

A man and a woman are standing outdoors, smiling and looking towards the right. The man is wearing a blue blazer over a light blue shirt and a brown belt. The woman is wearing a dark green top. They are standing in front of a background of trees.

MBA EMPLOYMENT REPORT



TUCK SCHOOL OF BUSINESS
AT DARTMOUTH
2018

MESSAGE FROM THE EXECUTIVE DIRECTOR

Every statistic tells a story. As I look at Tuck's employment results from this most recent year, one narrative that emerges for me is the diversity of career paths our graduates embark upon. Whether these paths are industry-focused—a record 24 percent of 2018 Tuck MBAs secured roles in technology—or based on geography (23 percent of students landed on the West Coast), I am delighted to see where our students' career journeys take them. I am equally delighted to see they achieved a record high median base salary of \$130,000.



Just as every career journey is unique, so too is the way Tuck's network of personalized career support comes together for each of our students. Whether it's a late-night mock interview with a second-year student mentor, a horizon-expanding trek with one of our many career clubs, a coaching relationship a student has established with one of our senior alumni, or timely advice and connections from a Tuck career adviser, these and many other sources of support, counsel, and connection are behind the success the statistics in this report illustrate.

What the numbers do not fully capture, however, are the ways in which the MBA recruiting landscape has been evolving and Tuck's proactive approach to evolve with it. With our deliberately well-resourced team of career advisers, Tuck gives students the opportunity to build personal connections with the advisers they choose, who bring a very diverse set of backgrounds and recruiting expertise. This relationship sits at the heart of an expansive career network—from alumni and student career mentors, to career clubs, to faculty—that students can tap into and that lasts well beyond the initial job search.

Meanwhile, Tuck's career services team is continually working on a network of our own—building, maintaining, and reviewing our MBA recruiter relationships alongside evolving student aspirations so that we can best support opportunities that students seek. We greatly value our network of more than 1,000 MBA employers who regularly seek to hire Tuck students. Furthermore, we are actively pursuing new endeavors—from the latest in campus technology to faculty-led treks—to grow that network and provide our students with the opportunities, advice, and connections that help them succeed in the recruiting environment of today—and tomorrow.

We understand that for many students the decision to pursue an MBA is driven both by the desire to learn and the desire to transform their career. Everyone in our community supports this balance and contributes in their own way to an environment that maximizes students' opportunities to learn about career options, gain the required skills, and then vigorously—and successfully—pursue them.

Sincerely,

A handwritten signature in black ink that reads "Stephen Pidgeon".

Stephen Pidgeon T'07
Executive Director, Career Services
Tuck School of Business at Dartmouth

TUCK CLASS OF 2018

FULL-TIME EMPLOYMENT

CLASS OF 2018 COMPENSATION SUMMARY*

TYPE ¹	RECEIVING (%)	MEAN (\$)	MEDIAN (\$)	MIN (\$)	MAX (\$)
ANNUAL BASE SALARY	100	130,022	130,000	60,000	215,000
SIGNING BONUS	87	32,148	25,000	3,000	152,500

* The graduation date for the full-time MBA class of 2018 was June 10, 2018.

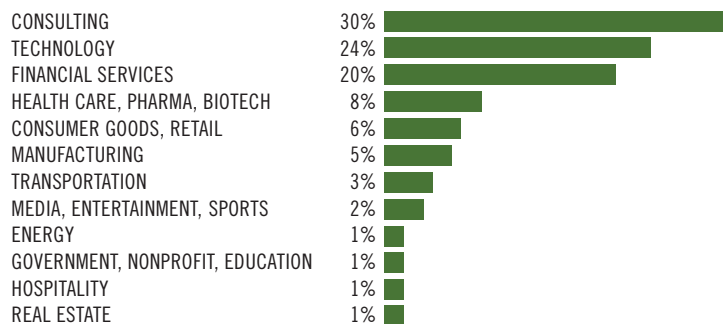
¹ Compensation information is self-reported. Salary data was obtained from 91% of those graduates who were seeking employment and accepted a job offer by 3 months after graduation.

