



2020 FULL-TIME MBA EMPLOYMENT OUTCOMES

Simon Business School | University of Rochester

A new level of clarity.

Full-Time MBA Class Profile 2020

99

Total Students

37

International
Students

24–31

Average age

31%

of US Students are African American, Black,
Hispanic American, or Native American

35%

Women

17

Countries
of Origin

40%

International
Students

2–9

Average years of work
experience

2020 Undergraduate Majors

38%

Business &
Commerce

24%

Humanities &
Social Sciences

15%

Engineering

14%

Economics

11%

Math & Science

NO. **13** FOR PLACEMENT
3 months post graduation
U.S. News & World Report 2018

NO. **3** FOR ROI
in the US, based on percentage
increase on pre-MBA salary
The Economist, 2019

Full-Time MBA Class Profile 2021

107

Total Students

40

International
Students

25–32

Average age

42%

Women

18

Countries
of Origin

39%

International
Students

3–10

Average years of work
experience

2020 Undergraduate Majors

32%

Business &
Commerce

28%

Humanities &
Social Sciences

19%

Engineering

14%

Math & Science

7%

Economics

Letter from the Director



In the fall of 2018, the Simon Career Management Center became the Jay S. and Jeanne Benet Career Management Center. Through the generosity of University of Rochester Trustee and former Travelers Chief Financial Officer Jay Benet and his wife, Jeanne, the newly renovated space in Schlegel Hall became the hub of student and employer activities. While our environment changed with the onset of COVID19, for the first quarter of 2020 it remained a space where career peers engaged with students, career professionals led Career Action Team meetings, and corporate partners and alumni interviewed future business leaders. We had to pivot in March to a fully remote Career Management Center and I am happy to say this was a success.

Each and every day, the Benet Center team continues to steward the Benet family leadership gift in many ways and through a variety of platforms. Going forward the Benet career professionals along with the Benet Career Peers have a strong online model to continue to engage with our students. Nationally our Career Fair models shifted to online and while both staff and students had a learning curve, the fairs were well attended and allowed more students to

The Jay S. And Jeanne Benet Career Management Center works to develop and build lifelong career management skills for Simon Business School graduates so they may achieve the highest level of global career success.

participate due to the online format. The Benet Career Management Center is looking forward to continuing to provide exceptional service to our students through our programming and by advising on numerous platforms. The Benet Center partnership with graduate students and employers is strong. The strength of these relationships saw 91% of the Class of 2020 successfully employed within 90 days of graduation. And, the average sign-on bonus* increased by 22%.

We invite you to read more about the success profiles of the Benet Career Management Center offered in this comprehensive annual report.

Respectfully,

Angela Petrucco

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Full-Time MBA Graduating Class 2020

Data final as of August 17, 2020.
*Based on U.S. News & World Report calculations (rounded).

2020 Graduating Class	Permanent Work Authorization				Non-Permanent Work Authorization				Total MBA Work Authorizations			
	FT	PT	Other	Total	FT	PT	Other	Total	FT	PT	Other	Total
Total Seeking Employment	48	0	0	48	37	0	0	37	85	0	0	85
Not Seeking Employment												
Company Sponsored	1	0	0	1	1	0	0	1	2	0	0	2
Continuing Education	1	0	0	1	0	0	0	0	1	0	0	1
Postponing Job Search	0	0	0	0	0	0	0	0	0	0	0	0
Starting a New Business	2	0	0	2	1	0	0	1	3	0	0	3
For Other Reasons	1	0	0	1	1	0	0	1	2	0	0	2
Total Not Seeking Employment	5	0	0	5	3	0	0	3	8	0	0	8
No response	6	0	0	6	0	0	0	0	6	0	0	6
Total Graduates	59	0	0	59	40	0	0	40	99	0	0	99

The Benet Career Management Center works with more than 200 Full-Time MBA students per year who are seeking an internship or full-time employment. The Benet Center also engages with employers seeking high-quality candidates in key hiring segments such as consulting, technology, marketing, operations, finance, and other target areas.

2020 Graduates
Median Base Salary

\$120k

2020 Graduates
Median Starting Bonus

\$34.5k

\$143,349

Average base salary plus sign-on bonus
(based on U.S. News & World Report calculations, 2020)

Full-Time MBA Offers

Data final as of August 17, 2020.

Graduates Seeking Employment		First Offer by Graduation (5/17/2020)		First Offer Within 3 Months of Graduation		No Offer Received by 3 Months Post Graduation	
Permanent Work Authorization	48	41	85.4%	5	10.4%	2	4.2%
Non-Permanent Work Authorization	37	22	59.5%	9	24.3%	6	16.2%
Totals	85	63	74.1%	14	16.5%	8	9.4%

Full-Time MBA Acceptances

Data final as of August 17, 2020.

