



2020 MS EMPLOYMENT OUTCOMES

Simon Business School | University of Rochester

A new level of clarity.

MS **Class Profile 2020**

390 Total Students
321 International Students

MSA

MS **Accountancy** 2021

46 Total Students

37 International Students

\$50,300

Mean Base Salary
 For graduates employed in North America

100%
 Domestic Graduates Hired

100%
 International Graduates Hired

MSBA

MS **Business Analytics** 2021

87 Total Students

75 International Students

\$68,300

Mean Base Salary
 For graduates employed in North America (rounded)

100%
 Domestic Graduates Hired

96%
 International Graduates Hired

MSF

MS **Finance** 2021

186 Total Students

142 International Students

\$66,500

Mean Base Salary
 For graduates employed in North America (rounded)

94%
 International Graduates Hired

100%
 Domestic Graduates Hired

MSMA

MS **Marketing Analytics** 2021

71 Total Students

67 International Students

\$60,200

Mean Base Salary
 For graduates employed in North America (rounded)

94%
 International Graduates Hired

N/A
 Domestic Graduates Hired

Letter from the Director



The Jay S. and Jeanne Benet Career Management Center is the hub for career education and planning within the Simon Business School. Through its specialized career education model, Onboarding-Orientation-Ongoing-Outbound, students develop personal development plans to launch their careers after graduation. Even with a global pandemic, the Benet Center and its team was able to support students through the use of technology to guide students towards interesting internships and

challenging full-time employment opportunities.

The career education and planning model is supported by a robust corporate engagement strategy that sees career opportunities cultivated from across the globe. With a team of professionals, including individuals embedded in New York City and California, our efforts to bring forth interesting career opportunities is vast. In addition to the execution of a focused strategy, the Benet Center maintains partnerships with peer business schools to facilitate career forums that lead to employment outcomes. From the Windy City Interviewing Event in Chicago to the AUCA China forums, Simon MS students have options for engagement with world class business organizations.

In this annual report, the Benet Career Management Center offers you a snapshot of the employment outcomes for the MS Classes of 2020. Each of our MS programs has seen strong employment outcomes even through this year of a global pandemic. Students made good choices for employment with global firms, whether in the United States or in a global location such as China. The resilience of our students and the Benet Center team demonstrates our mutual commitment to the success of our graduates.

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

Respectfully,

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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.

Full-Time MS Graduating Class 2020

Seeking Employment

Total Graduates	MSA	MSBA	MSF	MSMA
Total August Graduates	0	0	0	0
Total December Graduates	33	69	129	64
Total May Graduates	7	11	17	3

Not Seeking Employment

Permanent Work Authorization

Company Sponsored	0	0	0	0
Continuing Education	0	0	0	0
Postponing Job Search	0	0	0	0
Starting a New Business	0	0	0	0
For Other Reasons	0	0	0	0

Non- Permanent Work Authorization

Company Sponsored	0	0	1	0
Continuing Education	3	1	4	0
Postponing Job Search	0	0	1	0
Starting a New Business	0	0	0	0
For Other Reasons	0	0	0	0

Total MS Work Authorizations

Company Sponsored	0	0	1	0
Continuing Education	8	3	1	0
Postponing Job Search	0	0	1	0
Starting a New Business	0	0	0	0
For Other Reasons	0	0	0	0
Total Seeking Employment	8	3	3	0
Total Not Seeking Employment	1	1	6	0

Data final as of **January 1, 2020**.
 *Based on U.S. News & World Report calculations (rounded).

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

\$50k

2020 Graduates
Median Starting Bonus

\$5k

\$133K Average base salary plus sign-on bonus
(based on U.S. News & World Report calculations, 2020)

Full-Time MS Offers

Data final as of August 17, 2020.