CLASS OF 2018 OFFERS AND ACCEPTANCES BY 3 MONTHS AFTER GRADUATION*

GRADUATES	SEEKING JOBS	OFFERS		ACCEPTANCES	
		#	%	#	%
U.S. PERMANENT WORK AUTHORIZATION	165	160	97	153	93
NON-PERMANENT WORK AUTHORIZATION (U.S.)	82	77	94	74	90
TOTAL GRADUATES SEEKING JOBS	247	237	96	227	92

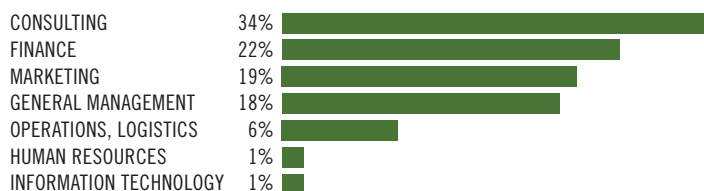
*The graduation date for the full-time MBA class of 2018 was June 10, 2018.

CLASS OF 2018 EMPLOYMENT, BY INDUSTRY



*Values that are greater than 0 but less than 1 are rounded to 1 to show presence. Numbers may not add to 100 due to rounding.

CLASS OF 2018 EMPLOYMENT, BY JOB FUNCTION



*Values that are greater than 0 but less than 1 are rounded to 1 to show presence. Numbers may not add to 100 due to rounding.

TOP HIRING COMPANIES FOR FULL-TIME POSITIONS

AMAZON
BAIN & COMPANY
BANK OF AMERICA MERRILL LYNCH
THE BOSTON CONSULTING GROUP
CREDIT SUISSE
CVS HEALTH
DANAHER
DELOITTE
DIDI CHUXING
ECOLAB
EY-PARTHENON
J.P. MORGAN
L.E.K. CONSULTING
MCKINSEY & COMPANY
MICROSOFT
VANGUARD
WAYFAIR

BASE SALARIES, BY INDUSTRY

INDUSTRY	PERCENT (%)	BASE SALARY (\$)			
		MEAN	MEDIAN	MIN	MAX
CONSULTING	30	142,665	147,000	60,000	170,000
TECHNOLOGY	24	127,589	130,000	85,000	159,000
FINANCIAL SERVICES	20	127,818	125,000	66,235	215,000
<i>INVESTMENT BANKING</i>	11	128,913	125,000	120,000	150,000
<i>INVESTMENT MANAGEMENT</i>	4	116,084	123,768	80,969	125,000
<i>PRIVATE EQUITY, VENTURE CAPITAL</i>	2	161,250	155,000	120,000	215,000
<i>OTHER</i>	4	115,176	125,000	66,235	130,000
HEALTH CARE, PHARMA, BIOTECH	8	121,118	120,000	95,000	130,000
CONSUMER GOODS, RETAIL	6	112,083	108,000	87,000	150,000
MANUFACTURING	5	117,500	118,000	100,000	130,000
TRANSPORTATION	3	99,300	99,000	72,215	126,984
MEDIA, ENTERTAINMENT, SPORTS	2	130,000	125,000	115,000	150,000
ENERGY	1	*	*	*	*
GOVERNMENT, NONPROFIT, EDUCATION	1	*	*	*	*
HOSPITALITY	1	*	*	*	*
REAL ESTATE	1	*	*	*	*
ALL INDUSTRIES	100	130,022	130,000	60,000	215,000

BASE SALARIES, BY FUNCTION

FUNCTION	PERCENT (%)	BASE SALARY (\$)			
		MEAN	MEDIAN	MIN	MAX
CONSULTING	34	140,770	147,000	60,000	170,000
FINANCE	22	128,194	125,000	80,969	215,000
<i>INVESTMENT BANKING</i>	11	128,958	125,000	120,000	150,000
<i>CORPORATE FINANCE</i>	4	121,000	120,000	110,000	130,000
<i>INVESTMENT MANAGEMENT</i>	4	113,794	120,000	80,969	125,000
<i>PRIVATE EQUITY, VENTURE CAPITAL</i>	3	149,000	145,000	100,000	215,000
<i>REAL ESTATE</i>	1	*	*	*	*
MARKETING	19	117,514	118,500	85,000	145,000
GENERAL MANAGEMENT	18	127,119	127,000	72,215	156,000
OPERATIONS, LOGISTICS	6	119,628	120,000	92,535	159,000
HUMAN RESOURCES	1	*	*	*	*
INFORMATION TECHNOLOGY	1	*	*	*	*
ALL FUNCTIONS	100	130,022	130,000	60,000	215,000