Graduates Seeking Employment		First Offer by Graduation (5/17/2020)		First Offer Within 3 Months of Graduation		No Offer Received by 3 Months Post Graduation	
Permanent Work Authorization	48	40	83.3%	6	12.5%	2	4.2%
Non-Permanent Work Authorization	37	20	54.1%	11	29.7%	6	16.2%
Totals	85	60	70.6%	17	20.0%	8	9.4%

Full-Time MBA Base Salary

Data final as of August 17, 2020.

FT MBA Class of 2020	# Reporting		Mean	Median	Low	High
Permanent Work Authorization	39	84.8%	\$116,146.99	\$120,000.00	\$66,560.00	\$150,000.00
Non-Permanent Work Authorization	24	77.4%	\$115,323.79	\$117,500.00	\$72,000.00	\$175,000.00
Totals	63	81.8%	\$115,833.39	\$120,000.00	\$66,560.00	\$175,000.00

Full-Time MBA Starting Bonus

Data final as of August 17, 2020.

FT MBA Class of 2020	# Reporting		Mean	Median	Low	High
Permanent Work Authorization	32	69.6%	\$34,609.38	\$39,250.00	\$5,000.00	\$75,000.00
Non-Permanent Work Authorization	21	67.7%	\$29,809.52	\$30,000.00	\$5,000.00	\$75,000.00
Totals	53	68.8%	\$32,707.55	\$34,500.00	\$5,000.00	\$150,000.00

