

2016

# MBA EMPLOYMENT REPORT

TUCK SCHOOL OF BUSINESS AT DARTMOUTH



## MESSAGE FROM THE DIRECTOR

Our students are surrounded by a community that challenges and empowers them to make a difference in the world of business and their careers. As proud as I am of their success, it is their openness to take risks for the better, empathy for others, and confident humility that most inspire me. These are the aptitudes that wise leaders possess and that are critical to our students' success in the job-search process and throughout their lives.

Tuck's collaborative learning community plays a central role in developing these traits. It is also critical to our distinctive approach to career services, which leverages our loyal and generous alumni network, strong roster of recruiting partners, and team of industry-expert career coaches. It is an approach that is personal, connected, and transformative and is reflected in the satisfaction our students have in their internships and jobs and their outstanding employment success.



**PERSONAL** Tuck's career coaches possess expertise and experience in the industries in which they specialize and in the companies who recruit our MBAs, along with extensive knowledge of recruiting best practices—all of which is brought to bear on our students' job searches. Through ongoing one-on-one meetings, we get to know our students personally, understand their career aspirations, and help put them on the path to achieving them.

**CONNECTED** More than 1,000 organizations across a breadth of industries worldwide, including the most prestigious recruiters of MBAs, sought Tuck talent in the 2015-16 academic year. This is supported by an alumni network that is second to none: an extended global community of accomplished and accessible leaders willing to go the extra mile for students in their career exploration and job search.

**TRANSFORMATIVE** Tuck offers an array of opportunities for students to explore industries and roles, from immersive pre-term Career Insights and Exploration trips to meaningful connections with alumni, at Tuck and around the world. Combined with the personalized attention they receive from our career coaches and extensive interaction with alumni and companies who hire them, the result for our students' careers is transformative and sets them on a journey to becoming the wise leaders the world today needs.

A handwritten signature in black ink that reads "Jonathan D. Masland".

Jonathan D. Masland  
Executive Director, Career Development  
Tuck School of Business at Dartmouth

# TUCK CLASS OF 2017

## SUMMER INTERNSHIPS

### BASE MONTHLY SALARIES, BY INDUSTRY

INDUSTRY	PERCENT (%)	BASE MONTHLY SALARY (\$)			
		MEAN	MEDIAN	MINIMUM	MAXIMUM
FINANCIAL SERVICES	26	9,098	10,408	1,250	14,000
INVESTMENT BANKING	13	10,515	10,417	8,589	12,500
PRIVATE EQUITY, VENTURE CAPITAL	7	6,495	5,435	1,250	14,000
INVESTMENT MANAGEMENT	2	9,165	9,208	7,827	10,417
OTHER	4	8,028	8,696	6,000	9,000
CONSULTING	21	10,440	12,000	2,500	13,500
TECHNOLOGY	16	7,224	8,000	1,846	10,000
CONSUMER GOODS, RETAIL	12	6,805	7,041	3,163	8,696
HEALTH CARE, PHARMA, BIOTECH	9	7,023	7,442	1,000	11,305
MANUFACTURING	6	7,564	8,000	3,850	9,600
MEDIA, ENTERTAINMENT, SPORTS	3	5,180	5,218	3,305	7,827
ENERGY, UTILITIES	2	6,083	5,600	1,000	11,650
NONPROFIT, GOVERNMENT	1	7,348	6,957	3,478	12,000
OTHER	4	5,149	4,874	2,170	6,957
<b>ALL INDUSTRIES</b>	<b>100</b>	<b>8,261</b>	<b>8,330</b>	<b>1,000</b>	<b>14,000</b>

