



# Employment Report **2018**





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# Welcome to the NYU Stern Community



Dear Recruiting Partners,

Our 2018 NYU Stern School of Business Employment Report demonstrates the strength of our NYU Stern students and highlights the array of full-time and summer internship opportunities they have secured. As always, this would not be possible without your partnership, and we are happy to present our shared results.

Our NYU Stern students possess a special mix of intellectual and interpersonal strengths, what we call IQ + EQ. Stern students are change agents who can turn ideas into action while inspiring those around them. We trust that they will bring these qualities from our campus to your workplace to create a lasting impact.

As a career office, we are proud of our students and work with them to cultivate their analytical and leadership skills. Our comprehensive career development program provides students with personalized support, tools and programming to reach their goals. We value your feedback and ideas as we help to shape the future talent pipelines for your organizations.

We are excited for the year ahead and to build on our successful outcomes. We look forward to working with you and your team to develop a customized approach to identify and connect you with the right student talent to meet your hiring needs.

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

Warm regards,

Roxanne Hori  
Associate Dean  
Corporate Relations, Career Services  
and Leadership Development

Beth Briggs  
Assistant Dean  
Career Services



# 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 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 48 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.



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.”*



# Class of 2018 Full-Time MBA Employment Data

## Class Profile



**31%**  
Students with International Citizenship\*

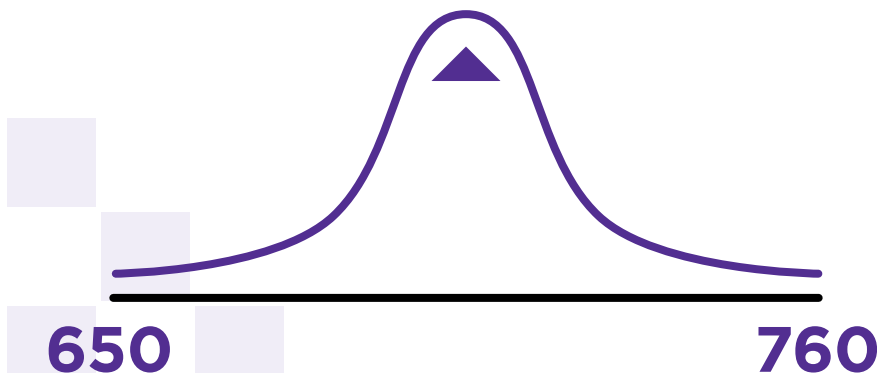
\* Includes Foreign National, Dual Citizen and U.S. Permanent Resident

UNDERGRADUATE GPA  
80% RANGE



**3.10-3.87**

GMAT SCORE  
80% RANGE



WORK EXPERIENCE  
(in number of years)



Average: **4.9** Range: **0-15**

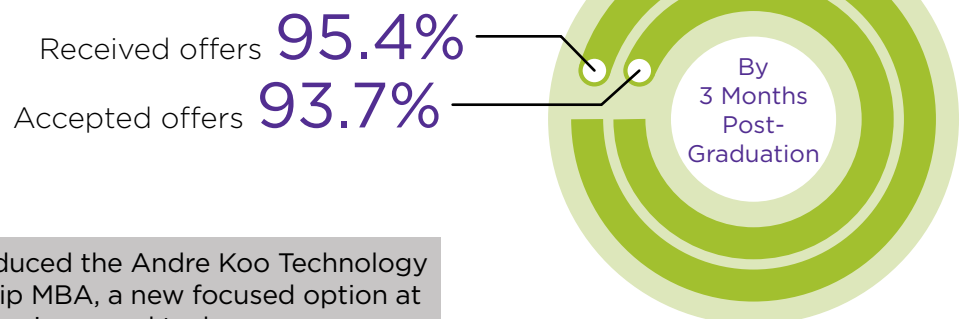
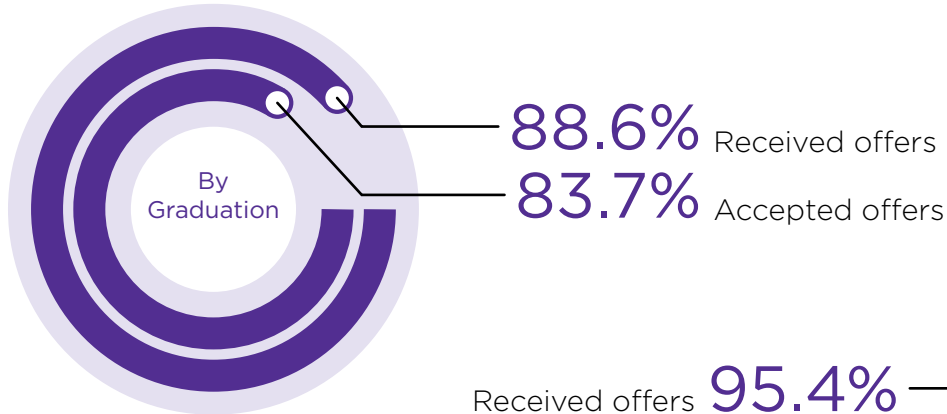
# Class of 2018 Full-Time MBA Employment Data