Base Salary by Industry

High Base Salary by Industry

Financial Services



High Base Salary by Industry

Technology



High Base Salary by Industry

Consumer Packaged Goods



High Base Salary by Industry

Healthcare



High Base Salary by Industry

Retail



High Base Salary by Industry

Consulting



High Base Salary by Industry

Manufacturing



High Base Salary by Industry

Energy/Transportation/Logistics



High Base Salary by Industry

Government



High Base Salary by Industry

Media / Entertainment



Base Salary by Function

High Base Salary by Function

Finance/Accounting



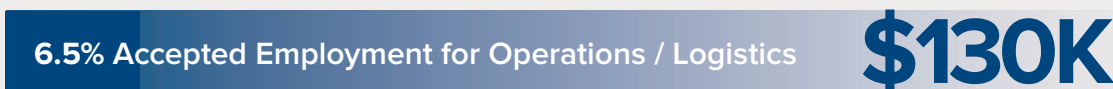
High Base Salary by Function

Marketing Sales



High Base Salary by Function

Operations / Logistics



High Base Salary by Function

Consulting



High Base Salary by Function

General Management



Full-Time MBA Compensation by Function

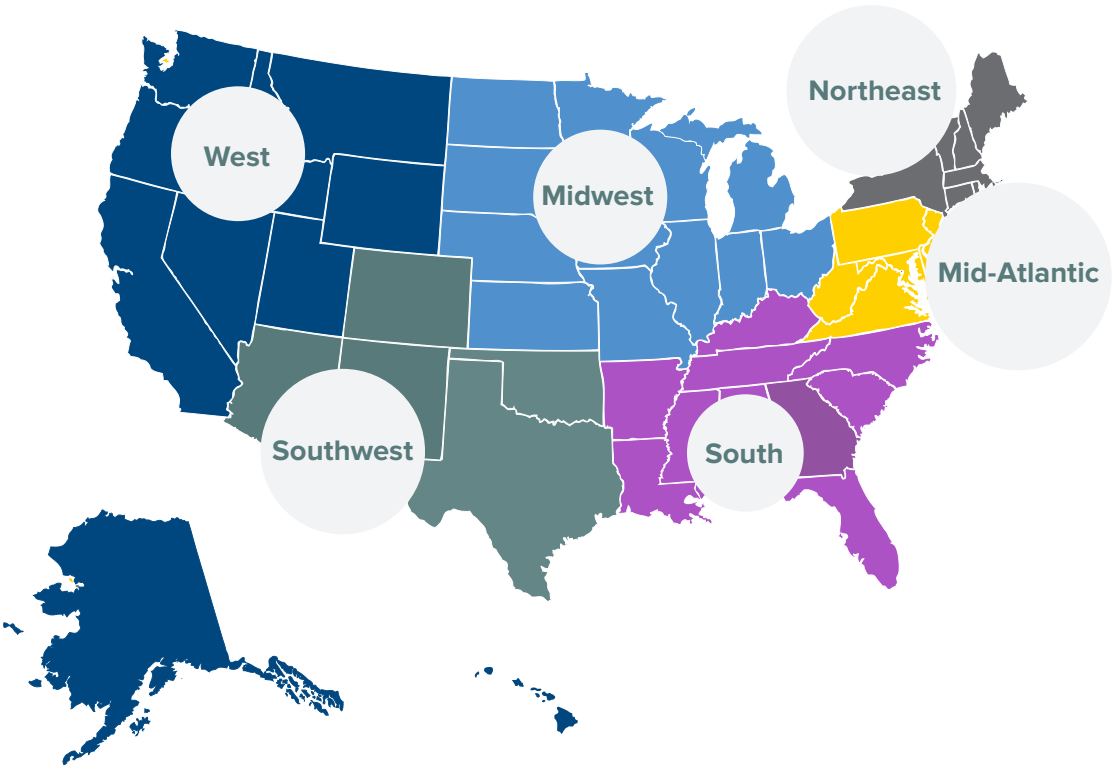
Function	Graduates Reporting	Accepting New Employment		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Consulting	5	8	10.4%	\$115,400.00	\$120,000.00	\$80,000.00	\$160,000.00
Finance/Accounting	24	30	39.0%	\$118,794.31	\$117,500.00	\$73,000.00	\$150,000.00
General Management	4	4	5.2%	\$118,750.00	\$120,000.00	\$110,000.00	\$125,000.00
Human Resources	1	1	1.3%	-----	-----	3 or less data points	3 or less data points
Marketing Sales	24	26	33.8%	\$111,851.67	\$117,000.00	\$66,560.00	\$175,000.00
Information Technology	1	3	3.9%	-----	-----	3 or less data points	3 or less data points
Operations/Logistics	4	5	6.5%	\$126,250.00	\$130,000.00	\$115,000.00	\$130,000.00
Other	0	0	0.0%	N/A	N/A	\$0	\$0
Totals	63	77	100%	\$115,833.39	\$120,000.00	\$66,560.00	\$175,000.00

Full-Time MBA Compensation by Industry

Any salary category with 3 data points or less is not reported publicly

Industry	Graduates Reporting	Graduates Accepting New Employment		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Consulting	6	7	9.1%	\$108,646.67	\$107,500.00	\$74,880.00	\$160,000.00
Consumer Packaged Goods	7	9	11.7%	\$101,794.29	\$106,000.00	\$66,560.00	\$120,000.00
Financial Services	20	24	31.2%	\$129,325.00	\$136,500.00	\$85,000.00	\$150,000.00
Government	1	1	1.3%	3 or less data points	3 or less data points	3 or less data points	3 or less data points
Manufacturing	2	7	9.1%	3 or less data points	3 or less data points	3 or less data points	3 or less data points
Media / Entertainment	1	1	1.3%	3 or less data points	3 or less data points	3 or less data points	3 or less data points
Energy	1	1	1.3%	3 or less data points	3 or less data points	3 or less data points	3 or less data points
Healthcare	5	6	7.8%	\$110,000.00	\$120,000.00	\$90,000.00	\$120,000.00
Real Estate	0	0	0.0%	3 or less data points	3 or less data points	3 or less data points	3 or less data points
Technology	16	17	22.1%	\$119,125.00	\$125,000.00	\$72,000.00	\$175,000.00
Hospitality	0	0	0.0%	3 or less data points	3 or less data points	3 or less data points	3 or less data points
Retail	3	3	3.9%	3 or less data points	3 or less data points	3 or less data points	3 or less data points
Transportation & Logistics Services	1	1	1.3%	3 or less data points	3 or less data points	3 or less data points	3 or less data points
Nonprofit + Other	0	0	0.0%	3 or less data points	3 or less data points	3 or less data points	3 or less data points
Totals	63	77	100%	\$115,833.39	\$120,000.00	\$66,560.00	\$175,000.00

US Graduates **Accepting Employment**



Full-Time MBA High Base Salary in **US Regions***

US West	\$175,000.00
US Midwest	\$120,000.00
US Southwest	N/A
US South	\$115,000.00
US Mid-Atlantic	\$150,000.00
US Northeast	\$150,000.00

*Mid-Atlantic: Delaware, District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia.
Midwest: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin.
Northeast: Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island, Vermont.
South: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee.
Southwest: Arizona, Colorado, New Mexico, Oklahoma, Texas.
West: Alaska, California, Hawaii, Idaho, Montana, Nevada, Oregon, Utah, Washington, Wyoming.