### BASE MONTHLY SALARIES, BY FUNCTION

FUNCTION	PERCENT (%)	BASE MONTHLY SALARY (\$)			
		MEAN	MEDIAN	MINIMUM	MAXIMUM
CONSULTING, STRATEGY	31	9,514	10,400	2,170	13,500
FINANCE	25	8,952	10,416	1,000	14,000
UNDERWRITING, ADVISING	12	10,529	10,417	8,589	12,500
PRIVATE EQUITY, VENTURE CAPITAL	5	6,687	6,359	1,250	14,000
INVESTMENT MANAGEMENT	4	8,812	10,400	1,000	10,417
CORPORATE FINANCE	3	7,431	7,913	5,261	8,750
OTHER	1	*	*	*	*
MARKETING	24	6,760	7,082	1,000	9,566
GENERAL MANAGEMENT	12	7,678	8,000	3,850	11,650
OPERATIONS, LOGISTICS	5	7,551	8,400	4,000	12,000
OTHER	3	5,974	5,757	1,846	12,000
<b>ALL FUNCTIONS</b>	<b>100</b>	<b>8,261</b>	<b>8,330</b>	<b>1,000</b>	<b>14,000</b>

### BASE MONTHLY SALARIES, BY LOCATION

LOCATION	PERCENT (%)	BASE MONTHLY SALARY (\$)			
		MEAN	MEDIAN	MINIMUM	MAXIMUM
<b>UNITED STATES</b>	<b>91</b>	<b>8,383</b>	<b>8,385</b>	<b>1,000</b>	<b>14,000</b>
NORTHEAST (CT, ME, MA, NH, NJ, NY, RI, VT)	47	8,770	9,000	1,000	14,000
NEW YORK METRO	25	8,756	10,000	1,250	13,044
BOSTON METRO	19	9,003	8,696	1,000	14,000
OTHER	3	7,094	7,700	4,566	8,370
WEST (AK, CA, HI, ID, MT, NV, OR, UT, WA, WY)	20	7,336	8,000	1,000	12,000
SAN FRANCISCO BAY AREA	10	7,523	7,927	1,000	12,000
SEATTLE METRO	5	8,475	8,000	8,000	12,000
LOS ANGELES	3	5,172	5,239	2,174	8,500
OTHER	2	7,182	7,460	6,087	8,000
MIDWEST (IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI)	7	9,070	8,024	6,000	13,044
CHICAGO	3	10,293	12,000	6,087	13,044
MINNEAPOLIS-ST. PAUL	3	8,533	7,548	7,200	12,000
OTHER	1	*	*	*	*
MID-ATLANTIC (DC, DE, MD, PA, VA, WV)	7	8,136	7,500	3,478	12,000
SOUTHWEST (AZ, CO, NM, OK, TX)	5	7,769	8,365	2,000	12,500
SOUTH (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN)	5	8,857	9,500	3,850	12,000
<b>OUTSIDE UNITED STATES</b>	<b>9</b>	<b>7,092</b>	<b>7,484</b>	<b>2,170</b>	<b>10,851</b>
ASIA	3	8,554	9,479	5,000	10,416
EUROPE	3	7,084	8,255	2,170	10,851
SOUTH AMERICA	1	6,879	6,547	6,288	7,802
OTHER	2	4,405	5,000	3,163	5,053
<b>ALL LOCATIONS</b>	<b>100</b>	<b>8,261</b>	<b>8,330</b>	<b>1,000</b>	<b>14,000</b>

\*Values excluded when sample size is too small

### TOP HIRING COMPANIES FOR INTERNSHIPS

MCKINSEY & COMPANY	16
BAIN & COMPANY	11
AMAZON	10
BAML	9
THE BOSTON CONSULTING GROUP	8
CORNING	6
GOLDMAN SACHS	6
BARCLAYS	5
GOOGLE	5
L.E.K. CONSULTING	5
LIBERTY MUTUAL	5
CITI	4
J.P. MORGAN	4
MICROSOFT	4
ALTMAN VILANDRIE & COMPANY	3
ANALOGIC	3
COLGATE-PALMOLIVE	3
DANAHER	3
DAVITA	3
DELOITTE CONSULTING	3
FIDELITY	3
HARRIS WILLIAMS & CO.	3

“The Career Development Office has an unmatched ability to identify a student’s desires and abilities and pair them with opportunities.”

