Class of 2022 Undergraduate Full-Time Employment Outcomes

CLASS OF 2022 POST GRADUATION OUTCOMES

<table>
<thead>
<tr>
<th>Post Graduation Outcome Status*</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employed Full-time</td>
<td>773</td>
<td>79%</td>
</tr>
<tr>
<td>Continuing Education</td>
<td>90</td>
<td>10%</td>
</tr>
<tr>
<td>Still Seeking/Unsure of Plans</td>
<td>84</td>
<td>9%</td>
</tr>
<tr>
<td>Unsure of Plans</td>
<td>20</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Total students who reported outcomes</strong></td>
<td>931</td>
<td>100%</td>
</tr>
</tbody>
</table>

* 1137 total graduates; outcome percentages based on number of students that provided post graduation data (931) as reported to Poets&Quants

KEY SALARY DATA

- **$75,820** Average Salary
- **$75,000** Median Salary
- **$7,750** Average Bonus
- **$7,800** Median Bonus

- **21%** of graduates accepted jobs with salaries **$90,000** and higher
- **32%** of graduates reported receiving a bonus as part of their initial job offer

SALARY & EMPLOYMENT BY FUNCTION

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Base Salary Mean</th>
<th>Base Salary (min)</th>
<th>Base Salary (max)</th>
<th>Salary Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>33%</td>
<td>$86,036</td>
<td>$50,000</td>
<td>$140,000</td>
<td>$85,000</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>7%</td>
<td>$73,343</td>
<td>$50,000</td>
<td>$103,000</td>
<td>$75,000</td>
</tr>
<tr>
<td>Equity Research</td>
<td>1%</td>
<td>$106,667</td>
<td>$100,000</td>
<td>$110,000</td>
<td>$110,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>12%</td>
<td>$93,673</td>
<td>$65,000</td>
<td>$115,000</td>
<td>$90,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>9%</td>
<td>$79,286</td>
<td>$58,000</td>
<td>$110,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Investor Relations</td>
<td>1%</td>
<td>$72,500</td>
<td>$70,000</td>
<td>$75,000</td>
<td>$72,500</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>2%</td>
<td>$80,000</td>
<td>$75,000</td>
<td>$85,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Sales &amp; Trading</td>
<td>1%</td>
<td>$94,187</td>
<td>$50,000</td>
<td>$140,000</td>
<td>$95,000</td>
</tr>
<tr>
<td>Marketing</td>
<td>23%</td>
<td>$65,006</td>
<td>$31,200</td>
<td>$130,000</td>
<td>$62,400</td>
</tr>
<tr>
<td>Advertising/PR/Sales</td>
<td>1%</td>
<td>$60,000</td>
<td>$52,000</td>
<td>$68,000</td>
<td>$60,000</td>
</tr>
<tr>
<td>Business Development/Sales</td>
<td>3%</td>
<td>$58,044</td>
<td>$40,000</td>
<td>$78,000</td>
<td>$62,000</td>
</tr>
<tr>
<td>Client Experience</td>
<td>1%</td>
<td>$46,333</td>
<td>$31,200</td>
<td>$60,000</td>
<td>$47,800</td>
</tr>
<tr>
<td>Digital Marketing</td>
<td>6%</td>
<td>$61,126</td>
<td>$41,600</td>
<td>$85,000</td>
<td>$61,500</td>
</tr>
<tr>
<td>Marketing/Communications</td>
<td>7%</td>
<td>$62,409</td>
<td>$46,000</td>
<td>$81,000</td>
<td>$62,000</td>
</tr>
<tr>
<td>Product/Brand Marketing</td>
<td>4%</td>
<td>$82,638</td>
<td>$41,600</td>
<td>$130,000</td>
<td>$81,780</td>
</tr>
<tr>
<td>Accounting</td>
<td>13%</td>
<td>$72,200</td>
<td>$50,000</td>
<td>$117,295</td>
<td>$68,000</td>
</tr>
<tr>
<td>Advisory</td>
<td>5%</td>
<td>$79,793</td>
<td>$61,000</td>
<td>$90,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Audit/Assurance</td>
<td>4%</td>
<td>$66,762</td>
<td>$60,000</td>
<td>$74,000</td>
<td>$67,000</td>
</tr>
<tr>
<td>Corporate Accounting</td>
<td>2%</td>
<td>$67,633</td>
<td>$50,000</td>
<td>$117,295</td>
<td>$59,250</td>
</tr>
<tr>
<td>Tax</td>
<td>3%</td>
<td>$66,917</td>
<td>$62,000</td>
<td>$75,000</td>
<td>$67,000</td>
</tr>
<tr>
<td>Analytics</td>
<td>10%</td>
<td>$74,906</td>
<td>$45,000</td>
<td>$100,000</td>
<td>$75,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>8%</td>
<td>$76,935</td>
<td>$56,000</td>
<td>$95,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Management</td>
<td>6%</td>
<td>$68,426</td>
<td>$46,050</td>
<td>$105,000</td>
<td>$70,000</td>
</tr>
<tr>
<td>Human Resources</td>
<td>1%</td>
<td>$62,610</td>
<td>$46,050</td>
<td>$80,000</td>
<td>$60,000</td>
</tr>
<tr>
<td>Operations</td>
<td>3%</td>
<td>$68,822</td>
<td>$52,000</td>
<td>$105,000</td>
<td>$70,000</td>
</tr>
<tr>
<td>Project Management</td>
<td>1%</td>
<td>$76,667</td>
<td>$70,000</td>
<td>$85,000</td>
<td>$75,000</td>
</tr>
<tr>
<td>Logistics/Supply Chain</td>
<td>3%</td>
<td>$66,698</td>
<td>$48,000</td>
<td>$100,000</td>
<td>$62,000</td>
</tr>
<tr>
<td>Other</td>
<td>3%</td>
<td>$57,250</td>
<td>$57,000</td>
<td>$57,500</td>
<td>$57,250</td>
</tr>
</tbody>
</table>

Due to rounding, total may not equal 100%
Class of 2022 Undergraduate Full-Time Employment Outcomes