Full-Time MBA Compensation by **North American Region**

North America Region	Graduates Accepting New Employment		Graduates Reporting	Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Bermuda, Canada, Greenland, and St. Pierrer & Miquelon	0	0.0%	0	n/a	n/a	n/a	n/a
United States, Mid-Atlantic	4	5.4%	4	\$130,750.00	\$129,000.00	\$115,000.00	\$150,000.00
United States, Midwest	6	8.1%	4	\$114,948.12	\$120,000.00	\$99,792.47	\$120,000.00
United States, Northeast	41	55.4%	31	\$115,449.68	\$120,000.00	\$66,560.00	\$150,000.00
United States, South	6	8.1%	5	\$95,400.00	\$90,000.00	\$81,000.00	\$115,000.00
United States, Southwest	1	1.4%	1	3 or less data points	3 or less data points	3 or less data points	3 or less data points
United States, West	16	21.6%	16	\$120,875.00	\$125,000.00	\$85,000.00	\$175,000.00
Totals	74	100.0%	61	\$116,438.24	\$120,000.00	\$66,560.00	\$175,000.00

Full-Time MBA Compensation **by World Region**

World Region	Graduates Accepting New Employment		Graduates Reporting	Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Africa	0	0.0%	0	n/a	n/a	n/a	n/a
Asia	1	1.3%	0	n/a	n/a	n/a	n/a
Oceania	0	0.0%	0	n/a	n/a	n/a	n/a
Europe	1	1.3%	1	3 or less data points	3 or less data points	3 or less data points	3 or less data points
North America	74	96.1%	61	\$116,438.24	\$120,000.00	\$66,560.00	\$175,000.00
Latin America & Caribbean	1	1.3%	1	3 or less data points	3 or less data points	3 or less data points	3 or less data points
Totals	77	100%	63	\$115,833.39	\$120,000.00	\$66,560.00	\$175,000.00

Full-Time MBA Compensation by Experience

Experience	Graduates Accepting New Employment		Graduates Reporting	Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
One year or less	2	2.6%	2	3 or less data points	3 or less data points	3 or less data points	3 or less data points
1 to 3 years	5	6.5%	5	\$109,400.00	\$119,000.00	\$73,000.00	\$150,000.00
3 to 5 years	26	33.8%	18	\$110,771.11	\$108,000.00	\$74,880.00	\$150,000.00
More than 5 years	44	57.1%	38	\$119,647.99	\$120,000.00	\$66,560.00	\$175,000.00
Totals	77	100%	63	\$115,833.39	\$120,000.00	\$66,560.00	\$175,000.00

Full-Time MBA

Source of Full-Time Job Acceptances

Source	Number	Percent
School-Facilitated Activities		
School-Facilitated Internships	34	44.2%
Scheduled Interviews On and Off Campus	0	0.0%
Job Postings (SW, Resume Books, Resume Referrals)	12	15.6%
Activities Supported by the CMC (Job Fairs, Consortium, Events, etc)	10	13.0%
School Network/Resources (Faculty, Alumni Referrals, etc)	7	9.1%
Other SFA	0	0%
Total School-Facilitated Activities	63	81.8%
Graduate-Facilitated Activities		
Graduate-Facilitated Internships	1	1.3%
Personal Contacts (Previous Employers, Family, Friends, etc)	7	9.1%
Online Job Postings (Social Media, Linkedin, etc)	6	7.8%
Other GFA	0	0%
Total Graduate-Facilitated Activities	14	18.2%
No Response by Graduate	0	0%
Total Job Accepting Graduates	77	100%

Full-Time MBA

Top Hiring Companies

AbbVie	HPE
Accenture	Intel
Amazon	Johnson & Johnson
American Express	Kimberly-Clark
Analysis Group	L’Oreal
Applied Materials	Liberty Mutual
AstraZeneca	Lockheed Martin
AT&T	M & T Bank
Bank of America	McKinsey & Company
Barclays	Medtronic
Campbell Soup Company	Microsoft
Capital One	Morgan Stanley
Cigna	PayPal, Inc
Citigroup	PwC
Coca-Cola	Regeneron Pharmaceuticals
Cognizant	Salesforce
Constellation Brands	Simon-Kucher & Partners
Credit Suisse	Staples
CVS Health	Starbucks
Dell	State Street
Deloitte	Target
Discover Bank	Tesla
Dow Chemical	Thermo Fisher Scientific
Edward Jones	Verizon
EY	Walmart
Facebook	Western Digital
FedEx	
Fisher-Price	
Gartner	
General Electric Company	
General Mills	
Google	
Guggenheim Partners	
Hasbro	
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Key Contacts

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