— KEITH HOLLIS T’17

# TUCK CLASS OF 2016

## FULL-TIME EMPLOYMENT

### CLASS OF 2016 COMPENSATION SUMMARY

TYPE <sup>1</sup>	RECEIVING (%)	CLASS OF 2016 COMPENSATION (\$)			
		MEAN	MEDIAN	MINIMUM	MAXIMUM
ANNUAL BASE SALARY	100	123,934	125,000	38,039	250,000
SIGNING BONUS	87	28,962	25,000	2,500	90,000

<sup>1</sup> Compensation information is self-reported. Salary data was obtained from 87% of those graduates who were seeking employment and accepted a job offer by 3 months after graduation.

CLASS OF 2016 EMPLOYMENT, BY INDUSTRY		CLASS OF 2016 EMPLOYMENT, BY JOB FUNCTION	
CONSULTING	36%	CONSULTING, STRATEGY	40%
FINANCIAL SERVICES	20%	FINANCE	23%
TECHNOLOGY	16%	GENERAL MANAGEMENT	16%
CONSUMER GOODS, RETAIL	13%	MARKETING	16%
HEALTH CARE, PHARMA, BIOTECH	4%	OPERATIONS, LOGISTICS	5%
MANUFACTURING	4%		
REAL ESTATE	2%		
NONPROFIT, GOVERNMENT	1%		
OTHER	4%		

### TOP HIRING COMPANIES FOR FULL-TIME POSITIONS

MCKINSEY & COMPANY	21
BAIN & COMPANY	18
AMAZON	11
BAML	9
THE BOSTON CONSULTING GROUP	9
L.E.K. CONSULTING	8
WAYFAIR	8
DELOITTE CONSULTING	7
BARCLAYS	5
PARTHENON-EY	5
ANALYSIS GROUP	4
J.P. MORGAN	4
UBS	4
WALMART	4
COLGATE-PALMOLIVE	3
DANAHER	3
GOLDMAN SACHS	3
METLIFE	3
MICROSOFT	3
OLIVER WYMAN	3

### BASE SALARIES, BY INDUSTRY

INDUSTRY	PERCENT (%)	BASE SALARY (\$)			
		MEAN	MEDIAN	MINIMUM	MAXIMUM
CONSULTING	36	135,958	140,000	80,940	170,000
FINANCIAL SERVICES	20	129,000	125,000	100,000	250,000
<i>INVESTMENT BANKING</i>	13	123,966	125,000	100,000	125,000
<i>INVESTMENT MANAGEMENT</i>	3	126,000	125,000	120,000	140,000
<i>PRIVATE EQUITY, VENTURE CAPITAL</i>	2	184,250	175,000	137,000	250,000
<i>OTHER</i>	2	117,000	120,000	100,000	125,000
TECHNOLOGY	16	117,894	120,000	72,000	160,000
CONSUMER GOODS, RETAIL	13	104,768	106,000	85,000	114,000
HEALTH CARE, PHARMA, BIOTECH	4	116,357	120,000	87,000	130,000
MANUFACTURING	4	116,654	120,000	104,890	120,000
REAL ESTATE	2	96,333	100,000	84,000	105,000
NONPROFIT, GOVERNMENT	1	*	*	*	*
OTHER	4	94,983	100,000	77,413	100,000
<b>ALL INDUSTRIES</b>	<b>100</b>	<b>123,934</b>	<b>125,000</b>	<b>38,039</b>	<b>250,000</b>

