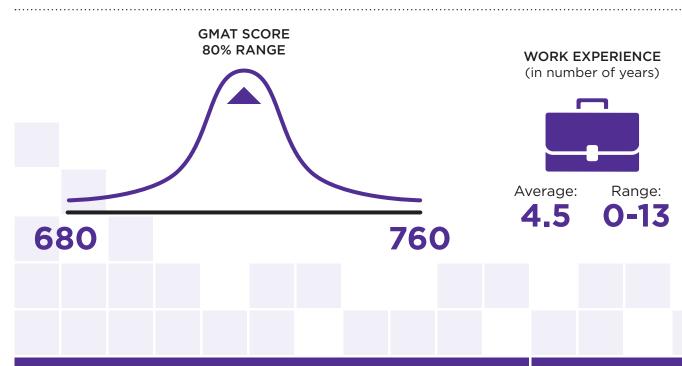
"Stern has truly been the perfect place for me to pursue my goals. The Office of Career Development helped me create a media recruiting strategy, including connecting with alumni in the industry and visiting various companies with the Entertainment, Media, and Sports Association. I attended knowledge management sessions hosted by second year students who had experience in television, film, music, and sports to learn about industry trends. Over winter break, I traveled to California on the Entertainment and Media Los Angeles Trek and was given unprecedented access to elite firms in the entertainment space and an opportunity to network with alumni on the west coast."

Class Profile: Fall 2015 Entering Class





UNDERGRADUATE GPA 80% RANGE 3.18-3.81



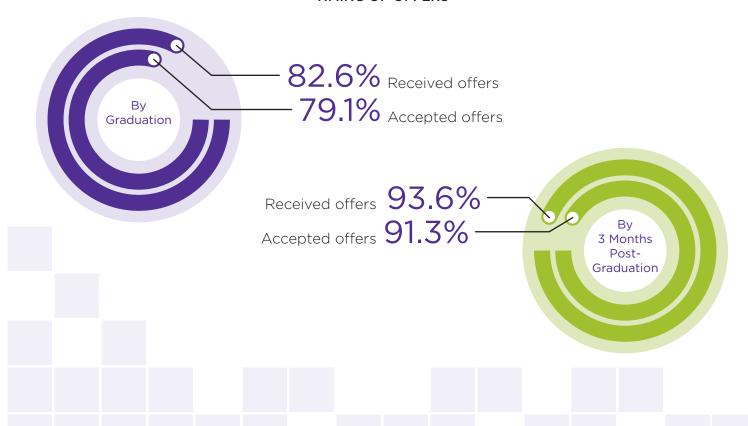
EMPLOYMENT PROFILE

	US	International	Total
Seeking Employment	260	85	345
Not Seeking Employment			
Company Sponsored	1	7	8
Continuing Education	13	0	13
Postponing Job Search	3	1	4
Starting New Business	9	2	11
Not Seeking - Other	4	1	5
Total Not Seeking	30	11	41
No Information Available	16	10	26
Total Graduates	306	106	412

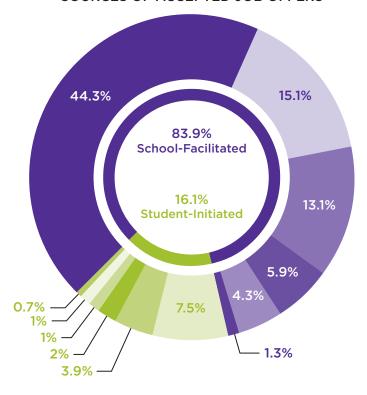
Did you know?

Stern offers 25 areas of academic specialization such as business analytics, entertainment and media, and technology.

TIMING OF OFFERS



SOURCES OF ACCEPTED JOB OFFERS



- **44.3%** Full-Time Offer from Internship (Internship sourced by school-faciliated activity)
- 15.1% Stern On-Campus Scheduled Interviews
- 13.1% Stern Job Postings
- **5.9%** Stern Supported Activities (clubs, treks, conferences, etc.)
- 4.3% Stern Alumni
- 1.3% Stern Career Fairs
- 7.5% Personal Contacts
- 3.9% External Job Posting Boards
 - 2% Pre-Stern Employer
 - 1% Full-Time Offer from Internship (Internship sourced by student- initiated activity)
 - 1% External Career Fairs
- 0.7% LinkedIn