BASE SALARIES, BY LOCATION

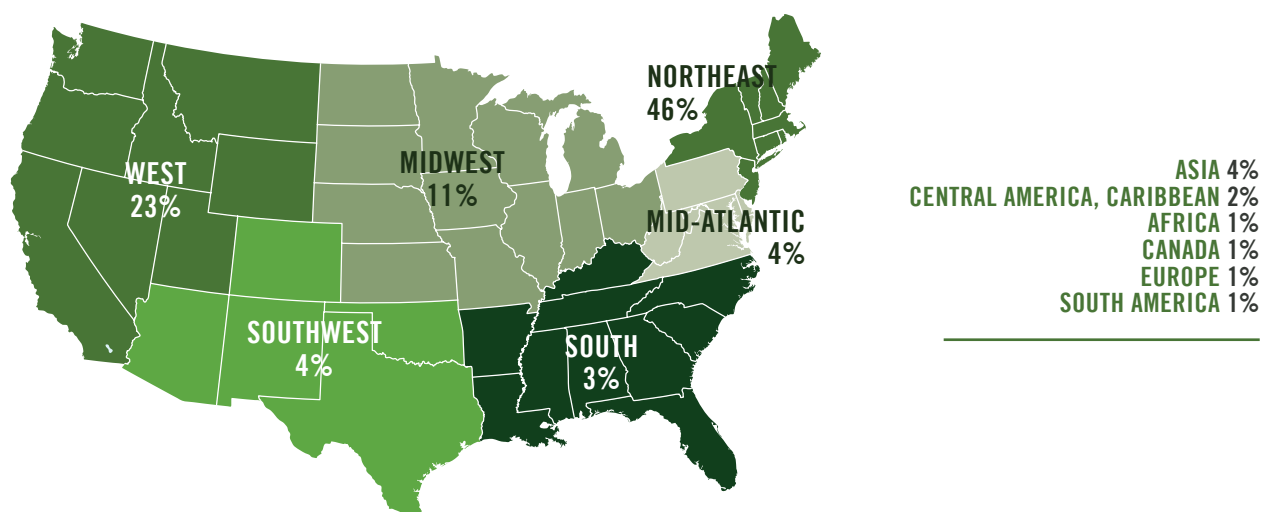
LOCATION	PERCENT (%)	BASE SALARY (\$)			
		MEAN	MEDIAN	MIN	MAX
UNITED STATES	91	132,111	130,000	85,000	215,000
NORTHEAST (CT, ME, MA, NH, NJ, NY, RI, VT)	46	132,227	130,000	85,000	170,000
<i>BOSTON</i>	26	133,411	140,000	85,000	170,000
<i>NEW YORK</i>	16	131,931	125,000	108,000	170,000
<i>OTHER</i>	4	124,286	130,000	100,000	130,000
WEST (AK, CA, HI, ID, MT, NV, OR, UT, WA, WY)	23	131,677	130,000	100,000	170,000
<i>SEATTLE</i>	12	127,833	130,000	100,000	147,000
<i>SAN FRANCISCO BAY AREA</i>	9	137,722	132,500	105,000	170,000
<i>OTHER</i>	2	130,000	125,000	120,000	145,000
MIDWEST (IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI)	11	130,182	127,500	95,000	170,000
<i>CHICAGO</i>	6	140,654	147,000	95,000	170,000
<i>MINNEAPOLIS-ST. PAUL</i>	4	115,214	110,000	100,000	152,500
<i>OTHER</i>	1	*	*	*	*
MID-ATLANTIC (DC, DE, MD, PA, VA, WV)	4	132,889	125,000	108,000	152,500
SOUTHWEST (AZ, CO, NM, OK, TX)	4	128,444	125,000	100,000	152,500
SOUTH (AL, AR, FL, GA, KY, LA, MI, NC, SC, TN)	3	145,083	138,750	103,500	215,000
OUTSIDE U.S.	9	101,217	112,500	60,000	134,948
ASIA	4	102,995	115,000	66,235	126,984
CENTRAL AMERICA, CARIBBEAN	2	*	*	*	*
AFRICA	1	*	*	*	*
CANADA	1	102,817	92,535	80,969	134,948
EUROPE	1	*	*	*	*
SOUTH AMERICA	1	*	*	*	*
ALL LOCATIONS	100	130,022	130,000	60,000	215,000