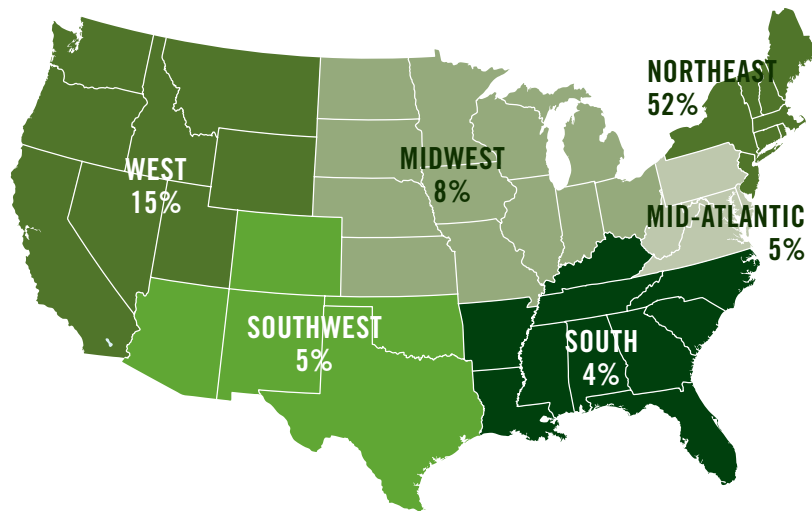
### BASE SALARIES, BY FUNCTION

FUNCTION	PERCENT (%)	BASE SALARY (\$)			
		MEAN	MEDIAN	MINIMUM	MAXIMUM
CONSULTING, STRATEGY	40	133,202	140,000	38,039	170,000
FINANCE	23	125,750	125,000	100,000	250,000
<i>UNDERWRITING, ADVISING</i>	14	124,516	125,000	100,000	140,000
<i>CORPORATE FINANCE</i>	3	105,000	102,500	100,000	115,000
<i>INVESTMENT MANAGEMENT</i>	3	122,500	122,500	120,000	125,000
<i>PRIVATE EQUITY, VENTURE CAPITAL</i>	2	170,200	150,000	114,000	250,000
<i>REAL ESTATE</i>	1	*	*	*	*
GENERAL MANAGEMENT	16	113,694	120,000	84,000	132,000
MARKETING	16	112,787	110,000	77,413	160,000
OPERATIONS, LOGISTICS	5	102,818	110,000	72,000	120,000
<b>ALL FUNCTIONS</b>	<b>100</b>	<b>123,934</b>	<b>125,000</b>	<b>38,039</b>	<b>250,000</b>

\*Values excluded where sample size is too small



## CLASS OF 2016 FULL-TIME EMPLOYMENT, BY LOCATION



**OUTSIDE  
THE U.S.**

**11%**

## BASE SALARIES, BY LOCATION

LOCATION	PERCENT (%)	BASE SALARY (\$)			
		MEAN	MEDIAN	MINIMUM	MAXIMUM
<b>UNITED STATES</b>	<b>89</b>	<b>126,264</b>	<b>125,000</b>	<b>72,000</b>	<b>250,000</b>
NORTHEAST (CT, ME, MA, NH, NJ, NY, RI, VT)	52	129,064	125,000	85,000	250,000
BOSTON METRO	25	130,933	133,500	90,000	200,000
NEW YORK METRO	23	129,640	125,000	90,000	250,000
OTHER	4	111,071	120,000	85,000	130,000
WEST (AK, CA, HI, ID, MT, NV, OR, UT, WA, WY)	15	120,707	120,000	72,000	170,000
SAN FRANCISCO BAY AREA	6	124,292	125,000	84,000	170,000
SEATTLE METRO	5	123,182	120,000	105,000	160,000
LOS ANGELES	2	129,000	125,000	114,000	148,000
OTHER	2	89,000	90,000	72,000	105,000
MIDWEST (IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI)	8	128,111	140,000	104,890	147,000
CHICAGO	3	139,857	140,000	125,000	145,000
MINNEAPOLIS-ST. PAUL	3	118,200	115,000	106,000	144,000
OTHER	2	121,578	106,000	104,890	147,000
MID-ATLANTIC (DC, DE, MD, PA, VA, WV)	5	123,364	125,000	100,000	145,000
SOUTHWEST (AZ, CO, NM, OK, TX)	5	120,700	130,000	72,000	145,000
SOUTH (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN)	4	116,500	106,500	87,000	145,000
<b>OUTSIDE UNITED STATES</b>	<b>11</b>	<b>105,190</b>	<b>108,405</b>	<b>38,039</b>	<b>140,000</b>
ASIA	6	115,045	125,000	38,039	140,000
EUROPE	2	93,473	95,390	82,943	100,281
SOUTH AMERICA	2	84,508	85,382	77,413	89,853
OTHER	1	116,159	115,489	115,489	117,500
<b>ALL LOCATIONS</b>	<b>100</b>	<b>123,934</b>	<b>125,000</b>	<b>38,039</b>	<b>250,000</b>