COMPENSATION OVERVIEW

Total MBA Graduates	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Base Salary	121,146	125,000	50,000	190,000
Signing Bonus	33,134	29,250	5,000	80,000
Other Guaranteed Bonus	27,177	20,000	2,500	108,000

US Citizen/ Permanent Resident	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Base Salary	123,002	125,000	60,000	190,000
Signing Bonus	31,705	25,000	5,000	77,000
Other Guaranteed Bonus	26,166	19,750	2,500	108,000

International	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Base Salary	115,651	120,000	50,000	180,000
Signing Bonus	37,087	31,000	6,500	80,000
Other Guaranteed Bonus	29,378	25,000	5,400	90,000

1 Usable base salary data provided by 95.6% of graduates who accepted an offer by three months after graduation

Did you know?

Through Stern Solutions, our customized approach to experiential learning, companies can tap Stern MBA talent to tackle pressing business challenges in real-time.



² NYU Stern does not include amount or percentage of equity or stock options, corporate reimbursement for relocation and/or second year tuition expenses in its annual compensation totals

³ International salaries are reported in U.S. dollars as calculated by students on basis of prevailing exchange rates

ACCEPTED OFFERS BY GEOGRAPHICAL REGION

North American Regions	%	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Mid-Atlantic	2.5%	131,286	125,000	90,000	180,000
Midwest	0.7%	t	+	t	†
Northeast	83.3%	122,245	125,000	60,000	190,000
South	1.1%	126,667	125,000	125,000	130,000
Southwest	1.1%	+	+	+	+
West	11.4%	128,021	125,000	80,000	180,000

[†] Reporting numbers insufficient to provide salary information

Median **Average World Regions** % Low (\$) High (\$) Base (\$) Base (\$) 3.5% 112,470 115,000 54,000 168,000 Asia Europe - Free 3.2% 97.301 100.000 75.300 116.000 Trade Zone Middle East and 0.3% North Africa (MENA)

125,000

96,500

123,167

91,004



North America

South America

Farah Karim, MBA 2018 Summer Intern at Fresh (LVMH)

89.8%

3.2%

"The Office of Career Development was instrumental in my retail job search througout the fall and spring semesters. They introduced me to alumni pursuing careers in luxury & retail, held knowledge management sessions, industry breakfasts and networking sessions. After many coffee chats and interviews, I landed my internship at Fresh, which is part of LVMH. At Fresh, I helped create a customer experience strategy to retain existing customers, re-engage relapsed customers and attract new customers. I achieved the goals I set at the beginning of the year, and I also had the opportunity to work with a Stern alum, who made my experience this summer even more valuable."

60,000

50,000

190,000

130,000

MYU STERN

Did you know?

Stern cultivates an entrepreneurial mindset in students through start-up competitions and mentorship offered through the W. R.

Berkley Innovation Labs.

[†] Reporting numbers insufficient to provide salary information

ACCEPTED OFFERS BY INDUSTRY

Industry	%	Average Base (\$)	Median Base(\$)	Low (\$)	High (\$)	Average Signing Bonus (\$)	Average of Other Guaranteed Bonus (\$)
Consulting	26.0%	130,739	140,000	60,000	152,500	27,524	23,530
Consumer Packaged Goods	7.3%	108,109	105,000	93,000	180,000	27,429	16,447
Financial Services	32.4%	122,395	125,000	50,000	168,000	42,681	39,209
Asset Management	1.9%	110,000	120,000	50,000	150,000	35,000	46,667
Commercial Banking	1.3%	111,667	110,000	105,000	120,000	30,000	12,500
Diversified Financial Services	2.5%	110,000	110,000	80,000	125,000	28,571	14,680
Insurance	1.3%	118,000	115,000	107,000	135,000	37,500	35,000
Investment Banking	22.9%	127,604	125,000	65,000	168,000	45,230	38,676
Venture Capital	1.3%	100,750	91,500	90,000	130,000	†	76,500
Finance Other*	1.3%	110,000	122,500	70,000	125,000	38,333	87,500
Healthcare/Pharmaceuticals/Biotech	2.9%	120,000	120,000	95,000	150,000	23,000	19,250
Entertainment/Media/Sports	2.9%	105,000	110,000	65,000	130,000	†	17,714
Non-Profit	1.6%	87,180	85,000	60,000	110,000	†	t
Real Estate	3.5%	111,500	110,000	90,000	150,000	13,250	29,333
Retail	3.2%	94,233	92,500	75,000	122,000	32,500	13,313
Apparel/Fashion	2.2%	88,517	91,250	75,000	100,000	30,000	19,000
General	1.0%	105,667	105,000	90,000	122,000	35,000	7,625
Technology/Telecommunications	16.8%	115,314	120,000	54,000	145,000	31,367	24,328
Technology	14.9%	115,067	120,000	54,000	145,000	32,603	23,619
Telecommunications	1.9%	117,167	115,000	115,000	123,000	20,863	32,835
Other							
Energy	0.3%	t	†	+	+	†	t
Hospitality	0.3%	t	†	+	†	†	t
Manufacturing	0.6%	†	†	+	†	†	t
Law	1.9%	181,667	180,000	180,000	190,000	10,000	15,000
Transportation & Logistics Services	0.3%	t	+	+	t	†	t