## EMPLOYMENT PROFILE

	US	International	Total
Seeking Employment	279	71	350
Not Seeking Employment			
Company Sponsored	7	6	13
Continuing Education	14	0	14
Postponing Job Search	0	0	0
Starting New Business	2	0	2
Not Seeking - Other	4	2	6
Total Not Seeking	27	8	35
No Information Available	11	4	15
Total Graduates	317	83	400

Through Stern Solutions, our customized approach to experiential learning, more than 70 companies gained access to NYU Stern MBA talent to help solve their company's most pressing business challenges. The number of MBAs who participated increased by more than 160 percent in the last three years.

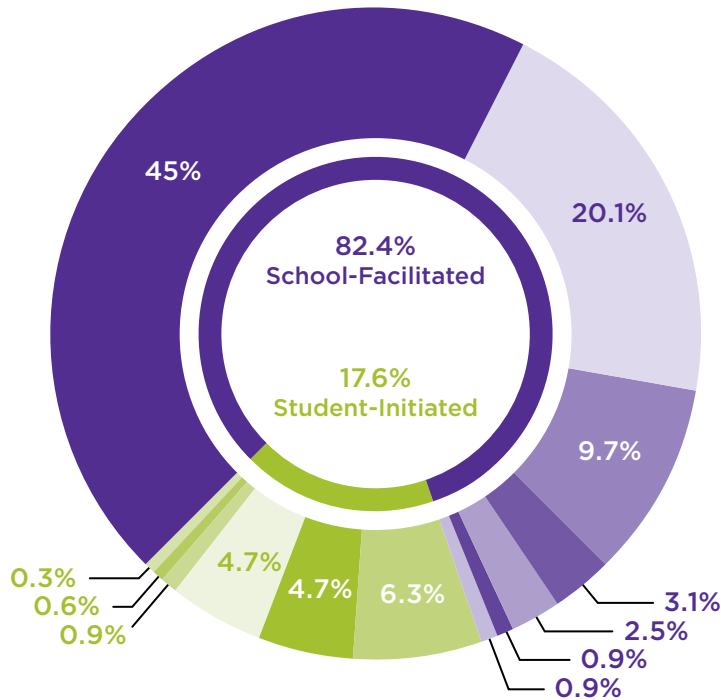
## TIMING OF OFFERS



Stern recently introduced the Andre Koo Technology and Entrepreneurship MBA, a new focused option at the intersection of business and tech.

# Class of 2018 Full-Time MBA Employment Data

## SOURCES OF ACCEPTED JOB OFFERS



- 45%** Full-Time Offer from Internship (Internship sourced by school-facilitated activity)
- 20.1%** Stern On-Campus Scheduled Interviews
- 9.7%** Stern Job Postings
- 3.1%** Stern Alumni
- 2.5%** Stern-Facilitated Activities (clubs, treks, conferences, etc.)
- 0.9%** Stern Career Fairs
- 0.9%** Faculty Referrals
- 6.3%** Personal Contacts
- 4.7%** External Job Posting Boards
- 4.7%** Full-Time Offer from Internship (internship sourced by student-initiated activity)
- 0.9%** Pre-Stern Employer
- 0.6%** Social Media (LinkedIn, WeChat, etc.)
- 0.3%** External Career Fairs