Graduates Seeking Employment	Total	First Offer by Graduation				First Offer Within 6 Months of Graduation				No Offer Received by 6 Months Post Graduation	
		December		December		December		December		December	
		Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term		
Permanent Work Authorization	1	0	0%	0	0%	1	100%	0	0%	0	0%
Non-Permanent Work Authorization	294	161	54.8%	44	14.9%	74	6	25.2%	2.0%	9	3.1%
Totals	295	161	54.8%	54.6%	14.9%	75	25.4%	6	2.0%	9	3.1%

Full-Time MS Acceptances

Data final as of August 17, 2020.

Graduates Seeking Employment	Total	First Offer by Graduation				First Offer Within 6 Months of Graduation				No Offer Received by 6 Months Post Graduation	
		December		December		December		December		December	
		Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term		
Permanent Work Authorization	1	0	0%	0	0%	1	100%	0	0%	0	0%
Non-Permanent Work Authorization	294	149	50.7%	44	15.0%	83	28.2%	6	2.0%	12	4.1%
Totals	295	149	80.1%	44	23.7%	84	45.2%	6	3.2%	12	6.5%

Full-Time MS Offers

Data final as of August 17, 2020.

Graduates Seeking Employment	Total	First Offer by Graduation				First Offer Within 6 Months of Graduation				No Offer Received by 6 Months Post Graduation	
		May		May		May		May		May	
		Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term		
Permanent Work Authorization	11	5	45.5%	0	0%	6	54.5%	0	0%	0	0%
Non-Permanent Work Authorization	27	8	29.6%	2	7.4%	12	44.4%	2	7.4%	2	7.4%
Totals	295	13	34.2%	2	5.3%	18	47.4%	2	5.3%	2	5.3%

Full-Time MS Acceptances

Data final as of August 17, 2020.

Graduates Seeking Employment	Total	First Offer Accepted by Graduation				First Offer Accepted Within 6 Months of Graduation				No Offer Received by 6 Months Post Graduation	
		May		May		May		May		May	
		Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term		
Permanent Work Authorization	11	5	45.5%	0	0%	6	54.5%	0	0%	0	0%
Non-Permanent Work Authorization	27	7	25.9%	2	7.4%	12	44.4%	1	3.7%	5	18.5%
Totals	38	12	31.6%	2	5.3%	18	47.4%	1	2.6%	5	13.2%

Base Salary by Industry

High Base Salary by Industry

Consulting

14.4% Accepted Employment for Consulting

\$78K

High Base Salary by Industry

Consumer Packaged Goods

3.4% Accepted Employment in Consumer Goods

\$80K

High Base Salary by Industry

Financial Services

37.5% Accepted Employment for Finance

\$105K

High Base Salary by Industry

Government

0% Accepted Employment for Consulting

N/A

3 or less data points.

High Base Salary by Industry

Healthcare

2.7% Accepted Employment in Healthcare

\$75K

High Base Salary by Industry

Manufacturing

0% Accepted Employment in Manufacturing

N/A

3 or less data points.

High Base Salary by Industry

Media / Entertainment

8% Accepted Employment in Media / Entertainment

\$75K

3 or less data points.

High Base Salary by Industry

Real Estate

0.4% Accepted Employment in Healthcare

N/A

3 or less data points.