## CLASS OF 2016 OFFERS AND ACCEPTANCES\*

GRADUATES	SEEKING JOBS	TIMING OF OFFERS			
		BY GRADUATION		BY 3 MONTHS AFTER GRADUATION	
		#	%	#	%
U.S. PERMANENT WORK AUTHORIZATION	164	153	93	162	99
NON-PERMANENT WORK AUTHORIZATION (U.S.)	86	79	92	84	98
<b>TOTAL GRADUATES SEEKING JOBS</b>	<b>250</b>	<b>232</b>	<b>93</b>	<b>246</b>	<b>98</b>

GRADUATES	SEEKING JOBS	TIMING OF ACCEPTANCES			
		BY GRADUATION		BY 3 MONTHS AFTER GRADUATION	
		#	%	#	%
U.S. PERMANENT WORK AUTHORIZATION	164	144	88	160	98
NON-PERMANENT WORK AUTHORIZATION (U.S.)	86	73	85	79	92
<b>TOTAL GRADUATES SEEKING JOBS</b>	<b>250</b>	<b>217</b>	<b>87</b>	<b>239</b>	<b>96</b>

\*The graduation date for the full-time MBA class was June 12, 2016.

“There are an incredible number of resources available between the Career Development Office, your classmates, and the very potent alumni network that can help you get to your goal.”

— REMI EVANS T'16

# TUCK CLASS OF 2016

## FULL-TIME EMPLOYMENT CONTINUED

### SIGNING BONUSES, BY INDUSTRY

INDUSTRY	RECEIVING (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM
MANUFACTURING	100	26,667	25,000	10,000	40,000
CONSULTING	95	27,285	25,000	10,000	90,000
FINANCIAL SERVICES	93	40,488	47,500	5,000	60,000
INVESTMENT BANKING	100	43,603	50,000	5,000	60,000
INVESTMENT MANAGEMENT	80	45,000	47,500	25,000	60,000
PRIVATE EQUITY, VENTURE CAPITAL	50	35,000	35,000	20,000	50,000
OTHER	100	21,000	25,000	10,000	25,000
HEALTH CARE, PHARMA, BIOTECH	86	15,000	15,000	10,000	20,000
TECHNOLOGY	82	26,475	25,000	2,500	58,500
CONSUMER GOODS, RETAIL	78	22,974	25,000	5,000	40,000
REAL ESTATE	33	*	*	*	*
OTHER	14	*	*	*	*
<b>ALL INDUSTRIES</b>	<b>87</b>	<b>28,962</b>	<b>25,000</b>	<b>2,500</b>	<b>90,000</b>

### SIGNING BONUSES, BY FUNCTION

FUNCTION	RECEIVING (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM
CONSULTING, STRATEGY	94	26,327	25,000	5,000	90,000
GENERAL MANAGEMENT	88	23,236	25,000	2,500	58,500
FINANCE	85	39,988	47,500	5,000	60,000
UNDERWRITING, ADVISING	100	43,371	50,000	5,000	60,000
INVESTMENT MANAGEMENT	75	40,000	45,000	25,000	50,000
CORPORATE FINANCE	67	23,750	17,500	10,000	50,000
REAL ESTATE	50	*	*	*	*
PRIVATE EQUITY, VENTURE CAPITAL	40	*	*	*	*
MARKETING	72	25,619	25,000	10,000	55,000
OPERATIONS, LOGISTICS	64	29,000	25,000	15,000	57,500
<b>ALL FUNCTIONS</b>	<b>87</b>	<b>28,962</b>	<b>25,000</b>	<b>2,500</b>	<b>90,000</b>