## COMPENSATION OVERVIEW

Total MBA Graduates	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Base Salary	129,059	125,000	70,000	200,000
Signing Bonus	35,637	30,000	2,000	100,000

US Citizen/ Permanent Resident	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Base Salary	129,815	125,000	80,000	200,000
Signing Bonus	35,569	30,000	2,500	100,000

International	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Base Salary	125,984	125,000	70,000	180,000
Signing Bonus	35,906	30,000	2,000	90,000

Stern is at the frontier of FinTech as the first among business schools to offer an MBA specialization. The Stern FinTech Association club includes more than 100 members, and the School's annual Fintech Conference attracts leaders from the industry.

<sup>1</sup> Usable base salary data provided by 95.7% of graduates who accepted an offer by three months after graduation

<sup>2</sup> 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

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



# Class of 2018 Full-Time MBA Employment Data

## COMPENSATION OF ACCEPTED OFFERS BY GEOGRAPHICAL REGION

North American Region	%	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Mid-Atlantic	2.0%	113,917	113,000	85,000	147,500
Midwest	1.7%	155,400	152,000	135,000	180,000
Northeast	77.6%	129,018	125,000	74,000	200,000
South	2.6%	130,813	132,500	100,000	147,500
Southwest	2.6%	122,125	125,000	70,000	147,000
West	13.2%	134,230	130,000	106,000	190,000
Canada	0.3%	†	†	†	†

† Reporting numbers insufficient to provide salary information

Stern cultivates an entrepreneurial mindset through start-up competitions and mentorship for students offered through the W. R. Berkley Innovation Lab.

World Region	%	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Asia	4.0%	116,900	115,000	70,000	170,000
Europe	2.4%	127,625	118,500	110,000	180,000
Latin America & the Caribbean	0.6%	†	†	†	†
North America	92.7%	129,510	125,000	70,000	200,000
Oceania	0.3%	†	†	†	†

† Reporting numbers insufficient to provide salary information

Stern MBAs consult with early-stage tech and science startups with the potential to massively scale and commercialize through Stern's new Creative Destruction Lab-NYC — the first and only in the US.



Shamit Munjal, MBA 2019  
Investment Banking Associate at J.P. Morgan

*“My decision to come to Stern was an easy one - no other school boasts such a world-renowned faculty, a rigorous finance curriculum, and a vast network of alumni across Wall Street; not to mention its ideal location in the heart of the world’s financial capital. At Stern, the OCD team has been an ever-present pillar of strength, helping me navigate tough decisions and conversations with bankers as well as offering resources such as mock interviews, resume reviews and even several events designed specifically for International Students. After graduation, I will be joining the Mergers and Acquisitions group at J.P. Morgan.”*

# Class of 2018 Full-Time MBA Employment Data

## COMPENSATION ACCEPTED OFFERS BY INDUSTRY

Industry	%	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)	Average Signing Bonus (\$)
Consulting	28.4%	140,078	147,000	83,000	170,000	27,780
Consumer Packaged Goods	5.2%	106,647	106,000	95,000	135,000	27,143
Financial Services	33.8%	125,286	125,000	70,000	170,000	46,253
Commercial Banking	0.9%	122,167	125,000	107,500	134,000	†
Diversified Financial Services	3.7%	113,333	110,000	100,000	125,000	28,188
Insurance	1.2%	125,000	125,000	115,000	135,000	37,500
Investment Banking	26.2%	127,882	125,000	95,000	170,000	50,563
Venture Capital	0.9%	110,000	110,000	70,000	150,000	21,333
Financial Services - Other*	0.9%	118,333	115,000	110,000	130,000	26,667
Healthcare/Pharmaceuticals/Biotech	2.7%	115,000	115,000	100,000	125,000	27,500
Entertainment/Media/Sports	2.1%	108,000	110,000	85,000	150,000	11,667
Non-Profit	1.2%	106,250	95,000	90,000	145,000	†
Real Estate	1.8%	122,500	112,500	80,000	200,000	†
Retail	2.1%	104,357	110,000	85,000	120,000	†
Technology	16.5%	123,865	130,000	70,000	145,000	38,983
Technology	15.2%	125,239	130,000	70,000	145,000	42,006
Telecommunications	1.2%	108,750	110,000	100,000	115,000	9,500
Other						
Energy	0.9%	†	†	†	†	†
Hospitality	0.3%	†	†	†	†	†
Manufacturing	0.6%	†	†	†	†	†
Law	4.0%	176,923	180,000	150,000	190,000	16,000
Transportation & Logistics Services	0.3%	†	†	†	†	†