SALARY & EMPLOYMENT BY INDUSTRY

37% of graduates work in Finance, Banking, and Insurance

28% of graduates work in Professional Services

12% of graduates work in Technology, Information, and Internet

### PROFESSIONAL SERVICES BREAKDOWN
- Consulting: 43%
- Marketing/Advertising/Public Relations: 21%
- Staffing & Recruiting: 2%
- Accounting: 34%

### FINANCE, BANKING & INSURANCE BREAKDOWN
- Real Estate: 9%
- Private Equity/Venture Capital: 9%
- Investment Management: 20%
- Investment Banking: 40%
- Financial Technology: 4%
- Commercial Banking: 2%
- Financial Services: 16%

### EMPLOYMENT & MEDIAN SALARY BY REGION
- Northeast: $75,000
- West: $81,000
- Southwest: $75,000
- South: $75,000
- Midwest: $67,100
- Mid-Atlantic: $76,000

*International: 11%

### TOP 5 HIRING CITIES
1. Boston
2. New York City
3. Los Angeles
4. Chicago
5. San Francisco

### TOP 5 INTERNATIONAL HIRING COUNTRIES
1. China
2. India
3. Germany
4. United Kingdom
5. Japan
## Top Organizations that hired D’Amore-Mckim Graduates Full-Time

- Acadian Asset Management
- Accenture
- Acquia
- Adams Street Partners
- Adobe
- Akamai
- Altran
- Alithya
- Alliance Bernstein
- Alnylam Pharmaceuticals
- AlphaSights
- Alvarez & Marsal
- Amazon
- AMC Networks
- American Tower
- Amundi US
- Andersen
- Anthropologie
- APPLE
- Archstone Capital
- ArrowStreet Capital
- ASICS Digital
- Audax Group
- Authentic
- Bain & Company
- Bain Capital
- Baker Tilly US
- Bank of America Merrill Lynch
- Barclays
- Battery Ventures
- Bayview Asset Management
- BCG
- Beka Finance
- Berenberg Capital Markets
- Berkeley Research Group
- Bitpanda
- BlackRock
- Bleecker Street Media
- Bluewolf, an IBM Company
- BMO
- BMO Capital Markets
- Boston Globe Media
- Bowen
- Brookfield Properties
- Brookline Bank
- Brown Brothers Harriman
- BusRight
- Bytedance Inc.
- Cabot Properties
- Cambridge Associates
- Capgemini Invent
- Capital One
- CAPTRUST
- Capvison
- Carpel Building
- Maintenance Solutions
- Catalant Technologies
- Chewy
- Citi
- Clocktower
- CohnReznick
- Coin Metrics
- Cowen Inc.
- Credit Genie
- Credit Suisse
- Crowd
- Cushman & Wakefield
- Darmody, Merlino & Co., LLP
- DataPivot Technologies
- DBG Assets
- Degreed
- Deloitte
- Denneen and Company
- Deutsche Bank
- Digita
- Disney
- DraftKings
- DXT Commodities SA
- Edelman
- Edelman & Company
- EF Education First
- E*Trade Lending
- EY
- Fairmarkit
- Fidelity Investments
- Fiduciary Trust Company
- Financial Technology Partners
- FinTech Alliance
- Flow Traders
- Floyd Advisory
- Forward Financing
- G2 Capital Advisors
- General Catalyst
- GMO
- Goldman Sachs
- Goodwin
- Google
- Gordon Brothers
- GP Bullhound
- Greentown Labs
- HarbourVest Partners
- Havas Media Group
- Hayden Consulting Group
- Hercules Capital
- Hewlett Packard Enterprise
- Horizon Media
- HubSpot
- i Squared Capital
- IBM
- Imperial Capital
- Imperva
- IQVIA
- Jane Street
- Jefferies
- John Hancock
- Johnson & Johnson
- JPMorgan Chase & Co.
- K1 Investment Management
- KKR
- Klaviyo
- KPMG
- L.E.K. Consulting
- Lazard
- Lemanic Asset Management S.A
- Liberty Mutual
- Lime
- Lincoln Churchill Advisors
- LionTree
- L’Oreal
- Iululemon
- MAC Cosmetics
- Mathworks
- McKinsey & Company
- MeanPug Digital
- Merrill
- MFS Investment Management
- Microsoft
- Milliman Financial Risk Management
- Minard Capital
- Moelis & Company
- Morgan Stanley
- Nasdaq
- Natixis Investment Managers
- Nautic Partners
- NBCUniversal
- NEPC LLC
- Neuberger Berman
- New England Venture Capital Association
- New Markets Advisors
- Nike
- Norr Capital
- Northland Investment Corporation
- NxStage Medical
- O’Brien Wealth Partners
- Oppenheimer
- Oracle
- Orvieto Partners, L.P.
- PA Consulting
- PAN Communications
- Param Capital Group
- Parker Waichman LLP
- Paul McCoy Family Office Services
- Pepper Financial Services Group
- PHOENIX
- Pillar VC
- Piper Sandler
- PKF O’Connor Davies
- Point B
- Point72
- Posh Technologies
- Prime Buchholz LLC
- Protiviti
- PUMA
- Putnam Investments
- PwC
- Quickbase
- Raptor Capital Management
- Raymond James
- Raytheon Technologies
- Reebok
- Rent the Runway
- Richemont
- Rockefeller Capital Management
- Rockefeller Capital Management
- Rockwell Capital Management
- Ropes & Gray LLP
- RSM
- S&P Global
- Salesforce
- Salsify
- Sanabil Investments
- Santander
- Schneider Electric
- Scotiabank
- ServiceNow
- SharkNinja
- Silicon Valley Bank
- SmartBear
- Spero Therapeutics
- Square
- Starfish
- State Street
- Stax
- Streetlight Ventures
- Sun Property Group
- Synopsys Inc
- The Abbey Group
- The Colony Group
- Thrive
- Thrive Fantasy
- TJX
- Toast
- True Capital Management
- Turner Construction
- Uber
- Unifirst
- Vertex Pharmaceuticals
- Visa
- VMware
- Voya Investment Management
- Washington Post
- Wayfair
- Welch’s
- Wellington Management
- William Blair
- Winslow Technology Group