\*Values excluded where sample size is too small

# #1

OF TOP TEN U.S. SCHOOLS IN EMPLOYMENT  
AT AND THREE MONTHS AFTER GRADUATION  
IN THE 2018 U.S. NEWS RANKING

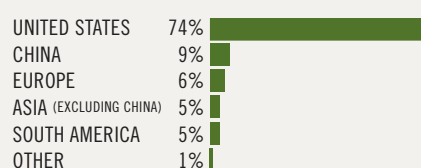
# TUCK CLASS OF 2016

## INTERNATIONAL STUDENTS

### BASE SALARIES, BY INDUSTRY [INTERNATIONAL STUDENTS ONLY]

INDUSTRY	PERCENT (%)	BASE MONTHLY SALARY (\$)			
		MEAN	MEDIAN	MINIMUM	MAXIMUM
CONSULTING	36	121,988	125,047	80,940	170,000
FINANCIAL SERVICES	23	122,813	125,000	100,000	125,000
INVESTMENT BANKING	15	*	*	*	*
INVESTMENT MANAGEMENT	4	*	*	*	*
OTHER	4	*	*	*	*
TECHNOLOGY	20	123,821	120,000	100,000	160,000
CONSUMER GOODS, RETAIL	8	101,557	104,000	89,824	108,405
MANUFACTURING	6	117,000	120,000	110,000	120,000
HEALTH CARE, PHARMA, BIOTECH	1	*	*	*	*
OTHER	6	83,090	100,000	38,039	100,000
<b>ALL INDUSTRIES</b>	<b>100</b>	<b>118,336</b>	<b>120,000</b>	<b>38,039</b>	<b>170,000</b>

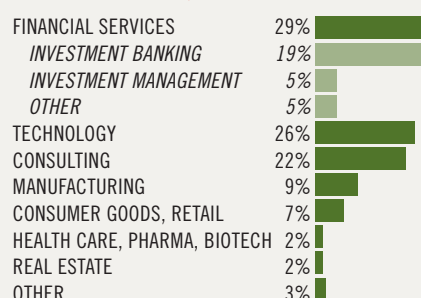
### INTERNATIONAL T'16s, BY REGIONAL LOCATION



### BASE SALARIES, BY FUNCTION [INTERNATIONAL STUDENTS ONLY]

FUNCTION	PERCENT (%)	BASE SALARY (\$)			
		MEAN	MEDIAN	MINIMUM	MAXIMUM
CONSULTING, STRATEGY	42	118,696	125,000	38,039	170,000
FINANCE	25	119,722	125,000	100,000	125,000
UNDERWRITING, ADVISING	15	*	*	*	*
CORPORATE FINANCE	5	103,333	100,000	100,000	110,000
PRIVATE EQUITY, VENTURE CAPITAL	4	*	*	*	*
REAL ESTATE	1	*	*	*	*
MARKETING	16	118,000	120,000	100,000	132,000
GENERAL MANAGEMENT	13	113,553	105,703	77,413	160,000
OPERATIONS, LOGISTICS	4	117,333	117,000	115,000	120,000
<b>ALL FUNCTIONS</b>	<b>100</b>	<b>118,336</b>	<b>120,000</b>	<b>38,039</b>	<b>170,000</b>