\* Financial Services - Other includes: Asset Management, Hedge Fund, Private Equity  
 † Reporting numbers insufficient to provide salary information

Stern recently introduced the Fashion & Luxury MBA, a new focused option at the intersection of business, fashion and luxury.



# Class of 2018 Full-Time MBA Employment Data

## ACCEPTED OFFERS BY FUNCTION

Function	%	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)	Average Signing Bonus (\$)
Consulting	36.8%	134,346	140,000	74,000	200,000	26,469
Brand Innovation	0.3%	†	†	†	†	†
Business Development/Sales	2.5%	124,313	117,500	90,000	200,000	24,600
Strategy	6.4%	118,500	112,500	74,000	170,000	24,231
Management	24.5%	139,448	147,000	80,000	170,000	27,282
Retail	0.9%	130,667	135,000	110,000	147,000	†
Technology	2.1%	136,929	147,000	114,000	150,000	24,143
Finance/Accounting	34.7%	124,977	125,000	70,000	170,000	45,473
General/Corporate	7.7%	113,854	115,000	70,000	150,000	28,963
Investment Banking	21.5%	130,500	125,000	110,000	170,000	52,064
Private Wealth Management	1.5%	119,000	125,000	95,000	125,000	43,750
Private Equity	0.9%	113,333	110,000	80,000	150,000	†
Venture Capital	0.9%	†	†	†	†	†
Finance/Accounting - Other <sup>1</sup>	2.1%	120,833	125,000	100,000	135,000	32,500
Management	6.1%	122,350	121,500	90,000	150,000	33,867
General Management	4.6%	124,667	125,000	90,000	150,000	37,455
Merchandising	0.3%	†	†	†	†	†
Project Management	1.2%	119,250	118,500	110,000	130,000	24,000
Human Resources	1.2%	105,000	105,000	100,000	110,000	†
Information Technology/Data Analytics	2.1%	126,667	125,000	100,000	145,000	26,000
Marketing/Sales	13.5%	118,667	119,500	85,000	142,000	36,897
Brand Management	2.8%	104,778	106,000	95,000	108,000	25,000
General	3.7%	111,700	110,000	85,000	132,000	13,757
Product Marketing	0.6%	†	†	†	†	†
Product Management	6.4%	128,524	130,000	100,000	142,000	49,842
Operations	1.5%	110,100	115,500	85,000	130,000	†
Other						
Law	4.0%	176,923	180,000	150,000	190,000	16,000

<sup>1</sup> Finance/Accounting - Other includes: Investment Management, Research - Equity Buy Side, Research - Equity Sell Side, Structured/Project Finance

† Reporting numbers insufficient to provide salary information



Maya Joyce, MBA 2019  
Client Solutions Manager at Facebook

*“Upon arriving at Stern, I immediately joined the Stern Technology Association (STA). I had access to amazing resources and the opportunity to help develop a newer club at the school. As an Assistant Vice President for the STA Tech Week committee, I worked closely with the Office of Career Development (OCD) to source panelists for our week-long programming. Their dedication to our club made the event a huge success. Ultimately, with the help of OCD mock interviews, resume reviews, and lots of interview prep with my classmates, I successfully landed a full-time role at Facebook.”*