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TUCK CLASS OF 2018

FULL-TIME EMPLOYMENT CONTINUED

CLASS OF 2018 FULL-TIME EMPLOYMENT, BY LOCATION



SIGNING BONUSES, BY INDUSTRY

INDUSTRY	RECEIVING (%)	MEAN (\$)	MEDIAN (\$)	MIN (\$)	MAX (\$)
CONSULTING	96	28,901	25,000	5,000	152,500
CONSUMER GOODS, RETAIL	92	18,455	25,000	3,000	30,000
MANUFACTURING	90	24,111	25,000	15,000	40,000
TECHNOLOGY	90	39,011	35,000	3,000	105,000
PHARMACEUTICALS, HEALTH CARE, BIOTECH	88	22,667	20,000	5,000	60,000
FINANCIAL SERVICES	80	41,700	46,250	4,414	65,000
INVESTMENT BANKING	96	50,341	50,000	40,000	65,000
INVESTMENT MANAGEMENT	50	32,500	25,000	25,000	47,500
OTHER	100	18,488	20,000	4,414	30,000
MEDIA, ENTERTAINMENT, SPORTS	67	*	*	*	*
TRANSPORTATION	25	*	*	*	*
TOTAL	87	32,148	25,000	3,000	152,500

SIGNING BONUSES, BY FUNCTION

FUNCTION	RECEIVING (%)	MEAN (\$)	MEDIAN (\$)	MIN (\$)	MAX (\$)
HUMAN RESOURCES	100	*	*	*	*
INFORMATION TECHNOLOGY	100	*	*	*	*
MARKETING	94	25,588	25,000	3,000	90,000
CONSULTING	93	27,344	25,000	4,414	152,500
OPERATIONS, LOGISTICS	82	32,556	30,000	10,000	70,000
GENERAL MANAGEMENT	80	36,484	25,000	7,500	105,000
FINANCE	76	44,839	50,000	10,000	70,000
INVESTMENT BANKING	96	48,587	50,000	10,000	65,000
CORPORATE FINANCE	71	39,000	30,000	20,000	70,000
INVESTMENT MANAGEMENT	60	25,833	20,000	10,000	47,500
TOTAL	87	32,148	25,000	3,000	152,500

TUCK CLASS OF 2019

SUMMER INTERNSHIPS

BASE MONTHLY SALARIES, BY INDUSTRY

INDUSTRY	PERCENT (%)	BASE MONTHLY SALARY (\$)			
		MEAN	MEDIAN	MIN	MAX
FINANCIAL SERVICES	25	8,938	10,400	3,250	12,800
<i>INVESTMENT BANKING</i>	10	10,335	10,417	5,000	12,567
<i>PRIVATE EQUITY, VENTURE CAPITAL</i>	5	6,718	5,417	4,333	12,800
<i>INVESTMENT MANAGEMENT</i>	4	9,682	10,417	4,000	12,500
<i>OTHER</i>	5	7,558	8,400	3,250	11,267
CONSULTING	23	11,306	12,133	1,500	13,000
TECHNOLOGY	18	7,039	7,800	800	13,000
HEALTH CARE, PHARMA, BIOTECH	10	8,037	8,500	4,000	11,538
CONSUMER GOODS, RETAIL	8	6,966	7,250	1,500	10,000
MANUFACTURING	6	6,514	6,800	1,667	10,000
GOVERNMENT, NONPROFIT, EDUCATION	3	4,726	4,904	3,301	6,500
MEDIA, ENTERTAINMENT, SPORTS	2	7,186	7,462	5,200	9,583
TRANSPORTATION	2	4,854	5,200	3,800	5,217
ENERGY	1	*	*	*	*
HOSPITALITY	1	*	*	*	*
REAL ESTATE	1	6,697	7,500	3,467	8,320
ALL INDUSTRIES	100	8,392	8,500	800	13,000