* Hired 4 or more graduates
ACCOUNTING CONCENTRATION EMPLOYMENT SUMMARY

<table>
<thead>
<tr>
<th># of Concentrators*</th>
<th># of Reported Employment Information</th>
<th>Average Salary</th>
<th>Median Salary</th>
<th>Average Bonus</th>
<th>Median Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>144</td>
<td>98</td>
<td>$73,681</td>
<td>$67,000</td>
<td>$6,899</td>
<td>$6,600</td>
</tr>
</tbody>
</table>

*Includes 1st, 2nd, and 3rd concentrators

SALARY & EMPLOYMENT BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>58%</td>
<td>$68,315</td>
<td>$67,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>13%</td>
<td>$92,000</td>
<td>$66,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>6%</td>
<td>$80,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>4%</td>
<td>$96,250</td>
<td>$90,000</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>3%</td>
<td>$75,000</td>
<td>$75,000</td>
</tr>
<tr>
<td>Other</td>
<td>15%</td>
<td>$74,659</td>
<td>$62,500</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$73,681</td>
<td>$67,000</td>
</tr>
</tbody>
</table>

Due to rounding, total may not equal 100%

SALARY & EMPLOYMENT BY FUNCTION

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Audit/Accuracy</td>
<td>29%</td>
<td>$66,650</td>
<td>$67,000</td>
</tr>
<tr>
<td>Tax</td>
<td>19%</td>
<td>$69,917</td>
<td>$67,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>9%</td>
<td>$88,400</td>
<td>$82,000</td>
</tr>
<tr>
<td>Corporate Accounting</td>
<td>9%</td>
<td>$70,159</td>
<td>$61,500</td>
</tr>
<tr>
<td>Analytics</td>
<td>7%</td>
<td>$84,950</td>
<td>$84,950</td>
</tr>
<tr>
<td>Advisory</td>
<td>7%</td>
<td>$73,571</td>
<td>$78,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>5%</td>
<td>$72,500</td>
<td>$72,500</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>4%</td>
<td>$79,000</td>
<td>$79,000</td>
</tr>
<tr>
<td>Sales &amp; Trading</td>
<td>3%</td>
<td>$120,000</td>
<td>$120,000</td>
</tr>
<tr>
<td>Other</td>
<td>7%</td>
<td>$86,250</td>
<td>$86,250</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$73,681</td>
<td>$67,000</td>
</tr>
</tbody>
</table>

Due to rounding, total may not equal 100%

TOP EMPLOYERS & JOB TITLES

Deloitte, Advisory/Consulting (2)
Deloitte, Audit & Assurance (12)
Deloitte, Tax (2)
PwC, Advisory/Consulting (1)
PwC, Audit & Assurance (7)
PwC, Tax (8)

KPMG, Audit & Assurance (5)
KPMG, Tax (2)
EY, Advisory/Consulting (2)
EY, Audit & Assurance (2)
EY, Tax (1)

TOP JOB TITLES & SALARIES

ADVISORY

Median Salary: $78,000
- Enterprise Risk Consultant
- Associate
- Strategy and Business Valuation

CORPORATE ACCOUNTING

Median Salary: $61,500
- Accounting Analyst
- Staff Accountant

INVESTMENT BANKING

Median Salary: $82,000
- Investment Banking Analyst
- Wealth Strategy Analyst

AUDIT/ASSURANCE

Median Salary: $67,000
- Assurance Assistant
- Audit and Assurance Associate
- Audit Associate

TAX

Median Salary: $67,000
- Tax Associate
- Tax Consultant
Entrepreneurship Concentration: Class of 2022 Full-Time Employment Outcomes

**ENTREPRENEURSHIP CONCENTRATION EMPLOYMENT SUMMARY**

<table>
<thead>
<tr>
<th># of Concentrators*</th>
<th># of Reported Employment Information</th>
<th>Average Salary</th>
<th>Median Salary</th>
<th>Average Bonus</th>
<th>Median Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>189**</td>
<td>122</td>
<td>$73,598</td>
<td>$73,000</td>
<td>$6,725</td>
<td>$7,250</td>
</tr>
</tbody>
</table>

* Includes 1st, 2nd, and 3rd concentrators

** Includes Entrepreneurship, Corporate Innovation & Venture, Social Innovation & Entrepreneurship, Entrepreneurial Startups, and Family Business concentrators

**SALARY & EMPLOYMENT BY INDUSTRY**

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology/Software</td>
<td>13%</td>
<td>$76,440</td>
<td>$74,500</td>
</tr>
<tr>
<td>Consulting</td>
<td>10%</td>
<td>$72,667</td>
<td>$75,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>8%</td>
<td>$80,000</td>
<td>$90,000</td>
</tr>
<tr>
<td>Marketing/Advertising/Public Relations</td>
<td>7%</td>
<td>$85,000</td>
<td>$85,000</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>7%</td>
<td>$80,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Accounting</td>
<td>7%</td>
<td>$79,600</td>
<td>$80,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>6%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Retail</td>
<td>5%</td>
<td>$56,833</td>
<td>$58,000</td>
</tr>
<tr>
<td>Biotech/Pharmaceuticals</td>
<td>4%</td>
<td>$69,500</td>
<td>$69,500</td>
</tr>
<tr>
<td>Other</td>
<td>33%</td>
<td>$68,067</td>
<td>$60,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$73,598</td>
<td>$73,000</td>
</tr>
</tbody>
</table>