# Class of 2019 Internship MBA Employment Data

## Class Profile



**37%**  
Students with  
International  
Citizenship\*

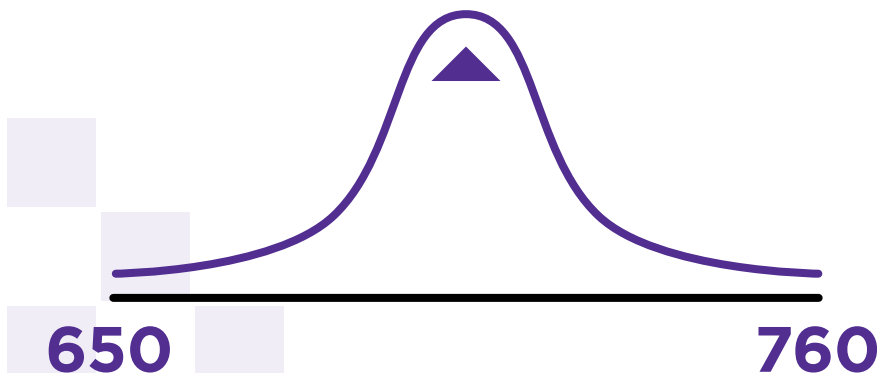
\* Includes Foreign National, Dual Citizen and U.S. Permanent Resident

**UNDERGRADUATE GPA  
80% RANGE**



**3.12-3.81**

**GMAT SCORE  
80% RANGE**



**WORK EXPERIENCE  
(in number of years)**



Average: **4.9** Range: **0-15**

# Class of 2019 Internship MBA Employment Data

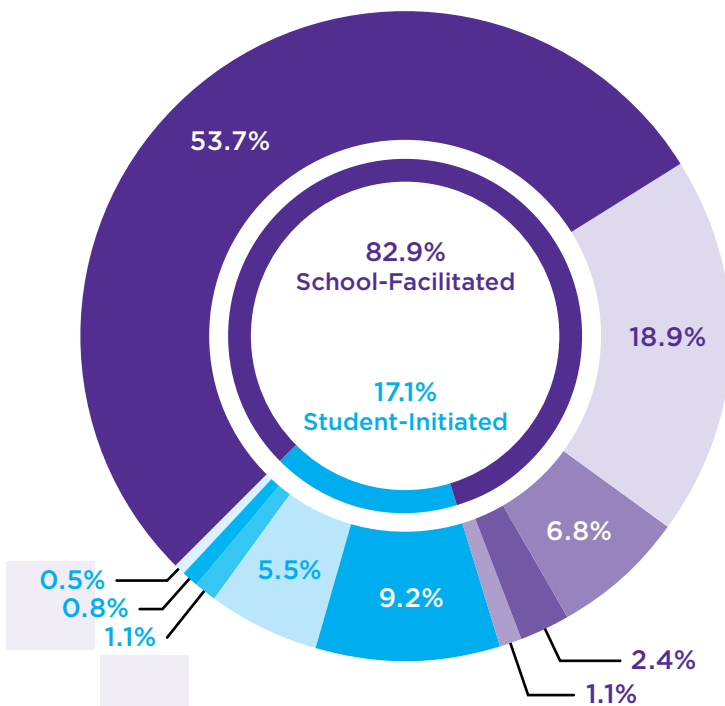
## EMPLOYMENT PROFILE

NYU Stern is now in the second year of its Fertitta Veterans Program, which was created exclusively for U.S. military veteran and active duty students who will be entering the school's full-time MBA program. Seven percent of Stern's MBA Class of 2020 are veterans or active duty, a record high enrollment of military students in the full-time MBA program for the second year in a row.

	Total
Total MBAs	408
Seeking Summer Internship	384
Not Seeking Summer Internship	24
No Information	0

## SOURCES OF ACCEPTED OFFERS

MBAs provide solutions to real-life business challenges with a range of local and global organizations such as Citi Ventures, Mastercard, The Met, LVMH and many more.