^{*} Finance Other includes: Hedge Fund, Private Equity



[†] Reporting numbers insufficient to provide salary information

ACCEPTED OFFERS BY FUNCTION

Function	%	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)	Average Signing Bonus (\$)	Average of Other Guaranteed Bonus (\$)
Consulting	31.1%	128,250	135,000	60,000	180,000	27,540	28,847
Brand Innovation	0.6%	t	†	†	t	t	f
Business Development/Sales	1.9%	97,600	110,000	60,000	128,000	33,333	39,771
Strategy	3.8%	123,550	127,500	91,000	180,000	25,992	27,835
Management	22.1%	132,620	140,000	60,000	152,500	28,160	26,894
Technology	2.6%	123,125	127,500	100,000	145,000	20,714	27,000
Finance/Accounting	36.5%	119,566	125,000	50,000	168,000	41,576	32,958
General/Corporate	10.3%	109,833	111,500	65,000	150,000	33,087	26,824
Investment Banking	20.5%	127,866	125,000	70,000	168,000	47,535	35,156
Investment Management	1.6%	100,000	115,000	50,000	120,000	20,000	15,000
Private Equity	1.3%	113,750	117,500	90,000	130,000	10,000	67,000
Sales & Trading	1.0%	113,333	115,000	105,000	120,000	30,000	10,000
Finance Other¹	1.9%	102,500	100,000	70,000	140,000	12,500	35,000
Management	6.7%	112,495	120,000	70,900	150,000	30,923	21,667
General Management	5.4%	116,759	122,000	70,900	150,000	30,923	21,667
Management Other ²	1.3%	94,375	95,000	85,000	102,500	t	t
Information Technology/Data Analytics	1.3%	109,000	105,500	90,000	135,000	28,500	6,200
Marketing/Sales	18.9%	111,255	110,000	54,000	150,000	27,526	20,003
Brand Management	4.5%	103,071	104,000	93,000	109,000	25,000	14,354
General	5.1%	100,643	110,000	54,000	120,000	25,417	10,217
Product Management	7.4%	122,238	123,000	90,000	150,000	33,813	28,045
Marketing/Sales Other ³	1.9%	116,667	122,500	80,000	145,000	13,750	19,700
Operations	3.5%	111,750	115,000	92,500	130,000	33,400	14,917
Other	1.9%	181,667	180,000	180,000	190,000	10,000	15,000
Law	1.9%	181,667	180,000	180,000	190,000	10,000	15,000

¹ Finance Other includes: Private Wealth Management, Research - Equity Buy Side, Research - Equity Sell Side, Research - Fixed Income Sell Side, Research - Fixed Income Buy Side, Risk Management

 $^{^{\}scriptsize \scriptsize \dagger}$ Reporting numbers insufficient to provide salary information



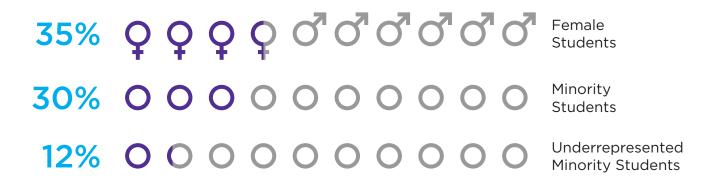
Stan Grayson, MBA 2018 Consultant at Bain & Company

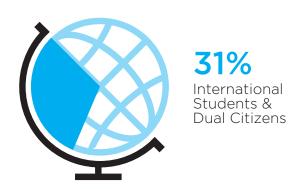
"A constant presence in the Office of Career Development (OCD), I utilized every formal resource: mock interviews, Alumni Casing Day, career coaching, etc., coupled with informal conversations and decompression sessions with everyone in the office throughout my MBA1 recruiting cycle. OCD helped me weigh my options and I ultimately ended up at Facebook. After the summer, OCD helped me navigate the recruiting process successfully for a full-time position, and I landed a role at Bain & Company. I will 'pay it forward' by volunteering my time as an alum and becoming a resource to others."