* Salary data not reported

**SALARY & EMPLOYMENT BY FUNCTION**

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Development/Sales</td>
<td>10%</td>
<td>$50,080</td>
<td>$50,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>10%</td>
<td>$68,886</td>
<td>$68,000</td>
</tr>
<tr>
<td>Analytics</td>
<td>8%</td>
<td>$87,333</td>
<td>$82,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>8%</td>
<td>$88,333</td>
<td>$80,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>7%</td>
<td>$79,298*</td>
<td>$80,000*</td>
</tr>
<tr>
<td>Marketing/Communications</td>
<td>7%</td>
<td>$80,500</td>
<td>$80,000</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>7%</td>
<td>$85,000</td>
<td>$89,000</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>6%</td>
<td>$72,750</td>
<td>$73,000</td>
</tr>
<tr>
<td>Product/Brand Marketing</td>
<td>6%</td>
<td>$93,533</td>
<td>$109,000</td>
</tr>
<tr>
<td>Operations</td>
<td>5%</td>
<td>$65,000</td>
<td>$67,900</td>
</tr>
<tr>
<td>Digital Marketing</td>
<td>5%</td>
<td>$85,000</td>
<td>$85,000</td>
</tr>
<tr>
<td>Advisory</td>
<td>5%</td>
<td>$81,833</td>
<td>$86,000</td>
</tr>
<tr>
<td>Management/Founder</td>
<td>4%</td>
<td>**</td>
<td>**</td>
</tr>
<tr>
<td>Other</td>
<td>12%</td>
<td>$62,875</td>
<td>$66,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$73,598</td>
<td>$73,000</td>
</tr>
</tbody>
</table>

*Function average and median shared for all DMSB, as no salary data was reported within the concentration

**TOP EMPLOYERS & JOB TITLES** *(Hired 2 or more Entrepreneurship concentrators)*

- **Goldman Sachs**, Investment Banking (2)
- **Goldman Sachs**, Client Services Associate (1)
- **Goldman Sachs**, Corporate Treasury Analyst (1)
- **Deloitte**, Analyst (Advisory) (3)
- **Wayfair**, E-commerce Associate (2)
- **Wayfair**, B2B Marketing Acquisition (1)
- **Scotiabank**, Global Markets Analyst (2)
- **BCG**, Financial Analyst (1)
- **BCG**, Global CEO Advisory Events Coordinator (1)
- **PwC**, Associate Consultant (1)
- **PwC**, Corporate Governance (1)

**TOP JOB TITLES & SALARIES**

**MARKETING/COMMUNICATIONS**

- **MEDIAN SALARY:** $80,500
  - Associate Marketing Coordinator
  - Marketing Specialist

**INVESTMENT MANAGEMENT**

- **MEDIAN SALARY:** $80,000
  - Associate
  - Associate, Institutional Sales

**INVESTMENT BANKING**

- **MEDIAN SALARY:** $90,000
  - Global Markets Analyst
  - Investment Banking Analyst
  - Venture Selection Analyst

**PRIVATE EQUITY/VENTURE CAPITAL**

- **MEDIAN SALARY:** $85,000
  - Investment Analyst
  - Private Equity Analyst

**BUSINESS DEVELOPMENT/SALES**

- **MEDIAN SALARY:** $50,000
  - Business Development Consultant
  - Business Development Representative

**CONSULTING**

- **MEDIAN SALARY:** $68,000
  - Associate Consultant
  - Consultant - Healthcare Services
  - Junior Consultant

**ANALYTICS**

- **MEDIAN SALARY:** $82,000
  - Analytics, Growth Marketing
  - Campaign Analyst
  - Data & Analytics Solution Advisor
Finance Concentration: Class of 2022
Full-Time Employment Outcomes

FINANCE CONCENTRATION EMPLOYMENT SUMMARY

<table>
<thead>
<tr>
<th># of Concentrators*</th>
<th># of Reported Employment Information</th>
<th>Average Salary</th>
<th>Median Salary</th>
<th>Average Bonus</th>
<th>Median Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>551**</td>
<td>385</td>
<td>$80,656</td>
<td>$80,000</td>
<td>$8,559</td>
<td>$8,500</td>
</tr>
</tbody>
</table>

* Includes 1st, 2nd, and 3rd concentrators
** Includes 7 Fintech concentrators

TOP EMPLOYERS & JOB TITLES (Hired 5 or more Finance concentrators)

- Goldman Sachs, Investment Banking Analyst (14)
- Goldman Sachs, Wealth Management Analyst (2)
- Goldman Sachs, Global Markets (1)
- Morgan Stanley, Investment Banking Analyst (10)
- Morgan Stanley, Wealth Management Analyst (2)
- Morgan Stanley, Associate, Client Relations Group (1)
- JPMorgan Chase & Co, Investment Banking Analyst (9)
- JPMorgan Chase & Co, Fund Accountant (3)
- Deloitte, Advisory/Consulting (5)
- Deloitte, Audit & Assurance (5)
- Deloitte, Tax (1)
- Scotiabank, Investment Banking Analyst (10)
- PwC, Advisory/Consulting (3)
- PwC, Audit & Assurance (4)
- PwC, Tax (2)
- BCG, Financial Analyst (3)
- BCG, Advisory/Consulting (1)
- BCG, Global Expert Consulting Track (1)
- BCG, Marketing Strategy/Communications (1)
- EY, Advisory/Consulting (5)
- EY, Audit & Assurance (1)
- KPMG, Advisory/Consulting (2)
- KPMG, Audit & Assurance (3)
- KPMG, Tax (1)
- Wayfair, Analytics (2)
- Wayfair, BWB Marketing Acquisition (1)
- Wayfair, Email Marketing (1)
- Wayfair, Site Navigation Associate (1)
- Wayfair, Vertical Merchandising (1)
- Bank of America Merrill Lynch, Investment Banking Analyst (3)
- Bank of America Merrill Lynch, Wealth Management Analyst (2)
- Credit Suisse, Investment Banking Analyst (5)
- Wellington Management, Business Associate
- Wellington Management, Financial Analyst (1)
- Wellington Management, InvesTech Associate Program (1)
- Wellington Management, Investment Product & Fund Services Business Management Team (1)
- Wellington Management, Investment Products & Strategies Analyst (1)

SALARY & EMPLOYMENT BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment Banking</td>
<td>26%</td>
<td>$92,280</td>
<td>$90,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>12%</td>
<td>$86,053</td>
<td>$85,000</td>
</tr>
<tr>
<td>Accounting</td>
<td>10%</td>
<td>$73,568</td>
<td>$72,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>9%</td>
<td>$76,225</td>
<td>$80,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>9%</td>
<td>$79,583</td>
<td>$80,000</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>5%</td>
<td>$79,000</td>
<td>$75,000</td>
</tr>
<tr>
<td>Real Estate</td>
<td>5%</td>
<td>$73,571</td>
<td>$75,000</td>
</tr>
<tr>
<td>Technology/Software</td>
<td>5%</td>
<td>$75,630</td>
<td>$69,000</td>
</tr>
<tr>
<td>Other</td>
<td>19%</td>
<td>$70,444</td>
<td>$70,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$80,656</td>
<td>$80,000</td>
</tr>
</tbody>
</table>
TOP JOB TITLES & SALARIES