- 53.7%** Stern On-Campus Scheduled Interviews
- 18.9%** Stern Job Postings
- 6.8%** Stern-Facilitated Activities (clubs, treks, conferences, etc.)
- 2.4%** Stern Alumni
- 1.1%** Stern Career Fairs
- 9.2%** Personal Contacts
- 5.5%** External Job Posting Boards
- 1.1%** Social Media (LinkedIn, WeChat, etc.)
- 0.8%** External Career Fairs
- 0.5%** Pre-Stern Employer

# Class of 2019 Internship MBA Employment Data

## COMPENSATION OVERVIEW

Total MBA Graduates	Average (\$)	Median (\$)	Low (\$)	High (\$)
Weekly Base Salary	2,133	2,302	325	5,300

US Citizen/ Permanent Resident	Average (\$)	Median (\$)	Low (\$)	High (\$)
Weekly Base Salary	2,141	2,304	338	5,300

International	Average (\$)	Median (\$)	Low (\$)	High (\$)
Weekly Base Salary	2,103	2,300	325	5,200

<sup>1</sup> Usable base salary data provided by 94% of graduates who accepted an internship offer

<sup>2</sup> International salaries are reported in U.S. dollars as calculated by students on basis of prevailing exchange rates

## COMPENSATION OF ACCEPTED OFFERS BY GEOGRAPHICAL REGION

North American Region	%	Average Weekly Base (\$)	Median Weekly Base (\$)	Low (\$)	High (\$)
Mid-Atlantic	2.5%	1,738	1,740	750	2,827
Midwest	1.9%	1,993	1,923	1,500	2,827
Northeast	79.3%	2,171	2,400	325	5,300
South	0.8%	2,903	2,885	2,700	3,125
Southwest	1.9%	2,207	2,300	1,350	2,827
West	12.9%	1,985	2,000	500	3,500
Canada	0.6%	†	†	†	†

† Reporting numbers insufficient to provide salary information

World Region	%	Average Weekly Base (\$)	Median Weekly Base (\$)	Low (\$)	High (\$)
Asia	2.1%	2,422	2,500	1,900	2,595
Europe	1.8%	2,176	2,185	1,000	2,952
Latin America and the Caribbean	1.3%	1,519	2,000	700	2,061
North America	94.8%	2,134	2,308	325	5,300



Farah Karim, MBA 2018  
Retail Performance  
Specialist, Louis Vuitton

*“The Office of Career Development was instrumental in my retail job search throughout the fall and spring semesters. They introduced me to alumni pursuing careers in luxury & retail, and 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 summer experience even more valuable.”*



# Class of 2019 Internship MBA Employment Data

## COMPENSATION OF ACCEPTED OFFERS BY INDUSTRY

Industry	%	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Consulting	24.8%	2,605	2,750	325	3,125
Consumer Packaged Goods	8.6%	1,658	1,700	500	3,333
Financial Services	35.5%	2,398	2,404	500	5,300
Asset Management	2.3%	2,407	2,500	1,538	2,885
Diversified Financial Services	2.3%	2,138	2,204	1,500	2,458
Investment Banking	25.3%	2,498	2,404	1,200	5,300
Private Equity	2.1%	1,939	1,750	500	4,300
Venture Capital	2.9%	1,617	1,500	1,083	2,500
Financial Services - Other*	0.5%	†	†	†	†
Government	0.8%	1,427	1,480	800	2,000
Healthcare/Pharmaceuticals/Biotech	1.8%	1,864	1,850	1,616	2,000
Entertainment/Media/Sports	4.7%	1,105	1,000	338	2,083
Non-Profit	2.1%	1,104	1,042	600	2,167
Real Estate	2.1%	1,086	1,000	500	1,600
Retail	2.6%	1,280	1,375	400	2,000
Technology	15.9%	1,850	1,920	500	3,500
Transportation & Logistics Services	0.3%	†	†	†	†
Other					
Energy	0.3%	†	†	†	†
Law	0.5%	†	†	†	†

\* Finance Services - Other includes: Commercial Banking, Insurance  
 † Reporting numbers insufficient to provide salary information



Sarah Rubin, MBA 2018  
 Senior Associate at MediaLink

*“Stern was truly 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 of 2019 Internship MBA Employment Data