² Management Other includes: Merchandising, Project Management

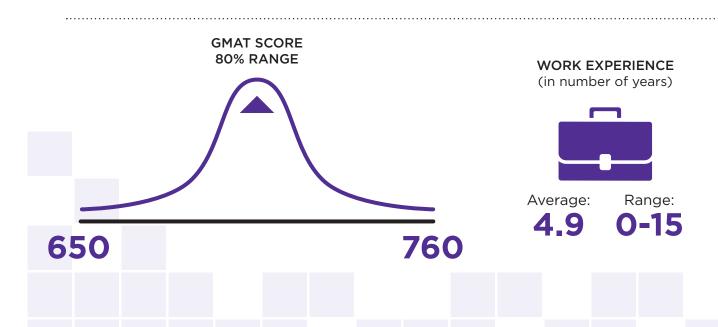
³ Marketing/Sales Other includes: Market Research, Product Marketing

Class Profile: Fall 2016 Entering Class





UNDERGRADUATE GPA 80% RANGE 3.10-3.87



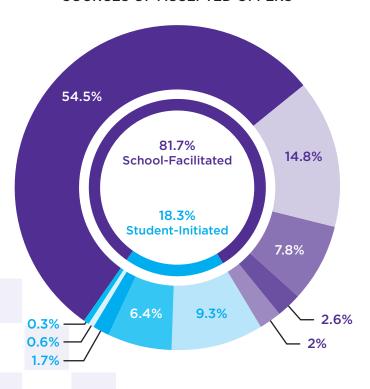
Did you know?

Stern was the first among top business schools to launch a FinTech MBA specialization.

EMPLOYMENT PROFILE

	Total
Total MBAs	386
Seeking Summer Internship	351
Not Seeking Summer Internship	28
No Information	7

SOURCES OF ACCEPTED OFFERS



Did you know?

Stern MBAs address business challenges with a range of local and global organizations such as HBO, MasterCard, LVMH, National Basketball Association and the World Wildlife Fund.

54.5%	Stern	On-Campus	s Schedu	led	Interview
54.5%	Stern	On-Campus	s Schedu	led	Interview

14.8% Stern Job Posti	ngs
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7.8% Stern Supported Activities (Clubs, treks, conferences, etc.)

2.6% Stern Alumni

2% Stern Career Fairs

9.3% Personal Contacts

6.4% External Job Posting Boards

1.7% Pre-Stern Employer

0.6% External Career Fairs

0.3% LinkedIn

COMPENSATION OVERVIEW

Total MBA Graduates	Average (\$)	Median (\$)	Low (\$)	High (\$)
Weekly Base Salary	2,066	2,100	200	4,250
US Citizen/ Permanent Resident with Permanent U.S Work Authorization	Average (\$)	Median (\$)	Low (\$)	High (\$)
Weekly Base Salary	2,052	2,000	200	4,250
International without Permanent U.S. Work	Average (\$)	Median (\$)	Low (\$)	High (\$)

Weekly Base Salary
 2,130
 2,325
 600
 4,000

ACCEPTED OFFERS BY GEOGRAPHICAL REGION

Authorization

U.S. Region	%	Average Weekly Base (\$)	Median Weekly Base (\$)	Low (\$)	High (\$)
Mid-Atlantic	2.5%	1,802	1,625	1,000	2,775
Midwest	1.8%	2,028	1,875	1,250	3,077
Northeast	80.3%	2,098	2,400	200	4,250
South	2.2%	2,079	1,975	1,450	2,825
Southwest	0.9%	t	t	t	†
West	12.3%	1,860	2,000	460	3,470

[†] Reporting numbers insufficient to provide salary information

World Region	%	Average Weekly Base (\$)	Median Weekly Base (\$)	Low (\$)	High (\$)
Asia	2.3%	1,834	1,718	1,000	2,600
Central America and the Caribbean	0.6%	†	+	t	†
Europe - Free Trade Zone	2.3%	2,156	2,000	1,250	3,500
Middle East & North Africa (MENA)	1.1%	2,659	2,708	2,500	2,769
North America	93.1%	2,063	2,100	200	4,250
South America	0.6%	†	†	†	†