EQUITY RESEARCH
MEDIAN SALARY: $110,000
- Equity Research Analyst
- Institutional Equity Analyst

PRIVATE EQUITY/VENTURE CAPITAL
MEDIAN SALARY: $80,000
- Analyst
- Investment Professional
- Private Equity Fund Analyst
- VC Associate

CONSULTING
MEDIAN SALARY: $79,000
- Associate Consultant
- Consulting Analyst
- Consulting Development Analyst
- Expert Consulting Track Practice Area Coordinator

ANALYTICS
MEDIAN SALARY: $80,000
- Analyst, Sales Operation & Analytics
- Business Intelligence Analyst
- Investment Analytics Associate
- Sales Strategy and Analytics Manager

INVESTMENT BANKING
MEDIAN SALARY: $90,000
- Capital Markets Analyst
- Commodity Analyst
- Global Capital Markets Rotational Analyst
- Investment Banking Analyst

INVESTMENT MANAGEMENT
MEDIAN SALARY: $80,000
- Associate, Institutional Sales
- Client Associate
- Operations Analyst
- Wealth Management Client Associate

CORPORATE FINANCE
MEDIAN SALARY: $75,000
- Associate - Valuation
- Commercial Planning Analyst
- Financial Analyst
- Treasury Analyst

SALARY & EMPLOYMENT BY FUNCTION

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment Banking</td>
<td>22%</td>
<td>$94,022</td>
<td>$90,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>16%</td>
<td>$79,250</td>
<td>$80,000</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>12%</td>
<td>$74,153</td>
<td>$75,000</td>
</tr>
<tr>
<td>Analytics</td>
<td>8%</td>
<td>$75,992</td>
<td>$80,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>8%</td>
<td>$77,275</td>
<td>$79,000</td>
</tr>
<tr>
<td>Advisory</td>
<td>4%</td>
<td>$79,385</td>
<td>$80,000</td>
</tr>
<tr>
<td>Audit/Assurance</td>
<td>4%</td>
<td>$67,800</td>
<td>$67,000</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>4%</td>
<td>$80,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Operations</td>
<td>3%</td>
<td>$70,200</td>
<td>$70,000</td>
</tr>
<tr>
<td>Equity Research</td>
<td>3%</td>
<td>$106,667</td>
<td>$110,000</td>
</tr>
<tr>
<td>Sales &amp; Trading</td>
<td>3%</td>
<td>$94,167</td>
<td>$95,000</td>
</tr>
<tr>
<td>Other</td>
<td>14%</td>
<td>$65,179</td>
<td>$63,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
<td><strong>$80,656</strong></td>
<td><strong>$80,000.00</strong></td>
</tr>
</tbody>
</table>

Due to rounding, total may not equal 100%
MANAGEMENT CONCENTRATION EMPLOYMENT SUMMARY

<table>
<thead>
<tr>
<th># of Concentrators*</th>
<th># of Reported Employment Information</th>
<th>Average Salary</th>
<th>Median Salary</th>
<th>Average Bonus</th>
<th>Median Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>88**</td>
<td>49</td>
<td>$67,111</td>
<td>$68,000</td>
<td>$5,861</td>
<td>$5,000</td>
</tr>
</tbody>
</table>

* Includes 1st, 2nd, and 3rd concentrators
** 2 graduates have a Management and Healthcare Management Concentration

SALARY & EMPLOYMENT BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology/Software</td>
<td>16%</td>
<td>$82,250</td>
<td>$90,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>10%</td>
<td>$80,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Marketing/Advertising/Public Relations</td>
<td>8%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Accounting</td>
<td>8%</td>
<td>$72,233</td>
<td>$74,000</td>
</tr>
<tr>
<td>Retail</td>
<td>6%</td>
<td>$70,000</td>
<td>$70,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>6%</td>
<td>$81,667</td>
<td>$80,000</td>
</tr>
<tr>
<td>Other</td>
<td>45%</td>
<td>$60,285</td>
<td>$57,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$67,111</td>
<td>$68,000</td>
</tr>
</tbody>
</table>

* Salary data not reported
Due to rounding, total may not equal 100%

SALARY & EMPLOYMENT BY FUNCTION

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing/Communications</td>
<td>12%</td>
<td>$80,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Human Resources</td>
<td>12%</td>
<td>$63,263</td>
<td>$63,500</td>
</tr>
<tr>
<td>Project Management</td>
<td>10%</td>
<td>$80,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>10%</td>
<td>$73,100</td>
<td>$73,100</td>
</tr>
<tr>
<td>Business Development/Sales</td>
<td>6%</td>
<td>$62,000</td>
<td>$62,000</td>
</tr>
<tr>
<td>Product/Brand Marketing</td>
<td>6%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>6%</td>
<td>$62,000</td>
<td>$62,000</td>
</tr>
<tr>
<td>Advisory</td>
<td>6%</td>
<td>$75,250</td>
<td>$75,250</td>
</tr>
<tr>
<td>Other</td>
<td>31%</td>
<td>$62,980</td>
<td>$57,500</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$67,111</td>
<td>$68,000</td>
</tr>
</tbody>
</table>

* Salary data not reported
Due to rounding, total may not equal 100%

TOP EMPLOYERS (Students were hired by 44 unique companies, including):

Accenture  Imprivata  ServiceNow
Acquia    lululemon  SmartBear
Alphasights  Mathworks  Stax
Amazon    Michael Page  Toast
Amundi US  Nike    Uber
BCG    Rockefeller Capital Management  Wayfair
Greentown Labs

TOP JOB TITLES & SALARIES

PROJECT MANAGEMENT
MEDIAN SALARY: $80,000
- Business Affairs Coordinator
- Project Manager