BASE MONTHLY SALARIES, BY FUNCTION

FUNCTION	PERCENT (%)	BASE MONTHLY SALARY (\$)			
		MEAN	MEDIAN	MIN	MAX
CONSULTING	32	10,442	11,657	3,000	13,000
MARKETING	24	7,035	7,250	800	13,000
FINANCE	21	8,798	10,400	3,467	12,800
<i>INVESTMENT BANKING</i>	9	10,437	10,417	5,000	12,567
<i>CORPORATE FINANCE</i>	4	7,672	8,000	5,200	9,167
<i>INVESTMENT MANAGEMENT</i>	4	9,090	10,417	4,000	12,500
<i>PRIVATE EQUITY, VENTURE CAPITAL</i>	4	6,507	5,081	4,333	12,800
<i>REAL ESTATE</i>	1	6,156	7,200	3,467	7,800
GENERAL MANAGEMENT	13	7,609	8,260	1,667	10,417
OPERATIONS, LOGISTICS	7	6,047	6,500	1,500	8,667
INFORMATION TECHNOLOGY	1	*	*	*	*
OTHER	2	5,522	5,850	2,000	8,400
ALL FUNCTIONS	100	8,392	8,500	800	13,000

BASE MONTHLY SALARIES, BY LOCATION

LOCATION	PERCENT (%)	BASE MONTHLY SALARY (\$)			
		MEAN	MEDIAN	MIN	MAX
UNITED STATES	93	8,426	8,500	800	13,000
NORTHEAST (CT, ME, MA, NH, NJ, NY, RI, VT)	52	8,620	9,050	1,083	13,000
<i>NEW YORK</i>	25	8,855	9,667	1,500	12,567
<i>BOSTON</i>	22	8,769	8,667	1,500	13,000
<i>OTHER</i>	5	7,498	6,750	4,333	12,500
WEST (AK, CA, HI, ID, MT, NV, OR, UT, WA, WY)	21	7,261	7,200	800	13,000
<i>SAN FRANCISCO BAY AREA</i>	13	7,116	6,980	800	13,000
<i>SEATTLE</i>	5	8,703	8,500	4,333	12,250
<i>OTHER</i>	4	6,038	5,500	3,250	10,000
MIDWEST (IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI)	6	9,372	8,500	5,417	12,500
<i>CHICAGO</i>	4	10,142	12,000	5,417	12,500
<i>MINNEAPOLIS-ST. PAUL</i>	1	7,833	7,500	7,500	8,500
<i>OTHER</i>	1	8,408	8,333	7,650	9,317
SOUTHWEST (AZ, CO, NM, OK, TX)	6	9,076	9,208	2,000	13,000
MID-ATLANTIC (DC, DE, MD, PA, VA, WV)	5	8,869	10,408	3,813	13,000
SOUTH (AL, AR, FL, GA, KY, LA, MI, NC, SC, TN)	3	8,698	8,000	6,067	12,500
OUTSIDE U.S.	7	6,928	6,933	3,301	10,833
ASIA	2	8,287	9,104	4,000	10,833
SOUTH AMERICA	2	5,066	5,005	4,333	5,860
AFRICA	1	*	*	*	*
CANADA	1	*	*	*	*
CENTRAL AMERICA, CARIBBEAN	1	*	*	*	*
EUROPE	1	*	*	*	*
MIDDLE EAST	1	*	*	*	*
ALL LOCATIONS	100	8,392	8,500	800	13,000