High Base Salary by Industry

Retail

3.4% Accepted Employment in Healthcare

\$70K

High Base Salary by Industry

Technology

9.5% Accepted Employment for Marketing Sales

\$90K

High Base Salary by Industry

Transportation/Logistics

2.3% Accepted Employment in Media / Entertainment

\$73K

Base Salary by Function

High Base Salary by Function

Business Data Analytics

10.4% Accepted Employment for Analytics

\$100K

High Base Salary by Function

Consulting

10.4% Accepted Employment for Consulting

\$108K

High Base Salary by Function

Finance/Accounting

35% Accepted Employment for Finance

\$100K

High Base Salary by Function

Marketing Sales

9% Accepted Employment for Marketing Sales

\$105K

High Base Salary by Function

General Management

5.2% Accepted Employment for General Management

\$65K

Full-Time MS Compensation by Function

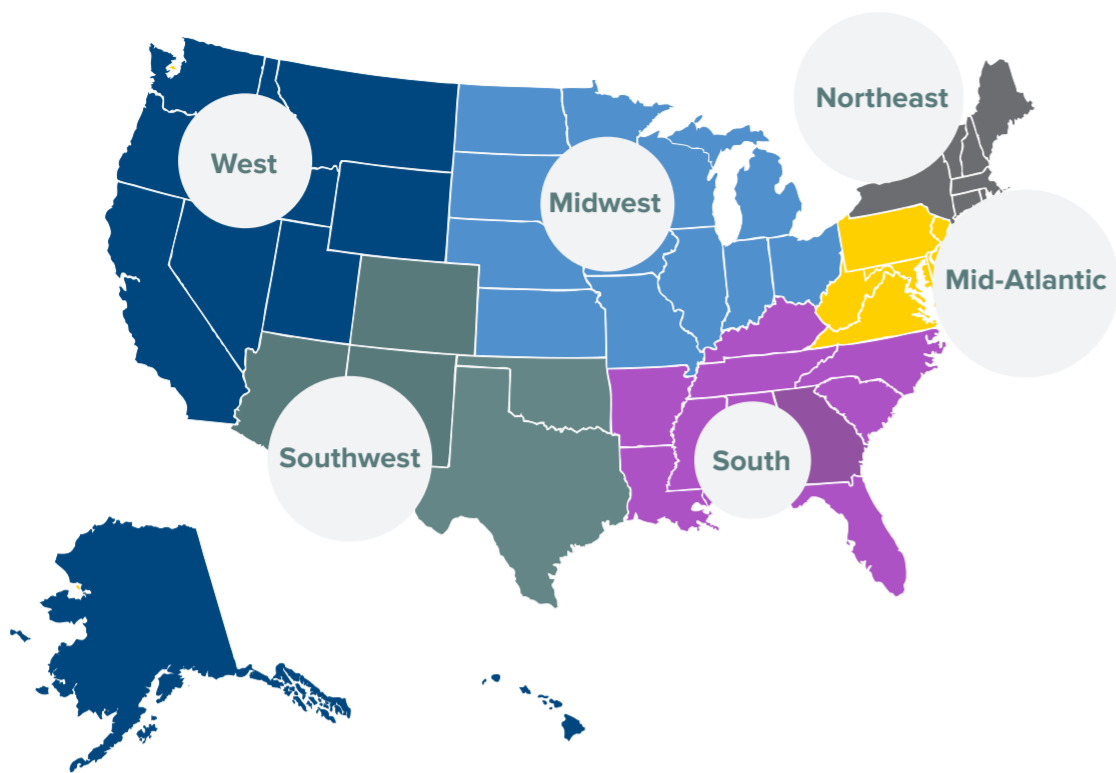
Function	Graduates Reporting	Accepting New Employment		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Accounting	23	33	13%	\$36,698.32	\$36,000	\$11,332.80	\$65,000.00
Business Data Analytics	57	84	32%	\$56,208.54	\$65,000.00	\$14,166.00	\$100,000.00
Consulting Function	9	13	5%	\$52,954.40	\$60,000.00	\$16,527.00	\$108,000.00
Finance	58	92	35%	\$43,440.66	\$31,480.00	\$12,277.20	\$100,000.00
General Management	7	13	5%	\$35,676.34	\$27,702.40	\$18,888.00	\$65,000.00
Human Resources	0	0	0%	no salary data	no salary data	no salary data	no salary data
Information Technology	1	3	0%	no salary data	no salary data	no salary data	no salary data
Marketing / Sales	16	23	9%	\$51,793.00	\$53,500.00	\$16,999.20	\$105,000.00
Operations/Logistics	1	2	0%	no salary data	no salary data	no salary data	no salary data
Other	0	1	0%	no salary data	no salary data	no salary data	no salary data
Totals	172	264	100%	\$47,751.07	\$50,000.00	\$11,332.80	\$108,000.00