## COMPENSATION OF ACCEPTED OFFERS BY FUNCTION

Industry	%	Average Base (\$)	Median Base (\$)	Low (\$)	High (\$)
Consulting	33.2%	2,347	2,690	325	3,500
Business Development/Sales	2.1%	1,677	1,660	500	3,500
Strategy	6.1%	1,437	1,250	520	2,690
Management	21.8%	2,723	2,813	1,120	3,125
Technology	1.6%	2,118	2,000	1,400	2,595
Consulting - Other <sup>1</sup>	1.6%	1,658	1,950	325	2,813
Finance/Accounting	37.4%	2,258	2,404	400	5,300
General/Corporate	4.5%	1,714	1,990	700	2,125
Investment Banking	21.0%	2,558	2,404	1,250	5,300
Investment Management	2.4%	1,962	2,292	700	2,500
Private Wealth Management	1.6%	2,403	2,404	2,400	2,404
Private Equity	4.2%	1,765	1,500	500	4,300
Research - Equity Sell Side	1.1%	2,371	2,400	2,308	2,404
Venture Capital	1.6%	1,571	1,500	400	2,885
Finance/Accounting - Other <sup>2</sup>	1.1%	1,214	1,217	500	1,923
General Management	5.6%	1,722	1,925	600	2,700
General Management	4.2%	1,853	2,000	640	2,700
Project Management	1.3%	1,329	1,200	600	2,000
Human Resources	0.5%	†	†	†	†
Information Technology/Data Analytics	2.4%	1,406	1,225	750	3,000
Marketing/Sales	17.5%	1,756	1,813	500	2,321
Brand Management	4.5%	1,774	1,780	1,600	2,115
General	6.4%	1,642	1,791	500	2,292
Product Management	5.8%	1,862	2,000	500	2,321
Marketing/Sales - Other <sup>3</sup>	0.8%	1,787	1,840	1,600	1,920
Operations	2.9%	1,801	1,846	338	3,333
Other					
Law	0.5%	†	†	†	†

<sup>1</sup> Consulting - Other includes: Brand/Innovation, Human Capital, Retail

<sup>2</sup> Finance/Accounting - Other includes: Risk Management, Sales & Trading, Structured/Project Finance

<sup>3</sup> Marketing/Sales - Other includes: Market Research, Product Marketing

† Reporting numbers insufficient to provide salary information

New courses for full-time MBAs introduced this year include: Topics in Cryptocurrency, Creative Destruction Lab-NYC, and A Financial Approach to Climate Change.



# Major Employers

## TOP EMPLOYERS FULL-TIME (MBA CLASS OF 2018)

Company	# of Accepted Offers
Amazon	24
Credit Suisse	18
McKinsey & Company	12
IBM	10
JPMorgan Chase	9
Bain & Company	9
Deloitte	8
Goldman Sachs & Co.	8
Boston Consulting Group (BCG)	7
Citi	7
Ernst & Young	7
PricewaterhouseCoopers	6
Bank of America Merrill Lynch	6
Pfizer Inc.	5
American Express	5
Moelis & Company	4
Guggenheim Securities	4
Evercore	4
Deutsche Bank	4
Mastercard	4
Strategy&	4
RBC Capital Markets	3
Facebook	3
Merck	3
Estée Lauder Companies Inc.	3
Altice USA	3
Google	3
Analysis Group, Inc.	3
Accenture	3
UBS	3
Barclays Capital Group	3
L.E.K. Consulting	3
Colgate-Palmolive	3
Johnson & Johnson	3
A.T. Kearney	3

## TOP EMPLOYERS SUMMER INTERNS (MBA CLASS OF 2019)

Company	# of Accepted Offers
Amazon	18
Deloitte	16
PricewaterhouseCoopers	15
Boston Consulting Group (BCG)	14
McKinsey & Company	14
Goldman Sachs & Co.	11
Credit Suisse	9
Citi	8
JPMorgan Chase	8
Ernst & Young	8
Bank of America Merrill Lynch	7
Samsung Electronics America	7
IBM	6
Google	6
American Express	5
RBC Capital Markets	5
Bain & Company	5
Guggenheim Securities	5
Houlihan Lokey	5
Barclays Capital Group	4
Estée Lauder Companies Inc.	4
Deutsche Bank	4
PepsiCo	4
Pfizer Inc.	4
CBRE	3
Colgate-Palmolive	3
Moelis & Company	3
Morgan Stanley	3
L'Oréal	3
Evercore	3
Verizon	3
Facebook	3
A.T. Kearney	3

# Partner with NYU Stern 2018-2019



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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