TOP HIRING COMPANIES FOR INTERNSHIPS

ADOBE
 AMAZON
 ANALYSIS GROUP
 BAIN & COMPANY
 BANK OF AMERICA MERRILL LYNCH
 THE BOSTON CONSULTING GROUP
 CHEWY.COM
 CITI
 COLGATE-PALMOLIVE
 CVS HEALTH
 DANAHER
 DELOITTE
 EY-PARTHENON
 GOOGLE
 GRAHAM PARTNERS
 JETBLUE
 J.P. MORGAN
 L.E.K. CONSULTING
 LIBERTY MUTUAL
 MCKINSEY & COMPANY
 TESLA
 WAYFAIR

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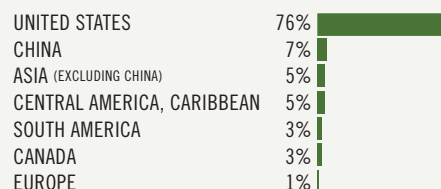
TUCK CLASS OF 2018

INTERNATIONAL STUDENTS

BASE SALARIES, BY INDUSTRY [INTERNATIONAL STUDENTS ONLY]

INDUSTRY	PERCENT (%)	BASE SALARY (\$)			
		MEAN	MEDIAN	MIN	MAX
FINANCIAL SERVICES	24	119,980	125,000	66,235	150,000
<i>INVESTMENT BANKING</i>	14	130,000	125,000	120,000	150,000
<i>INVESTMENT MANAGEMENT</i>	5	*	*	*	*
<i>PRIVATE EQUITY, VENTURE CAPITAL</i>	1	*	*	*	*
<i>OTHER</i>	4	*	*	*	*
TECHNOLOGY	24	131,973	130,000	85,000	159,000
CONSULTING	23	132,301	147,000	60,000	152,500
HEALTH CARE, PHARMA, BIOTECH	8	121,000	130,000	95,000	130,000
MANUFACTURING	7	117,500	115,000	110,000	130,000
TRANSPORTATION	7	98,066	95,000	72,215	126,984
CONSUMER GOODS, RETAIL	1	*	*	*	*
OTHER	5	*	*	*	*
ALL INDUSTRIES	100	125,600	130,000	60,000	159,000

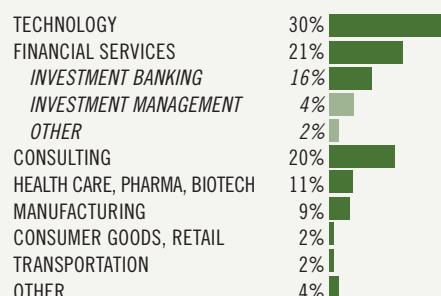
INTERNATIONAL T'18s, BY REGION



BASE SALARIES, BY FUNCTION [INTERNATIONAL STUDENTS ONLY]

FUNCTION	PERCENT (%)	BASE SALARY (\$)			
		MEAN	MEDIAN	MIN	MAX
CONSULTING	36	130,555	144,500	60,000	152,500
FINANCE	30	125,069	125,000	80,969	150,000
<i>INVESTMENT BANKING</i>	14	130,000	125,000	120,000	150,000
<i>CORPORATE FINANCE</i>	8	125,000	127,500	115,000	130,000
<i>INVESTMENT MANAGEMENT</i>	7	*	*	*	*
<i>PRIVATE EQUITY, VENTURE CAPITAL</i>	1	*	*	*	*
GENERAL MANAGEMENT	14	123,075	126,268	72,215	156,000
MARKETING	14	117,500	120,000	85,000	145,000
OPERATIONS, LOGISTICS	7	121,307	130,000	92,535	159,000
ALL FUNCTIONS	100	125,600	130,000	60,000	159,000

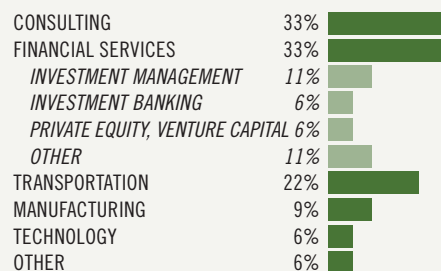
INTERNATIONAL T'18s WORKING FULL-TIME IN THE U.S., BY INDUSTRY



