



MESSAGE FROM THE EXECUTIVE DIRECTOR

As executive director of Tuck's Career Development Office (CDO) and a career coach myself, I am inspired to see our students explore job opportunities and transform their careers. Our most recent graduates are no exception. Members of the class of 2017 embarked on a diverse and enriching set of career paths to mark another year of employment success at Tuck. The following career advantages at Tuck help make this continued success possible:



CAREER COACHING AND CAREER EXPLORATION

Our knowledgeable career coaches get to know students personally to understand their career aspirations and then partner with

them on the path to achieving them. More than 2,000 one-on-one coaching sessions were held with first-year students last year. These sessions, together with Tuck's pre-term Career Insights and Exploration trips, alumni and student panels, and career treks throughout the year, allow for an early and intimate understanding of different MBA roles.

DEDICATED ALUMNI AND COMMUNITY

Tuck is known for its loyal and supportive network of alumni, who respond to students' emails and calls, share advice throughout their recruiting activities, and serve as a resource during important career-related decisions. Additionally, one third of second-year students volunteer as career mentors to first-year students in an annual CDO peer-mentorship program initiated by second-year students.

STRONG RELATIONSHIPS WITH CORPORATE PARTNERS

Tuck students benefit from the strong relationships the CDO cultivates with top-tier organizations. One thousand organizations across a wide range of industries sought Tuck candidates for internship and post-graduate roles in the last academic year. Our team's commitment to personalized service ensures students have access to the opportunities and organizations they desire, and our passionate alumni continue to help make these deep and broad corporate relationships possible.

Sincerely,

Jonathan D. Masland

Executive Director, Career Development Tuck School of Business at Dartmouth

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TUCK CLASS OF 2017 FULL-TIME EMPLOYMENT

CLASS OF 2017 COMPENSATION SUMMARY*

		CL	ASS OF 201	7 COMPENS	ATION (\$)	
TYPE ¹	RECEIVING (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM	
ANNUAL BASE SALARY	100	127,986	125,000	45,551	325,000	
SIGNING BONUS	85	30,208	25,000	2,500	90,000	

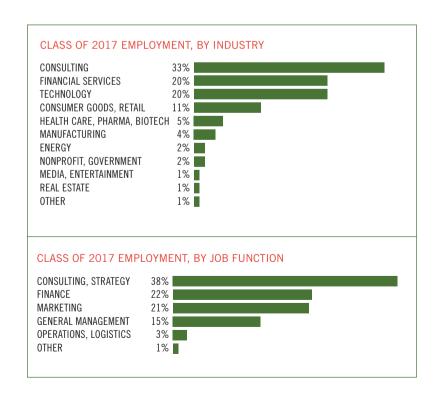
^{*} The graduation date for the full-time MBA class of 2017 was June 11, 2017.

CLASS OF 2017 OFFERS AND ACCEPTANCES*

			TIMING	OF OFFERS	
		BY GRA	ADUATION		IONTHS ADUATION
GRADUATES	SEEKING JOBS	#	%	#	%
U.S. PERMANENT WORK AUTHORIZATION	181	161	89	174	96
NON-PERMANENT WORK AUTHORIZATION (U.S.)	76	69	91	70	92
TOTAL GRADUATES SEEKING JOBS	257	230	89	244	95

			TIMING OF	ACCEPTANCES	
		BY GRA	DUATION		MONTHS RADUATION
GRADUATES	SEEKING JOBS	#	%	#	%
U.S. PERMANENT WORK AUTHORIZATION	181	142	78	169	93
NON-PERMANENT WORK AUTHORIZATION (U.S.)	76	64	84	67	88
TOTAL GRADUATES SEEKING JOBS	257	206	80	236	92

^{*}The graduation date for the full-time MBA class of 2017 was June 11, 2017.





¹ Compensation information is self-reported. Salary data was obtained from 90% of those graduates who were seeking employment and accepted a job offer by 3 months after graduation.