CONSULTING
MEDIAN SALARY: $73,100
- Associate Consultant
- Business Consultant
- Management Consulting Associate

HUMAN RESOURCES
MEDIAN SALARY: $63,500
- HR Generalist
- People & Culture Strategist
- Recruitment Consultant

MARKETING/COMMUNICATIONS
MEDIAN SALARY: $80,000
- AMS Events Marketing Associate
- Marketing Coordinator
HEALTHCARE MANAGEMENT CONCENTRATION EMPLOYMENT SUMMARY

<table>
<thead>
<tr>
<th># of Concentrators*</th>
<th># of Reported Employment Information</th>
<th>Average Salary</th>
<th>Median Salary</th>
<th>Average Bonus</th>
<th>Median Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>17**</td>
<td>12</td>
<td>$77,700</td>
<td>$80,000</td>
<td>$10,325</td>
<td>$9,400</td>
</tr>
</tbody>
</table>

* Includes 1st, 2nd, and 3rd concentrators

TOP EMPLOYERS
(Students were hired by 12 unique companies:)
- Alira Health
- Athenahealth
- Caja De Seguro Social De Panama
- Deloitte
- IQVIA
- McKinsey & Company
- Morgan Stanley
- Office of Consumer Affairs & Business Regulation
- PA Consulting
- PwC
- Veranex
- VMware

SAFETY & EMPLOYMENT BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>17%</td>
<td>$88,000</td>
<td>$88,000</td>
</tr>
<tr>
<td>Accounting</td>
<td>17%</td>
<td>$60,000</td>
<td>$60,000</td>
</tr>
<tr>
<td>Healthcare</td>
<td>17%</td>
<td>$80,250</td>
<td>$80,250</td>
</tr>
<tr>
<td>Other</td>
<td>50%</td>
<td>$80,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$77,700</td>
<td>$80,000</td>
</tr>
</tbody>
</table>

SAFETY & EMPLOYMENT BY FUNCTION

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>42%</td>
<td>$85,167</td>
<td>$87,500</td>
</tr>
<tr>
<td>Operations</td>
<td>17%</td>
<td>$73,000</td>
<td>$73,000</td>
</tr>
<tr>
<td>Other</td>
<td>42%</td>
<td>$60,000</td>
<td>$60,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$77,700</td>
<td>$80,000</td>
</tr>
</tbody>
</table>

TOP JOB TITLES & SALARY

42% of Healthcare Management students with employment data are working in Consulting

CONSULTING
MEDIAN SALARY: $87,500
- Associate
- Associate Consultant
- Business Insights Fellow

Peer Affinity Leaders getting ready to meet and support their freshman cohorts.
MARKETING CONCENTRATION EMPLOYMENT SUMMARY

<table>
<thead>
<tr>
<th># of Concentrators*</th>
<th># of Reported Employment Information</th>
<th>Average Salary</th>
<th>Median Salary</th>
<th>Average Bonus</th>
<th>Median Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>381**</td>
<td>229</td>
<td>$69,173</td>
<td>$67,250</td>
<td>$6,977</td>
<td>$7,000</td>
</tr>
</tbody>
</table>

* Includes 1st, 2nd, and 3rd concentrators
** Includes Marketing, Marketing Analytics, Brand Marketing and Marketing for Design/Business concentrators

TOP EMPLOYERS & JOB TITLES (Hired 3 or more Marketing concentrators)

Wayfair, Brand Associate (2)
Wayfair, Ecommerce Associate (2)
Wayfair, Business Analyst (1)
Wayfair, Marketing Analyst (2)
Wayfair, Partner Operations Analyst (1)
Wayfair, Site Navigation Analyst (1)
ServiceNow, Marketing Insights Analyst (1)
ServiceNow, Product Marketing Specialist (2)
ServiceNow, Marketing Associate (4)
Akamai, Associate Strategy & Operations Analyst (1)
Akamai, Channel Marketing Specialist (1)
Akamai, Program Manager, Developer Advocacy (1)
Amazon, Associate Account Manager (1)
Amazon, Program Manager (1)
Amazon, Marketing Manager (1)

Bain & Company, Digital Marketing Coordinator (1)
Bain & Company, Global Recruiting Associate (1)
Bain & Company, Product Designer (1)
EY, Associate (3)
Horizon Media, Assistant Program Planner (1)
Horizon Media, Assistant Strategist (1)
Horizon Media, Digital Media Planner (1)
PAN Communications, Assistant Account Executive (2)
PAN Communications, Senior Account Executive (1)
SharkNinja, Consumer Insights Audit & Assurance (1)
SharkNinja, International Program Coordinator (1)
SharkNinja, Product Marketing (1)
VMware, MDM Business Analyst (2)
VMware, Partner Marketing Specialist (1)

SALARY & EMPLOYMENT BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology/Software</td>
<td>18%</td>
<td>$80,030</td>
<td>$80,500</td>
</tr>
<tr>
<td>Marketing/Advertising/Public Relations</td>
<td>14%</td>
<td>$55,650</td>
<td>$59,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>12%</td>
<td>$73,128</td>
<td>$78,000</td>
</tr>
<tr>
<td>Retail</td>
<td>8%</td>
<td>$61,125</td>
<td>$65,500</td>
</tr>
<tr>
<td>Ecommerce</td>
<td>7%</td>
<td>$70,167</td>
<td>$67,000</td>
</tr>
<tr>
<td>Media/Entertainment/Publishing</td>
<td>5%</td>
<td>$65,625</td>
<td>$61,250</td>
</tr>
<tr>
<td>Accounting</td>
<td>4%</td>
<td>$85,317</td>
<td>$85,000</td>
</tr>
<tr>
<td>Technology, Information and Internet</td>
<td>4%</td>
<td>$64,375</td>
<td>$62,500</td>
</tr>
<tr>
<td>Other</td>
<td>28%</td>
<td>$62,763</td>
<td>$63,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$69,173</td>
<td>$67,250</td>
</tr>
</tbody>
</table>
Marketing Concentration: Class of 2022
Full-Time Employment Outcomes