BASE SALARIES, BY LOCATION [INTERNATIONAL STUDENTS ONLY]

LOCATION	PERCENT (%)	BASE SALARY (\$)			
		MEAN	MEDIAN	MIN	MAX
UNITED STATES	76	132,602	130,000	85,000	159,000
NORTHEAST (CT, ME, MA, NH, NJ, NY, RI, VT)	36	130,022	130,000	85,000	152,500
<i>NEW YORK</i>	18	132,346	125,000	115,000	152,500
<i>BOSTON</i>	12	125,714	142,000	85,000	147,000
<i>OTHER</i>	7	*	*	*	*
WEST (AK, CA, HI, ID, MT, NV, OR, UT, WA, WY)	23	134,500	130,000	120,000	159,000
<i>SEATTLE</i>	12	130,778	130,000	120,000	147,000
<i>SAN FRANCISCO BAY AREA</i>	11	139,286	135,000	125,000	159,000
MIDWEST (IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI)	11	131,250	140,000	95,000	152,500
<i>CHICAGO</i>	7	135,500	150,000	95,000	152,500
<i>MINNEAPOLIS-ST. PAUL</i>	4	124,167	110,000	110,000	152,500
SOUTH (AL, AR, FL, GA, KY, LA, MI, NC, SC, TN)	3	*	*	*	*
SOUTHWEST (AZ, CO, NM, OK, TX)	3	*	*	*	*
OUTSIDE UNITED STATES	24	97,007	101,268	60,000	126,984
ASIA	12	102,995	115,000	66,235	126,984
CENTRAL AMERICA, CARIBBEAN	5	*	*	*	*
CANADA	3	*	*	*	*
SOUTH AMERICA	3	*	*	*	*
EUROPE	1	*	*	*	*
ALL LOCATIONS	100	125,600	130,000	60,000	159,000

INTERNATIONAL T'18s WORKING FULL-TIME OUTSIDE THE U.S., BY INDUSTRY



* Values are excluded where the sample size is too small. Values that are greater than 0 but less than 1 are rounded to 1 to show presence. Numbers may not add to 100 due to rounding. City names listed include the surrounding metropolitan area. All data as of November 2018.

TUCK CAREER SERVICES ADVISERS

WWW.TUCK.DARTMOUTH.EDU/MBA/CAREER-SERVICES/MEET-OUR-TEAM

STEPHEN PIDGEON T'07 EXECUTIVE DIRECTOR

EXPERIENCE

McKinsey & Company, television and movie production

EDUCATION

University of Westminster, Tuck MBA

FOCUS

Consulting, Media & Entertainment

MARC AQUILA T'07

EXPERIENCE

Dartmouth College, RSG, John Deere, Columbia Business School

EDUCATION

Columbia University, Tuck MBA

FOCUS

General Management, Health Care

CAROLINE CANNON T'98

EXPERIENCE

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

EDUCATION

UNC Chapel Hill, Tuck MBA

FOCUS

Social Impact, Entrepreneurship, Marketing

SARAH DIGIACOMO

EXPERIENCE

Dartmouth College, St. Lawrence University

EDUCATION

SUNY Potsdam, St. Lawrence University (MEd)

FOCUS

Targeted job search, Energy

MATHIAS MACHADO T'09

EXPERIENCE

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

EDUCATION

Instituto Tecnológico de Buenos Aires, Tuck MBA

FOCUS

Technology, international students

DEIRDRE O'DONNELL

EXPERIENCE

Lehman Brothers; fixed income, global diversity recruiting

EDUCATION

St. Lawrence University

FOCUS

Finance (all aspects, including real estate)

JEN TIETZ T'15

EXPERIENCE

McKinsey & Company, U.S. Navy

EDUCATION

U.S. Naval Academy, Old Dominion University, Tuck MBA

FOCUS

Consulting



TUCK SCHOOL OF BUSINESS
AT DARTMOUTH

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USA

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