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

Full-Time MS Compensation by Industry

Industry	Graduates Reporting	Graduates Accepting New Employment		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Accounting Services	23	34	12.9%	\$44,889.96	\$24,554.40	\$11,332.80	\$108,000.00
Consulting	22	38	14.4%	\$48,724.18	\$53,053.00	\$16,527.00	\$77,500.00
Consumer Packaged Goods	6	9	3.4%	\$53,444.27	\$56,500.00	\$22,665.60	\$80,000.00
Energy	1	4	0%	no salary data	no salary data	no salary data	no salary data
Financial Services	66	99	37.5%	\$45,407.26	\$39,350.00	\$12,277.20	\$105,000.00
Government	0	0	0%	no salary data	no salary data	no salary data	no salary data
Healthcare (incl. products and services)	6	7	2.7%	\$47,987.33	\$56,000.00	\$18,888.00	\$75,000.00
Hospitality	1	1	0%	no salary data	no salary data	no salary data	no salary data
Manufacturing	4	6	2.3%	\$41,694.20	\$38,000.00	\$20,776.80	\$70,000.00
Media / Entertainment	15	21	8%	\$53,372.40	\$57,000.00	\$14,166.00	\$75,000.00
Non-Profit	0	0	0%	no salary data	no salary data	no salary data	no salary data
Other	2	5	0%	no salary data	no salary data	no salary data	no salary data
Real Estate	0	1	0%	no salary data	no salary data	no salary data	no salary data
Retail	7	9	3.4%	\$4,015.34	\$33,054.00	\$16,999.20	\$70,000.00
Technology	15	25	9.5%	\$49,893.29	\$47,220.00	\$18,888.00	\$90,000.00
Transportation/Logistic Services	4	6	2.3%	\$67,500.00	\$66,000.00	\$65,000.00	\$73,000.00
Totals	172	264	100%	\$47,751.07	\$50,000.00	\$11,332.80	\$108,000.00

US MS Graduates Accepting Employment



Full-Time MS High Base Salary in US Regions*

US West	\$108,000.00
US Midwest	\$75,000.00
US Southwest	\$70,000.00
US South	\$73,000.00
US Mid-Atlantic	\$93,000.00
US Northeast	\$100,000.00

*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 MS 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	n/a	n/a	n/a	n/a
United States, Mid-Atlantic	10	7.4%	10	\$63,000.00	\$65,000.00	\$40,000.00	\$93,000.00
United States, Midwest	13	9.6%	12	\$67,916.00	\$70,000.00	\$50,000.00	\$75,000.00
United States, Northeast	65	47.8%	40	\$63,252.00	\$65,000.00	\$20,800.00	\$100,000.00
United States, South	10	7.4%	8	\$58,250.00	\$62,500.00	\$24,000.00	\$73,000.00
United States, Southwest	9	6.6%	7	\$58,571.43	\$60,000.00	\$24,000.00	\$70,000.00
United States, West	29	21.3%	17	\$71,120.59	\$65,550.00	\$50,000.00	\$108,000.00
Totals	136	100%	94	\$64,095.61	\$65,000.00	\$20,800.00	\$108,000.00

Full-Time MS 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	135	42.5%	74	\$26,513.98	\$23,610.00	\$11,332.80	\$70,950.00
Oceania	0	0.0%	0	n/a	n/a	n/a	n/a
Europe	0	0.0%	0	n/a	n/a	n/a	n/a
North America	182	57.2%	98	\$63,787.24	\$65,000.00	\$16,999.20	\$108,000.00
Latin America & Caribbean	0	0.0%	0	n/a	n/a	n/a	n/a
Totals	317	99.7%	172	\$47,751.07	\$50,000.00	\$11,332.80	\$108,000.00