### INTERNATIONAL T'16s WORKING FULL TIME IN THE U.S., BY INDUSTRY



### BASE SALARIES, BY LOCATION [INTERNATIONAL STUDENTS ONLY]

LOCATION	PERCENT (%)	BASE SALARY (\$)			
		MEAN	MEDIAN	MINIMUM	MAXIMUM
<b>UNITED STATES</b>	<b>74</b>	<b>124,029</b>	<b>125,000</b>	<b>90,000</b>	<b>170,000</b>
NORTHEAST (CT, ME, MA, NH, NJ, NY, RI, VT)	36	124,920	125,000	100,000	170,000
BOSTON METRO	24	124,882	125,000	103,000	145,000
NEW YORK METRO	9	130,000	130,000	100,000	170,000
OTHER	3	*	*	*	*
WEST (AK, CA, HI, ID, MT, NV, OR, UT, WA, WY)	19	119,192	120,000	90,000	160,000
SEATTLE METRO	12	120,875	118,500	105,000	160,000
SAN FRANCISCO BAY AREA	6	123,125	128,750	100,000	135,000
OTHER	1	*	*	*	*
MIDWEST (IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI)	8	134,200	144,000	115,000	147,000
SOUTH (AL, AR, FL, GA, KY, LA, MS, NC, SC, TN)	6	130,000	137,500	100,000	145,000
SOUTHWEST (AZ, CO, NM, OK, TX)	5	115,500	118,500	100,000	125,000
<b>OUTSIDE UNITED STATES</b>	<b>26</b>	<b>103,819</b>	<b>103,217</b>	<b>38,039</b>	<b>140,000</b>
ASIA	14	115,549	125,000	38,039	140,000
EUROPE	6	93,473	95,390	82,943	100,281
SOUTH AMERICA	5	84,508	85,382	77,413	89,853
OTHER	1	*	*	*	*
<b>ALL LOCATIONS</b>	<b>100</b>	<b>118,336</b>	<b>120,000</b>	<b>38,039</b>	<b>170,000</b>

### INTERNATIONAL T'16s WORKING FULL TIME OUTSIDE THE U.S., BY INDUSTRY



\*Values excluded where sample size is too small or does not adequately protect confidentiality