BASE SALARIES, BY INDUSTRY

			BASE	SALARY (\$)	
INDUSTRY	PERCENT (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM
CONSULTING	33	141,303	147,000	81,051	199,400
FINANCIAL SERVICES	20	132,356	125,000	45,551	325,000
INVESTMENT BANKING	10	127,092	125,000	120,000	150,000
INVESTMENT MANAGEMENT	3	117,936	125,000	45,551	150,000
PRIVATE EQUITY, VENTURE CAPITAL	3	175,883	150,000	125,000	325,000
OTHER	4	127,500	135,000	90,000	140,000
TECHNOLOGY	20	121,832	121,000	79,606	147,000
CONSUMER GOODS, RETAIL	11	104,773	105,000	75,000	130,000
HEALTH CARE, PHARMA, BIOTECH	5	115,000	115,000	90,000	130,000
MANUFACTURING	4	118,889	120,000	115,000	120,000
ENERGY	2	122,000	121,500	105,000	140,000
NONPROFIT, GOVERNMENT	2	*	*	*	*
MEDIA, ENTERTAINMENT	1	*	*	*	*
REAL ESTATE	1	*	*	*	*
OTHER	1	*	*	*	*
ALL INDUSTRIES	100	127,986	125,000	45,551	325,000

BASE SALARIES, BY FUNCTION

		BASE SALARY (\$)				
FUNCTION	PERCENT (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM	
CONSULTING, STRATEGY	38	139,214	145,000	81,051	199,400	
FINANCE	22	129,293	125,000	45,551	325,000	
UNDERWRITING, ADVISING	10	128,551	125,000	125,000	150,000	
PRIVATE EQUITY, VENTURE CAPITAL	5	163,889	150,000	125,000	325,000	
CORPORATE FINANCE	4	111,600	105,000	100,000	130,000	
INVESTMENT MANAGEMENT	2	108,425	125,000	45,551	130,000	
REAL ESTATE	1	102,167	115,000	51,500	140,000	
MARKETING	21	114,766	116,000	75,000	144,000	
GENERAL MANAGEMENT	15	120,875	121,500	90,000	147,000	
OPERATIONS, LOGISTICS	3	113,087	110,000	79,606	135,000	
OTHER	1	*	*	*	*	
ALL FUNCTIONS	100	127,986	125,000	45,551	325,000	

BASE SALARIES, BY LOCATION

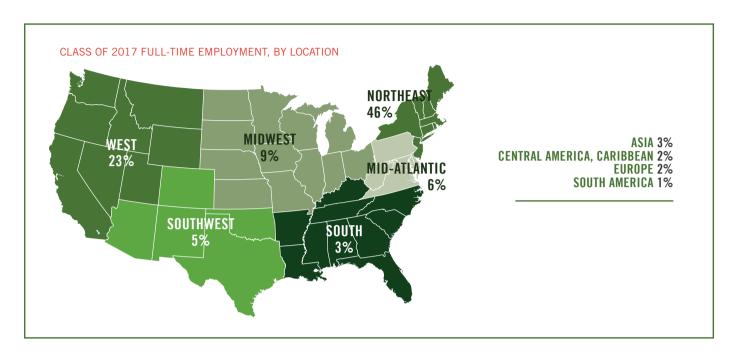
		BASE SALARY (\$)				
LOCATION	PERCENT (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM	
UNITED STATES	92	130,199	125,000	51,500	325,000	
NORTHEAST (CT, ME, MA, NH, NJ, NY, RI, VT)	46	134,197	130,000	75,000	325,000	
BOSTON	23	139,952	135,000	100,000	325,000	
NEW YORK	19	129,535	125,000	75,000	199,400	
OTHER	4	121,667	120,000	95,000	140,000	
WEST (AK, CA, HI, ID, MT, NV, OR, UT, WA, WY)	23	125,292	123,000	90,000	152,500	
SAN FRANCISCO BAY AREA	11	125,310	125,000	90,000	152,500	
SEATTLE	8	127,525	123,000	116,000	152,500	
LOS ANGELES	3	120,333	120,000	100,000	152,000	
OTHER	1	*	*	*	*	
MIDWEST (IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI)	9	130,289	125,000	92,000	170,000	
CHICAGO	5	142,000	147,000	100,000	170,000	
MINNEAPOLIS-ST. PAUL	3	115,071	108,000	92,000	152,500	
OTHER	1	*	*	*	*	
MID-ATLANTIC (DC, DE, MD, PA, VA, WV)	6	127,542	125,000	80,000	152,500	
SOUTHWEST (AZ, CO, NM, OK, TX)	5	127,000	125,000	100,000	154,000	
SOUTH (AL, AR, FL, GA, KY, LA, MI, NC, SC, TN)	3	115,500	115,000	51,500	152,000	
OUTSIDE UNITED STATES	8	98,768	94,753	45,551	128,116	
ASIA	3	102,670	120,000	45,551	128,116	
CENTRAL AMERICA, CARIBBEAN	2	*	*	*	*	
EUROPE	2	107,374	108,151	94,753	118,441	
SOUTH AMERICA	1	84,093	84,222	79,606	88,451	
ALL LOCATIONS	100	127,986	125,000	45,551	325,000	