TOP JOB TITLES & SALARIES

BUSINESS DEVELOPMENT/SALES
MEDIAN SALARY: $63,500
- Business Development Representative
- Sales Development Representative

CONSULTING
MEDIAN SALARY: $79,000
- Associate Consultant
- Knowledge Analyst
- Business Transaction Consultant

PRODUCT/BRAND MARKETING
MEDIAN SALARY: $81,780
- Product Manager
- Consumer Insights
- Knowledge Analyst

MARKETING/COMMUNICATIONS
MEDIAN SALARY: $62,000
- Marketing Associate
- Media Operations Specialist
- Global Communications

DIGITAL MARKETING
MEDIAN SALARY: $61,500
- Demand Generation Associate
- UX/UI
- Digital Marketing Specialist
- Channel Marketing Associate
- Social Media Analyst

ANALYTICS
MEDIAN SALARY: $70,000
- Marketing Analyst Associate
- Marketing Associate
- Insights Analyst
- Digital Marketing Analyst

SALARY & EMPLOYMENT BY FUNCTION

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing /Communications</td>
<td>21%</td>
<td>$60,722</td>
<td>$62,000</td>
</tr>
<tr>
<td>Digital Marketing</td>
<td>17%</td>
<td>$60,063</td>
<td>$61,500</td>
</tr>
<tr>
<td>Analytics</td>
<td>13%</td>
<td>$71,938</td>
<td>$70,000</td>
</tr>
<tr>
<td>Product/Brand Marketing</td>
<td>10%</td>
<td>$82,006</td>
<td>$81,780</td>
</tr>
<tr>
<td>Consulting</td>
<td>8%</td>
<td>$75,050</td>
<td>$79,000</td>
</tr>
<tr>
<td>Business Development/Sales</td>
<td>5%</td>
<td>$61,667</td>
<td>$63,500</td>
</tr>
<tr>
<td>Advisory</td>
<td>4%</td>
<td>$85,317</td>
<td>$85,000</td>
</tr>
<tr>
<td>Advertising/PR/Sales</td>
<td>3%</td>
<td>$60,000</td>
<td>$60,000</td>
</tr>
<tr>
<td>Other</td>
<td>19%</td>
<td>$64,578</td>
<td>$66,250</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$69,173</td>
<td>$67,250</td>
</tr>
</tbody>
</table>

Brand Marketing students present their marketing plan to external clients.
MIS Concentration: Class of 2022 Full-Time Employment Outcomes

MIS CONCENTRATION EMPLOYMENT SUMMARY

<table>
<thead>
<tr>
<th># of Concentrators*</th>
<th># of Reported Employment Information</th>
<th>Average Salary</th>
<th>Median Salary</th>
<th>Average Bonus</th>
<th>Median Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>72</td>
<td>48</td>
<td>$81,905</td>
<td>$84,000</td>
<td>$7,716</td>
<td>$7,260</td>
</tr>
</tbody>
</table>

* Includes 1st, 2nd, and 3rd concentrators

SALARY & EMPLOYMENT BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology/Software</td>
<td>19%</td>
<td>$93,580</td>
<td>$92,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>13%</td>
<td>$73,840</td>
<td>$84,000</td>
</tr>
<tr>
<td>Accounting</td>
<td>10%</td>
<td>$82,300</td>
<td>$81,900</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>6%</td>
<td>$70,000</td>
<td>$70,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>6%</td>
<td>$85,000</td>
<td>$85,000</td>
</tr>
<tr>
<td>E-commerce</td>
<td>6%</td>
<td>$70,000</td>
<td>$70,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>6%</td>
<td>$100,000</td>
<td>$100,000</td>
</tr>
<tr>
<td>Other</td>
<td>33%</td>
<td>$70,333</td>
<td>$68,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$81,905</td>
<td>$84,000</td>
</tr>
</tbody>
</table>

Due to rounding, total may not equal 100%

SALARY & EMPLOYMENT BY FUNCTION

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Analytics</td>
<td>31%</td>
<td>$77,143</td>
<td>$80,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>15%</td>
<td>$79,550</td>
<td>$84,000</td>
</tr>
<tr>
<td>Logistics/Supply Chain</td>
<td>6%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Marketing/Communications</td>
<td>6%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Advisory</td>
<td>6%</td>
<td>$82,300</td>
<td>$81,900</td>
</tr>
<tr>
<td>Other</td>
<td>35%</td>
<td>$87,843</td>
<td>$90,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$81,905</td>
<td>$84,000</td>
</tr>
</tbody>
</table>

* Salary data not reported
Due to rounding, total may not equal 100%

TOP EMPLOYERS *(Hired 2 or more MIS concentrators)*

- PwC, Advisory (2)
- PwC, Tax Associate (1)
- IBM, Associate Consultant (2)
- Morgan Stanley, Institutional Equity Analyst (1)
- Morgan Stanley, Prime Brokerage Analyst (1)
- VMware, Data Analyst (1)
- VMware, Technical Consultant (1)
- Wayfair, E-commerce (1)
- Wayfair, Analytics Associate (1)

TOP JOB TITLES & SALARIES

- CONSULTING
  - MEDIAN SALARY: $84,000
  - Associate Consultant
  - Technical Consultant

- ANALYTICS
  - MEDIAN SALARY: $80,000
  - Analytics Associate
  - Associate Data Analyst
  - Business Analyst
BUSINESS ANALYTICS CONCENTRATION EMPLOYMENT SUMMARY

<table>
<thead>
<tr>
<th># of Concentrators*</th>
<th># of Reported Employment Information</th>
<th>Average Salary</th>
<th>Median Salary</th>
<th>Average Bonus</th>
<th>Median Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>49**</td>
<td>32</td>
<td>$81,227</td>
<td>$81,000</td>
<td>$8,611</td>
<td>$9,100</td>
</tr>
</tbody>
</table>

* Includes 1st, 2nd, and 3rd concentrators
** Includes Business Analytics concentration and minor