Full-Time MS 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	186	57.1%	126	\$43,830.14	\$39,350.00	\$11,332.80	\$105,000.00
1 to 3 years	65	19.9%	36	\$56,490.50	\$65,000.00	\$12,277.20	\$93,000.00
3 to 5 years	11	3.4%	9	\$63,103.11	\$65,000.00	\$18,888.00	\$108,000.00
More than 5 years	2	0.6%	1	no salary data	no salary data	no salary data	no salary data
Totals	264	81%	172	\$47,751.07	\$50,000.00	\$11,332.80	\$108,000.00

Full-Time MS

Source of Full-Time Job Acceptances

Source	Number	Percent
School-Facilitated Activities		
School-Facilitated Internships	10	3.2%
Scheduled Interviews On and Off Campus	3	0.9%
Job Postings (SW, Resume Books, Resume Referrals)	0	0%
Activities Supported by the CMC (Job Fairs, Consortium, Events, etc)	0	0%
School Network/Resources (Faculty, Alumni Referrals, etc)	7	2.2%
Other SFA	0	0%
Total School-Facilitated Activities	20	6.3%
Graduate-Facilitated Activities		
Graduate-Facilitated Internships	8	2.5%
Personal Contacts (Previous Employers, Family, Friends, etc)	41	12.9%
Online Job Postings (Social Media, LinkedIn, etc)	71	22.4%
Other GFA	10	3.2%
Total Graduate-Facilitated Activities	130	41.0%
No Response by Graduate	167	52.7%
Total Job Accepting Graduates	317	100.0%

Full-Time MS

Top Hiring Companies

33 Across, Inc.	Estee Lauder
58.com	Everbright Securities
6Sense Insights Inc.	GF Securities
Accenture	Google
Agricultural Development Bank of China	Grant Thornton LLP
Ally Financial Inc.	GroupM
Alpha Square Group Inc.	Guotai Junan Securities Co. Ltd.
Analytic Partners Inc.	Haitong Securities
Anchin, Block & Achin LLP	Harb Data
Bank of Changsha Company Limited	Industrial & Commercial Bank of China Limited
Bank of China	Industrial Securities Co. Ltd
Bank of Ningbo Co., Ltd	Ipsos Business Consulting
Bankers Healthcare Group	IRI
Benchmark Education	Kinesso-IPG Mediabrands
Bloomberg L.P.	KPMG
BluePointe Capital Management, LLC	LinkedIn
Caitong Securities Co., Ltd	LVMH
Capital One	Marcum Bernstein & Pinchuk LLP
CCB Life Insurance Company Limited	McNurlin, Hitchcock & Associates, P.C.
Chanel	Morgan Stanley Huaxin Securities Co. Ltd.
Chang Cheng Securities	Nielsen Corporation
Changjiang Securities Co Ltd	Orient Securities Asset Management Co., Ltd
China Construction Bank	Overstock.com, Inc.
China Development Bank	Procter & Gamble
China Everbright Bank	Paypal, Inc.
China Guangfa Bank	Phillips
China Life Insurance (Group) Company	Prudential Financial, Inc.
China Merchants Bank	Publicis Media
China Pacific Insurance Group Co, Ltd	PwC
CSC Financial Co., Ltd.	Rakuten Advertising
China Southern Asset Management Co., Ltd.	Shanghai Commercial Investment Venture Capital Co., Ltd.
China Universal Asset Management Company	Shanghai Hongyuan Information Technology Co., Ltd.
China Volant Industry Co., Ltd	Shanghai Media Group
Citigroup	Shanghai Pudong Development Bank
Citi Orient Securities Company Limited	Shenzhen Securities Communication Co. Ltd.
CITIC Securities Co., Ltd.	Sinolink Securities Co. Ltd.
Constellation Brands, Inc	Standard Chartered Bank
Corning Inc.	Suning.com Co. Ltd.
Datong Securities Co. Ltd.	Tencent
Deloitte	Tianfeng Securities Co., Ltd
East West Bank	
Ernst & Young	
Essence Securities Co., Ltd.	

Key Contacts

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