^{*} Values are excluded where the sample size is too small or does not adequately protect confidentiality.

City names listed include the surrounding metropolitan area.

All data as of November 2017.

TUCK CLASS OF 2017 FULL-TIME EMPLOYMENT CONTINUED



SIGNING BONUSES, BY INDUSTRY

INDUSTRY	RECEIVING (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM
ENERGY	100	21,667	20,000	20,000	25,000
MANUFACTURING	100	26,667	25,000	10,000	45,000
REAL ESTATE	100	*	*	*	*
CONSULTING	95	26,879	25,000	2,500	90,000
CONSUMER GOODS, RETAIL	85	18,529	20,000	5,000	30,000
TECHNOLOGY	83	34,691	32,500	5,000	60,000
FINANCIAL SERVICES	77	42,949	50,000	10,000	65,000
INVESTMENT BANKING	91	49,539	50,000	12,812	65,000
INVESTMENT MANAGEMENT	71	33,000	25,000	10,000	65,000
PRIVATE EQUITY, VENTURE CAPITAL	33	*	*	*	*
OTHER	71	25,400	25,000	25,000	27,000
HEALTH CARE, PHARMA, BIOTECH	67	21,875	20,000	10,000	50,000

SIGNING BONUSES, BY FUNCTION

FUNCTION	RECEIVING (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM
CONSULTING, STRATEGY	95	26,462	25,000	2,500	90,00
GENERAL MANAGEMENT	94	29,563	25,000	8,333	57,500
FINANCE	75	42,045	50,000	10,000	65,000
UNDERWRITING, ADVISING	95	50,253	50,000	12,812	65,000
INVESTMENT MANAGEMENT	80	26,250	22,500	10,000	50,000
REAL ESTATE	67	*	*	*	*
CORPORATE FINANCE	60	25,722	17,167	15,000	45,000
PRIVATE EQUITY, VENTURE CAPITAL	33	36,667	25,000	25,000	60,000
MARKETING	74	26,032	25,000	5,000	60,000
OPERATIONS, LOGISTICS	71	37,000	35,000	15,000	55,000
OTHER	100	*	*	*	*

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TUCK CLASS OF 2018 SUMMER INTERNSHIPS

BASE MONTHLY SALARIES, BY INDUSTRY

		BASE MONTHLY SALARY (\$)			
INDUSTRY	PERCENT (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM
FINANCIAL SERVICES	27	9,137	10,416	1,087	13,044
INVESTMENT BANKING	13	10,492	10,417	10,000	12,500
INVESTMENT MANAGEMENT	5	9,826	10,417	1,087	13,044
PRIVATE EQUITY, VENTURE CAPITAL	3	6,313	6,000	1,208	10,000
OTHER	6	7,782	9,000	2,100	10,783
CONSULTING	22	11,200	11,740	2,800	13,479
TECHNOLOGY	19	7,481	8,000	2,000	10,000
CONSUMER GOODS, RETAIL	10	6,060	6,667	1,826	7,698
HEALTH CARE, PHARMA, BIOTECH	8	6,968	7,200	3,333	8,696
MANUFACTURING	5	8,922	8,421	5,218	18,479
NONPROFIT, GOVERNMENT	3	4,046	4,565	2,700	5,218
ENERGY	2	5,862	6,774	2,400	7,500
MEDIA, ENTERTAINMENT	2	6,306	5,913	4,743	8,261
REAL ESTATE	1	*	*	*	*
OTHER	1	6,407	7,125	3,478	7,900
ALL INDUSTRIES	100	8,437	8,026	1,087	18,479