 $^{^{\}dagger}$ Reporting numbers insufficient to provide salary information



Munashe Makava, MBA 2017 Investment Banking Associate at Goldman Sachs

"After spending my entire life in Zimbabwe, I took a giant leap by coming to live in New York and attend Stern, with the hope of transitioning to a career on Wall Street. Naturally, I needed significant guidance navigating recruiting, especially considering the cultural differences in conduct and communication style. Stern paired me with an international secondyear student for one-onone coaching and resume review. I also received additional guidance through the Graduate Finance Association MBA club and the Office of Career Development's workshops, some of which were specifically for international students."

¹ Usable base salary data provided by 87% of graduates who accepted an internship offer ² International salaries are reported in U.S. dollars as calculated by students on basis of prevailing exchange rates

Did you know?

Stern MBAs have opportunities to analyze leading companies and cover topics including film, TV, theater, music, sports, telecomm, new media, publishing and more!

ACCEPTED OFFERS BY INDUSTRY

Industry	%	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Consulting	21.4%	2,507	2,602	460	3,125
Consumer Packaged Goods	10.3%	1,675	1,700	500	3,541
Financial Services	34.8%	2,203	2,404	400	4,231
Asset Management	2.0%	1,100	700	500	2,500
Diversified Financial Services	4.0%	1,901	2,115	575	4,231
Insurance	1.4%	2,106	2,100	2,100	2,115
Investment Banking	24.8%	2,359	2,404	400	3,125
Venture Capital	1.4%	1,289	1,000	750	2,404
Finance Other*	1.1%	2,033	1,600	1,500	3,000
Healthcare/Pharmaceuticals/Biotech	2.6%	1,847	1,850	1,300	2,800
Entertainment/Media/Sports	5.4%	1,092	1,000	520	1,730
Manufacturing	0.9%	t	t	†	t
Non-Profit	2.6%	1,246	1,250	200	1,625
Real Estate	2.3%	1,334	1,125	600	3,000
Retail	3.7%	1,376	1,363	1,000	1,720
Apparel/Fashion	1.7%	1,430	1,500	1,000	1,720
General	1.4%	1,321	1,360	1,200	1,365
Technology/Telecommunications	12.5%	1,843	2,000	440	4,000
Other					
Energy	0.3%	t	t	†	t
Government	0.3%	†	t	†	t
Law	2.6%	3,412	3,466	3,077	3,500
Other	0.3%	t	t	+	t
Transportation & Logistics Services	0.9%	t	t	t	t

^{*} Finance Other includes: Commercial Banking, Hedge Fund, Private Equity * Reporting numbers insufficient to provide salary information



ACCEPTED OFFERS BY FUNCTION

Industry	%	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Consulting	31.9%	2,218	2,500	200	4,231
Business Development/Sales	6.3%	1,699	1,625	1,000	4,000
Strategy	6.0%	1,721	1,720	600	4,231
Management	16.0%	2,529	2,602	1,120	3,125
Technology	2.6%	2,666	2,825	2,015	3,000
Consulting Other ¹	1.1%	1,220	940	200	2,800
Finance/Accounting	39.0%	2,126	2,403	400	3,125
General/Corporate	9.7%	1,709	1,848	500	3,000
Investment Banking	21.1%	2,424	2,404	400	3,125
Investment Management	2.8%	1,686	1,600	600	3,000
Private Wealth Management	1.7%	2,405	2,404	2,220	2,600
Private Equity	1.7%	1,351	1,000	1,000	2,404
Venture Capital	0.9%	t	†	†	†
Finance Other ²	1.1%	2,055	2,400	1,360	2,404
General Management	5.7%	1,633	1,613	460	4,250
General Management	4.8%	1,671	1,625	460	4,250
Management Other ³	0.9%	t	†	†	†
Human Resources	1.1%	1,825	1,850	1,600	2,000
Information Technology/ Data Analytics	2.0%	1,780	1,800	520	2,700
Marketing/Sales	16.0%	1,746	1,875	440	3,541
Brand Management	5.4%	1,897	1,750	1,200	3,541
General	4.3%	1,290	1,400	500	2,115
Product Management	5.7%	1,861	2,000	440	2,000
Market Research	0.6%	t	+	†	t
Operations	1.7%	1,431	1,413	1,000	1,900
Other	2.6%	3,412	3,466	3,077	3,500
Law	2.6%	3,412	3,466	3,077	3,500

Consulting Other includes: Brand Innovation, Human Capital

Did you know?