SALARY & EMPLOYMENT BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment Banking</td>
<td>31%</td>
<td>$101,667</td>
<td>$105,000</td>
</tr>
<tr>
<td>Technology/Software</td>
<td>22%</td>
<td>$80,500</td>
<td>$81,000</td>
</tr>
<tr>
<td>Ecommerce</td>
<td>13%</td>
<td>$55,000</td>
<td>$55,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>13%</td>
<td>$81,500</td>
<td>$80,500</td>
</tr>
<tr>
<td>Other</td>
<td>22%</td>
<td>$69,833</td>
<td>$75,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$81,227</td>
<td>$81,000</td>
</tr>
</tbody>
</table>

Due to rounding, total may not equal 100%

SALARY & EMPLOYMENT BY FUNCTION

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Analytics</td>
<td>22%</td>
<td>$76,000</td>
<td>$80,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>22%</td>
<td>$97,500</td>
<td>$97,500</td>
</tr>
<tr>
<td>Digital Marketing</td>
<td>13%</td>
<td>$63,333</td>
<td>$60,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>9%</td>
<td>$82,667</td>
<td>$82,000</td>
</tr>
<tr>
<td>Equity Research</td>
<td>6%</td>
<td>$110,000</td>
<td>$110,000</td>
</tr>
<tr>
<td>Other</td>
<td>28%</td>
<td>$71,800</td>
<td>$78,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$81,227</td>
<td>$81,000</td>
</tr>
</tbody>
</table>

TOP EMPLOYERS  (Hired 2 or more Business Analytics concentrators)

Wayfair, Analytics Associate (1)
Wayfair, Marketing Analyst (1)
Wayfair, Ecommerce Strategy Associate (1)
Wayfair, Site Navigation Associate (1)
Morgan Stanley, Institutional Equity Analyst (2)
Morgan Stanley, Associate, Client Relations Group (1)
Morgan Stanley, Prime Brokerage Analyst (1)
Goldman Sachs, Alternative Manager Selection Analyst (1)
Goldman Sachs, Financial Analyst (1)

TOP JOB TITLES & SALARIES

- **EQUITY RESEARCH**
  - MEDIAN SALARY: $110,000
  - Institutional Equity Analyst

- **CONSULTING**
  - MEDIAN SALARY: $82,000
  - Consulting Development Analyst
  - Management Consultant Analyst

- **DIGITAL MARKETING**
  - MEDIAN SALARY: $60,000
  - Demand Generation Specialist
  - Ecommerce Strategy Associate

- **ANALYTICS**
  - MEDIAN SALARY: $80,000
  - Analytics Associate
  - Associate Data Analyst
  - Marketing Analyst

- **INVESTMENT BANKING**
  - MEDIAN SALARY: $97,500
  - Alternative Manager Selection Analyst
  - Investment Banking Analyst
  - Rotational Analyst
### Supply Chain Concentration Employment Summary

<table>
<thead>
<tr>
<th># of Concentrators</th>
<th># of Reported Employment Information</th>
<th>Average Salary</th>
<th>Median Salary</th>
<th>Average Bonus</th>
<th>Median Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>73</td>
<td>46</td>
<td>$70,290</td>
<td>$70,000</td>
<td>$5,958</td>
<td>$5,000</td>
</tr>
</tbody>
</table>

* Includes 1st, 2nd, and 3rd concentrators

### Salary & Employment by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial Products &amp; Services</td>
<td>13%</td>
<td>$75,000</td>
<td>$75,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>11%</td>
<td>$75,500</td>
<td>$75,500</td>
</tr>
<tr>
<td>Retail</td>
<td>9%</td>
<td>$60,000</td>
<td>$60,000</td>
</tr>
<tr>
<td>Technology/Software</td>
<td>7%</td>
<td>$69,000</td>
<td>$69,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>7%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Consumer Services/Products</td>
<td>7%</td>
<td>$66,667</td>
<td>$63,000</td>
</tr>
<tr>
<td>Ecommerce</td>
<td>7%</td>
<td>$79,500</td>
<td>$79,500</td>
</tr>
<tr>
<td>Accounting</td>
<td>7%</td>
<td>$84,333</td>
<td>$85,000</td>
</tr>
<tr>
<td>Other</td>
<td>35%</td>
<td>$64,518</td>
<td>$59,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$70,290</td>
<td>$70,000</td>
</tr>
</tbody>
</table>

**Salary data not reported**
Due to rounding, total may not equal 100%

### Salary & Employment by Function

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average Salary</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Logistics/Supply Chain</td>
<td>37%</td>
<td>$65,513</td>
<td>$60,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>9%</td>
<td>$71,500</td>
<td>$71,500</td>
</tr>
<tr>
<td>Analytics</td>
<td>9%</td>
<td>$99,000</td>
<td>$99,000</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>7%</td>
<td>$64,000</td>
<td>$64,000</td>
</tr>
<tr>
<td>Advisory</td>
<td>7%</td>
<td>$84,333</td>
<td>$85,000</td>
</tr>
<tr>
<td>Other</td>
<td>33%</td>
<td>$69,167</td>
<td>$70,000</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>$70,290</td>
<td>$70,000</td>
</tr>
</tbody>
</table>

Due to rounding, total may not equal 100%

**Salary data not reported**

### Top Employers
(Hired 2 or more Supply Chain concentrators)

- **PwC**, Associate Consultant (1)
- **PwC**, Management Consultant (2)
- **Alnylam Pharmaceuticals**, Clinical Supply Chain Planner (1)
- **Alnylam Pharmaceuticals**, Procurement Manager (1)
- **Amundi US**, Institutional Sales (1)
- **Amundi US**, Marketing Communications (1)
- **lululemon**, Supply Chain Analyst & Developer (1)
- **lululemon**, Strategic Sales Coordinator (1)
- **Wayfair**, Analytics Associate (2)

### Top Job Titles & Salaries

- **Consulting**
  - **Median Salary:** $71,500
  - Associate Business Consultant
  - Associate Consultant

- **Analytics**
  - **Median Salary:** $99,000
  - Analytics Associate
  - InvesTech Associate Program

- **Logistics/Supply Chain**
  - **Median Salary:** $60,000
  - Logistics Analyst
  - Material Planner
  - Procurement Category Specialist
  - Supply Chain Development Program Associate