BASE MONTHLY SALARIES, BY FUNCTION

		BASE MONTHLY SALARY (\$)			
FUNCTION	PERCENT (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM
CONSULTING, STRATEGY	33	10,064	11,060	2,700	13,479
MARKETING	25	6,791	7,300	1,826	10,000
FINANCE	23	9,040	10,416	1,087	12,500
UNDERWRITING, ADVISING	13	10,391	10,417	7,826	12,500
INVESTMENT MANAGEMENT	5	8,426	10,000	1,087	12,000
CORPORATE FINANCE	3	7,368	7,769	4,348	8,600
PRIVATE EQUITY, VENTURE CAPITAL	2	6,042	6,000	1,208	9,000
GENERAL MANAGEMENT	13	7,996	7,863	2,100	18,479
OPERATIONS, LOGISTICS	5	6,673	6,811	3,000	9,500
OTHER	1	6,507	6,957	4,565	8,000
ALL FUNCTIONS	100	8,437	8,026	1,087	18,479

TOP HIRING COMPANIES FOR INTERNSHIPS

ALTMAN VILANDRIE & CO.
AMAZON
BAIN & COMPANY
BANK OF AMERICA MERRILL LYNCH
BARCLAYS
THE BOSTON CONSULTING GROUP
CVS HEALTH
DANAHER
DELOITTE
GOLDMAN SACHS
GOOGLE
J.P. MORGAN
LIBERTY MUTUAL
MCKINSEY & COMPANY
PARTHENON-EY

BASE MONTHLY SALARIES, BY LOCATION

			BASE MONTHLY SALARY (\$)			
LOCATION	PERCENT (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM	
UNITED STATES	92	8,467	8,000	1,087	18,479	
NORTHEAST (CT, ME, MA, NH, NJ, NY, RI, VT)	47	8,726	9,348	1,208	13,044	
NEW YORK	21	9,301	10,417	2,500	13,044	
BOSTON	20	8,847	9,131	2,100	13,044	
OTHER	6	6,456	7,496	1,208	10,417	
WEST (AK, CA, HI, ID, MT, NV, OR, UT, WA, WY)	26	7,743	8,000	1,826	12,174	
SAN FRANCISCO BAY AREA	14	7,856	8,000	1,826	12,174	
SEATTLE	8	8,067	8,000	8,000	8,600	
LOS ANGELES	2	8,657	8,420	6,048	11,740	
OTHER	2	5,489	6,218	2,000	8,500	
MIDWEST (IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SI	O, WI) 9	9,370	8,786	2,718	18,479	
CHICAGO	5	9,759	10,208	2,718	13,47	
MINNEAPOLIS-ST. PAUL	3	7,993	7,400	4,348	12,500	
OTHER	1	11,026	7,600	7,000	18,47	
MID-ATLANTIC (DC, DE, MD, PA, VA, WV)	4	8,741	9,305	4,743	12,500	
SOUTH (AL, AR, FL, GA, KY, LA, MI, NC, SC, TN)	3	6,798	7,450	1,087	10,453	
SOUTHWEST (AZ, CO, NM, OK, TX)	3	9,321	8,848	6,000	12,500	
OUTSIDE UNITED STATES	8	7,882	8,028	3,333	11,500	
ASIA	4	7,914	9,490	3,688	10,218	
CENTRAL AMERICA, CARIBBEAN	1	10,129	10,000	8,888	11,500	
EUROPE	1	*	*	*	*	
OTHER	2	6,102	6,906	3,333	7,266	
ALL LOCATIONS	100	8,437	8,026	1,087	18,479	

^{*} Values are excluded where the sample size is too small or does not adequately protect confidentiality.