Stern MBAs can take courses such as Luxury Marketing, Brand Strategy, Innovation & Design, The Fashion Industry: Creativity and Business, and Doing Business in Italy: Luxury Retail and Branding.

² Finance Other includes: Research - Equity Buy Side, Research - Equity Sell Side, Structured/Project Finance

General Management Other includes: Merchandising, Project Management
 Reporting numbers insufficient to provide salary information

Major Employers

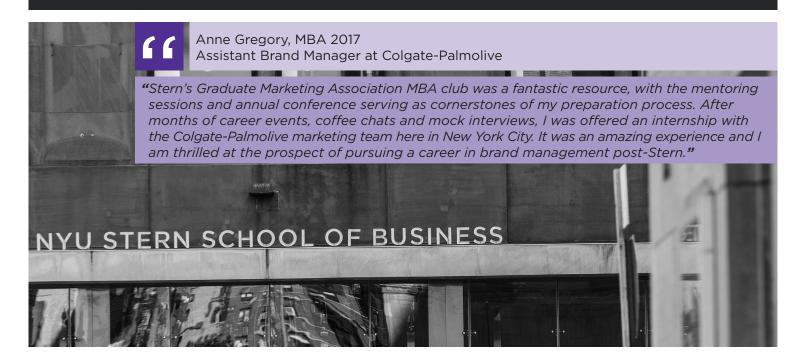
TOP EMPLOYERS FULL-TIME (MBA CLASS OF 2017)

Company	# of Accepted Offers
Amazon	15
Deloitte Consulting	14
JPMorgan	13
McKinsey & Company, Inc.	12
Credit Suisse	9
IBM	7
Morgan Stanley	7
Citi	7
Google	7
Strategy&	6
PricewaterhouseCoopers	6
Bain & Co., Inc.	6
Verizon	6
Ernst & Young LLP	5
Goldman, Sachs & Co.	5
American Express	4
MasterCard	4
Evercore Partners	4
Bank of America Merrill Lynch	4
Bayer	3
Barclays Capital Group	3
PepsiCo	3
Colgate-Palmolive	3
UBS	3
Accenture	3
Microsoft	3
Deutsche Bank	3
Prudential	3
Estee Lauder Companies, Inc.	3
The Boston Consulting Group (BCG)	3

TOP EMPLOYERS SUMMER INTERNS (MBA CLASS OF 2018)

Company	# of Accepted Offers
Amazon	18
Credit Suisse	17
JPMorgan	11
Deloitte Consulting	9
Bain & Co., Inc.	8
Goldman, Sachs & Co.	8
Bank of America Merrill Lynch	8
The Boston Consulting Group (BCG)	8
Citi	7
McKinsey & Company, Inc.	7
American Express	6
Johnson & Johnson	5
PricewaterhouseCoopers	5
Colgate-Palmolive	5
Ernst & Young LLP	5
Moelis & Company	4
Barclays Capital Group	4
Pfizer, Inc.	4
A.T. Kearney, Inc.	4
Wolters Kluwer	3
Deutsche Bank	3
IBM	3
Accenture	3
UBS	3
Google	3
Liberty Mutual	3
Guggenheim Securities	3
RBC Capital Markets	3

Partner with NYU Stern 2017-2018



By partnering with Stern, you will gain access to more than 2,500 full-time, part-time, and executive MBA students, as well as alumni. Whether you already have a formal campus hiring process or are new to MBA recruiting, our Careers Team will provide you with seamless access to all levels of our MBA talent.

- Partner with a Relationship Manager: Collaborate with industry-specific Relationship Managers to devise hiring strategies that will attract the right students for your organization
- Collaborate with Student Clubs: Engage with 40+ targeted student groups segmented by professional interests, global region or community affiliation
- Identify Engagement Opportunities: Access top talent through a variety of large and small events, including corporate presentations, networking nights, coffee chats, career fairs, office treks, on-campus interviews and more
- Post Jobs: Find candidates for current open roles and build talent pipelines for future opportunities by posting on our job board
- View Resume books: Gain access to a tailored selection of students to identify the right match for open roles in your organization

Contact us at NYU Stern recruit@stern.nyu.edu 212-998-0623

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