# EMPLOYERS HIRING MEMBERS OF THE CLASSES OF 2016 AND 2017

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A.T. Kearney	Dell EMC	L.E.K. Consulting	Riverstone Holdings
Adobe Systems	Deloitte Consulting	Land O' Lakes	Rockwood Service Corporation
Advanced Microgrid Solutions	Deutsche Bank	LAUNCH	Rocky Mountain Public
Alcoa Corporation	DigitalGlobe	Laureate Education	Broadcasting Network
Alibaba Group	Discover Financial Services	Leon Capital Group	Rye Development
AlixPartner	Draper Nexus	Liberty Mutual	Sage Partners
Altman Vilandrie & Company	Drift	LocknLube	Samsung
Amazon	Dunkin' Brands	Long Wharf Real Estate Partners	Save the Children
Analogic	eBay	Macquarie Group Limited	Sentinel Private Asset
Analysis Group	Ecolab	Maine Venture Fund	Management
Anaqua	Eden Housing	Marriott International	Shire Pharmaceuticals
Anheuser-Bush InBev	EF Education First	Mars & Co	Sidewalk Labs
Apri Health	Emigrant Capital	Massachusetts General Hospital	Siemens
Athenahealth	EnerNOC	MasterCard Advisors	Simms
Audax Group	Ensign-Bickford Industries	McKinsey & Company	Sling TV
Authentic Partners	ESPN	Medtronic	Sony
Bain & Company	Estee Lauder	MetLife	Soundcore Capital
Balsam Brands	Evercore Partners	Microsoft	Southfield Capital
BAML	Evolent Health	MillerCoors	SpaceX - Space Exploration
Barclays	Exvere	Monster.com	Technologies Corp.
Bayer	Facebook	Morgan Stanley	Spring Mountain Capital
Beacon Capital Partners	Fidelity	National Football League	Square, Inc.
Berkshire Hathaway	FoodCloud	NavVis GmbH	Steward Health Care System
Bike Track	Formlabs	Neiman Marcus	Stroma Medical Corporation
BioMarin Pharmaceutical	GE Ventures	Nestle	Sustainable Growth Advisers
BLT Capital	General Mills	Netra	TapInfluence
Blue Apron	Globality	New Balance	Tekuma
Bluefly, Inc.	Goldman Sachs	New Relic	Tesla Motors
Booz Allen Hamilton	Google	Nordstrom	The Chartis Group
Boston Children's Hospital	Graham Partners	North Shore Medical	The Everest Group
The Boston Consulting Group	Great Hill Partners	NPR	The Nature Conservancy
Boston Public Schools	Grupo Modelo	Oaktree Capital Management	The Vanguard Group
Brandlive	Gwynnie Bee	Ocean Spray	Thomson Reuters
Bristol-Myers Squibb	Happiest Baby, Inc.	Oettinger Davidoff AG	Tiffany & Co
Cambridge Associates	Harris Williams & Co.	Old Mountain Private Trust Co.	Transaxle
Cargill	Hearst Corporation	Oliver Wyman	TripAdvisor
Cencosud SA	HEB Grocery Company	Optum	Tudor, Pickering, Holt & Co.
Casa Ley	Hewlett-Packard	Orion Resource Partners	Securities
Central Intelligence Agency	Hilton Worldwide	OurCrowd	Uber
Citi	Houlihan Lokey	Ovuline	UBS
cmdSecurity	HubSpot	Owl Rock Capital Partners	Under Armour
Colgate-Palmolive	IBM	Pamplona Capital Management	U.S. Department of Defense
Comcast NBC Universal	iCapital Network	Parker Ranch	Universal Pasteurization &
Concordia Investments	IGS - Investor Group Services	Parthenon-EY	Cold Storage
Condor Hospitality Trust	Impact Hub	Patagonia	University of Washington
Connected Venture Capital	IMS Health	Pecan Grove Farms	Medicine
Corning	Innosight	PERI	Unum
Corning Optical Fiber	Inspiring Capital	Pfizer	Vmware
Credit Suisse	Intel	Postobón, S.A.	Walmart
CVS Health	InterGen	Procter & Gamble	Wayfair
Cypress Creek Renewables	Invenergy LLC	Propeller Resources	Wellington Management
Dalberg Global Development	J.M. Huber	Prospira Paincare	Company
Advisors	J.P. Morgan	Prudential	WestView Capital Partners
Danaher	Johnson & Johnson	Rainin Group	WhiteWave Foods
Datto	Kala	Rakuten	World Fuel Services
DaVita	Kimberlite Advisors	Reckitt Benckiser	ZestFinance
Deere & Co.	KPMG	Riverside Partners	Zynga



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## JONATHAN MASLAND EXECUTIVE DIRECTOR

### EXPERIENCE

Coopers & Lybrand, Alex. Brown & Sons, Robertson Stephens, Strategic Capital Resources, Revbox, and The Endeavor Initiative

### EDUCATION

Harvard College, Wharton MBA

### SECTOR FOCUS

Energy, Real Estate

## MATHIAS MACHADO T'09

### EXPERIENCE

Volkswagen Group, Siemens, Booz & Co. (now Strategy&), and TomTom

### EDUCATION

Instituto Tecnológico de Buenos Aires, Tuck MBA

### SECTOR FOCUS

Technology, Industrial Goods and Services, International Students

## ELIZABETH ZALDASTANI NAPIER T'91

### EXPERIENCE

McKinsey & Co., General Mills, Welch's, Harvard Business School; national non-profit, model high school, and private equity group in Eastern Europe

### EDUCATION

Brown University, Tuck MBA

### SECTOR FOCUS

Consumer Goods, Retail, Social Enterprise, Private Equity, Entrepreneurship

## DEIRDRE O'DONNELL

### EXPERIENCE

Lehman Brothers; fixed income, global diversity recruiting

### EDUCATION

St. Lawrence University

### SECTOR FOCUS

Finance, Insurance, Investment Management

## STEPHEN PIDGEON T'07

### EXPERIENCE

McKinsey & Co., television and movie production

### EDUCATION

University of Westminster, Tuck MBA

### SECTOR FOCUS

Consulting; Health Care; Media, Entertainment, and Sports



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