City names listed include the surrounding metropolitan area.

All data as of November 2017.

TUCK CLASS OF 2017 INTERNATIONAL STUDENTS

BASE SALARIES, BY INDUSTRY [INTERNATIONAL STUDENTS ONLY]

		BASE SALARY (\$)			
INDUSTRY	PERCENT (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM
CONSULTING	43	131,134	137,500	81,051	199,400
FINANCIAL SERVICES	13	115,963	125,000	45,551	128,116
INVESTMENT BANKING	10	125,445	125,000	125,000	128,116
INVESTMENT MANAGEMENT	2	*	*	*	*
OTHER	1	*	*	*	*
TECHNOLOGY	21	122,662	130,000	79,606	147,000
MANUFACTURING	8	118,333	120,000	115,000	120,000
CONSUMER GOODS, RETAIL	6	*	*	*	*
HEALTH CARE, PHARMA, BIOTECH	6	104,000	92,000	90,000	130,000
ENERGY	3	*	*	*	*
ALL INDUSTRIES	100	123,294	125,000	45,551	199,400



BASE SALARIES, BY FUNCTION [INTERNATIONAL STUDENTS ONLY]

			BASE SALARY (\$)			
FUNCTION	PERCENT (%)	MEAN	MEDIAN	MINIMUM	MAXIMUM	
CONSULTING, STRATEGY	45	129,211	132,500	81,051	199,400	
FINANCE	20	118,061	125,000	45,551	150,000	
UNDERWRITING, ADVISING	11	125,445	125,000	125,000	128,116	
CORPORATE FINANCE	6	*	*	*	*	
PRIVATE EQUITY, VENTURE CAPITAL	2	*	*	*	*	
INVESTMENT MANAGEMENT	1	*	*	*	*	
GENERAL MANAGEMENT	18	116,455	120,000	90,000	147,000	
MARKETING	12	123,857	120,000	116,000	138,000	
OPERATIONS, LOGISTICS	2	*	*	*	*	
OTHER	3	*	*	*	*	
ALL FUNCTIONS	82	123,294	125,000	45,551	199,400	
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BASE SALARIES, BY LOCATION [INTERNATIONAL STUDENTS ONLY]

		BASE SALARY (\$)			
LOCATION PER	PERCENT (%)	MEAN	MEDIAN	MINIMUM	MAXIMUN
UNITED STATES	75	131,498	125,000	92,000	199,40
NORTHEAST (CT, ME, MA, NH, NJ, NY, RI, VT)	36	136,382	130,000	115,000	199,40
NEW YORK	19	138,569	125,000	120,000	199,40
BOSTON	11	139,000	139,500	125,000	150,00
OTHER	6	121,667	120,000	115,000	130,00
WEST (AK, CA, HI, ID, MT, NV, OR, UT, WA, WY) 22	122,923	120,000	105,000	147,00
SEATTLE	16	124,818	123,000	116,000	147,00
SAN FRANCISCO BAY AREA	4	*	*	*	
LOS ANGELES	2	*	*	*	
MIDWEST (IL, IN, IA, KS, MI, MN, MO, NE, ND, OI SD, WI)	Н, 14	136,571	152,000	92,000	152,50
CHICAGO	7	151,200	152,000	147,000	152,50
MINNEAPOLIS-ST. PAUL	5	*	*	*	
OTHER	2	*	*	*	
SOUTHWEST (AZ, CO, NM, OK, TX)	3	*	*	*	
OUTSIDE UNITED STATES	25	98,098	92,337	45,551	128,11
ASIA	12	102,670	120,000	45,551	128,11
SOUTH AMERICA	5	84,093	84,222	79,606	88,45
CENTRAL AMERICA, CARIBBEAN	4	*	*	*	
EUROPE	4	107,115	108,151	94,753	118,44
ALL LOCATIONS	100	123,294	120,000	38,039	199,40



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 All data as of November 2017.

TOP HIRING ORGANIZATIONS FOR CLASS OF 2017 GRADUATES AND CLASS OF 2018 INTERNS

A.T. Kearney

Adobe

Altman Vilandrie & Co.

Amazon

American Well

Analysis Group

Anheuser-Busch InBev

Athenahealth

Bain & Company

Bank of America Merrill Lynch

Barclays

The Boston Consulting Group

Boston Scientific

Bridgewater Associates

Bristol-Myers Squibb

Cargill

Citi Colgate-Palmolive

Corning

Credit Suisse

CVS Health

Cypress Creek Renewables

Danaher

DaVita

DanoneWave

Deloitte

Ecolab

Eli Lilly and Company

EMC Corporation

General Mills

Goldman Sachs

Google

Harris Williams & Co.

Innosight

Intel

JPMorgan

L.E.K. Consulting

Land O' Lakes

Liberty Mutual

Mars & Co

Massachusetts Institute of Technology

McKinsey & Company

MetLife

Microsoft

MillerCoors

Morgan Stanley

Nestlé

New Balance

Ocean Spray

Parthenon-EY

Pfizer

QuintilesIMS

Sanofi

Thomson Reuters

TripAdvisor

UBS

Vanguard

VMware

Walmart

Wayfair

77

Everything you think you know about Tuck takes on a whole new meaning when you're here."

— MARTINA RAVELLI T'18

77

The Career Development
Office has an unmatched
ability to identify a
student's desires and
abilities and pair them
with opportunities that
are made through leveraging the Tuck network."

- KEITH HOLLIS T'17

77

There is tremendous access to successful individuals who are willing to go out of their way to help you—that's unique to the Tuck experience."

— KFN MARTIN T'17

77

Tuck provided me with a supportive community that encouraged me to take entrepreneurial risks"

- DAVID WASHER T'17

#1

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

TUCK CAREER DEVELOPMENT COACHES

WWW.TUCK.DARTMOUTH.EDU/MBA/CAREER-ADVANTAGE/MEET-OUR-CAREER-COACHES

JONATHAN MASLAND EXECUTIVE DIRECTOR

EXPERIENCE

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

EDUCATION

Harvard University, Wharton MBA

SECTOR FOCUS

Private Equity

CAROLINE CANNON T'98

EXPERIENCE

Consultant in start-ups and turnaround, entrepreneur (co-founder of InspiringKids, Inc., Clarisond, Inc., and more), Renaissance Consulting (now Balanced Scorecard Collaborative)

EDUCATION

UNC Chapel Hill, Tuck MBA

SECTOR FOCUS

Consumer Goods, Entrepreneurship, Retail, Social Impact

SARAH DIGIACOMO

EXPERIENCE

Dartmouth College, St. Lawrence University

EDUCATION

SUNY Potsdam, St. Lawrence University MEd

SECTOR FOCUS

Networked Job Searches

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, International Students

DEIRDRE O'DONNELL

EXPERIENCE

Lehman Brothers; fixed income, global diversity recruiting

EDUCATION

St. Lawrence University

SECTOR FOCUS

Finance, Insurance, Investment Management, Health Care

DENA PEYSTER

EXPERIENCE

Keleher Associates, Coray Gurnitz Consulting, Project Performance Corporation

EDUCATION

Connecticut College, George Washington University MBA

SECTOR FOCUS

Alumni Career Services

STEPHEN PIDGEON T'07

EXPERIENCE

McKinsey & Co., television and movie production

EDUCATION

University of Westminster, Tuck MBA

SECTOR FOCUS

Consulting, Media, Entertainment, and Sports

SARAH VAN ORMAN

EXPERIENCE

Darden School of Business, ForKids, Inc., The Up Center

EDUCATION

Virginia Tech, University of Virginia MEd, EdS

SECTOR FOCUS

Energy, Real Estate

TUCK CAREER DEVELOPMENT SERVICES

