BSBA Class of 2018 Full-Time Employment Statistics

Compensation Summary 2018
Average Base $67,115
Median Base $65,520
High–Low Range $120,000–18,000
Median Signing Bonus $10,000

Class Profiles (upon enrollment)

<table>
<thead>
<tr>
<th></th>
<th>Class of 2020</th>
<th>Class of 2019</th>
<th>Class of 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students</td>
<td>161</td>
<td>160</td>
<td>211</td>
</tr>
<tr>
<td>Women</td>
<td>48%</td>
<td>43%</td>
<td>42%</td>
</tr>
<tr>
<td>Under-Represented Minority*</td>
<td>24%</td>
<td>17%</td>
<td>11%</td>
</tr>
<tr>
<td>Average SAT Score</td>
<td>1480</td>
<td>1464</td>
<td>1485</td>
</tr>
</tbody>
</table>

*Percentages are calculated as a percentage of domestic population.

Salary Data by Function

<table>
<thead>
<tr>
<th></th>
<th>Percent</th>
<th>Average</th>
<th>Median</th>
<th>High–Low</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>35%</td>
<td>$74,500</td>
<td>$75,000</td>
<td>$100,000–35,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>19%</td>
<td>$80,400</td>
<td>$85,000</td>
<td>$100,000–48,000</td>
</tr>
<tr>
<td>Industry/Corporate Finance</td>
<td>6%</td>
<td>$63,500</td>
<td>$66,500</td>
<td>$75,000–46,000</td>
</tr>
<tr>
<td>VC/PE/PWM</td>
<td>4%</td>
<td>$69,300</td>
<td>$66,500</td>
<td>$85,000–35,000</td>
</tr>
<tr>
<td>Asset Management</td>
<td>2%</td>
<td>$74,000</td>
<td>$72,000</td>
<td>$80,000–70,000</td>
</tr>
<tr>
<td>Commercial Banking</td>
<td>2%</td>
<td>$63,000</td>
<td>$62,000</td>
<td>$65,000–62,000</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
<td>$74,000</td>
<td>$76,500</td>
<td>$83,000–60,100</td>
</tr>
<tr>
<td>Consulting</td>
<td>24%</td>
<td>$69,400</td>
<td>$70,000</td>
<td>$85,000–50,000</td>
</tr>
<tr>
<td>Management Consulting</td>
<td>11%</td>
<td>$71,000</td>
<td>$70,000</td>
<td>$85,000–52,000</td>
</tr>
<tr>
<td>Strategic Planning/Internal</td>
<td>6%</td>
<td>$73,500</td>
<td>$80,000</td>
<td>$85,000–50,000</td>
</tr>
<tr>
<td>Technology Consulting</td>
<td>4%</td>
<td>$63,400</td>
<td>$61,900</td>
<td>$72,500–55,000</td>
</tr>
<tr>
<td>Other</td>
<td>3%</td>
<td>$61,800</td>
<td>$62,500</td>
<td>$78,000–55,000</td>
</tr>
<tr>
<td>Marketing</td>
<td>19%</td>
<td>$57,200</td>
<td>$50,500</td>
<td>$120,000–18,000</td>
</tr>
<tr>
<td>Marketing/Buyer/Brand/Product Mgmt</td>
<td>5%</td>
<td>$72,800</td>
<td>$70,000</td>
<td>$120,000–45,000</td>
</tr>
<tr>
<td>Marketing/Buyer/Merchandising</td>
<td>4%</td>
<td>$60,900</td>
<td>$60,000</td>
<td>$64,000–57,000</td>
</tr>
<tr>
<td>Mktg./Customer/Consumer Analytics</td>
<td>3%</td>
<td>$55,000</td>
<td>$55,000</td>
<td>$65,000–45,000</td>
</tr>
<tr>
<td>PR/Comm./Digital Mktg./Promotions</td>
<td>4%</td>
<td>$36,500</td>
<td>$36,500</td>
<td>$50,000–18,000</td>
</tr>
<tr>
<td>Marketing/Other</td>
<td>3%</td>
<td>$54,900</td>
<td>$50,000</td>
<td>$70,000–48,500</td>
</tr>
<tr>
<td>General Management</td>
<td>6%</td>
<td>$65,500</td>
<td>$65,000</td>
<td>$83,000–50,000</td>
</tr>
<tr>
<td>Rotational Program</td>
<td>3%</td>
<td>$59,400</td>
<td>$57,000</td>
<td>$70,000–50,000</td>
</tr>
<tr>
<td>Management/Project Management</td>
<td>3%</td>
<td>$70,700</td>
<td>$74,000</td>
<td>$83,000–55,000</td>
</tr>
<tr>
<td>Sales</td>
<td>5%</td>
<td>$47,700</td>
<td>$45,000</td>
<td>$65,500–20,000</td>
</tr>
<tr>
<td>Accounting</td>
<td>3%</td>
<td>$58,700</td>
<td>$60,000</td>
<td>$64,000–51,000</td>
</tr>
<tr>
<td>Management Info Systems</td>
<td>3%</td>
<td>$84,200</td>
<td>$86,000</td>
<td>$120,000–50,000</td>
</tr>
<tr>
<td>Operations</td>
<td>3%</td>
<td>$55,900</td>
<td>$56,000</td>
<td>$65,000–42,500</td>
</tr>
<tr>
<td>HR/Non-Business</td>
<td>2%</td>
<td>$53,800</td>
<td>$60,000</td>
<td>$65,000–30,000</td>
</tr>
</tbody>
</table>

Salary Data by Industry

<table>
<thead>
<tr>
<th></th>
<th>Average</th>
<th>Median</th>
<th>High–Low</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>$75,800</td>
<td>$80,000</td>
<td>$100,000–35,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>$69,500</td>
<td>$71,000</td>
<td>$85,000–45,000</td>
</tr>
<tr>
<td>Technology/Science</td>
<td>$68,300</td>
<td>$63,000</td>
<td>$120,000–20,000</td>
</tr>
<tr>
<td>PR/Adv/Marketing</td>
<td>$47,800</td>
<td>$49,300</td>
<td>$65,000–18,000</td>
</tr>
<tr>
<td>Retail</td>
<td>$59,700</td>
<td>$60,000</td>
<td>$64,000–55,000</td>
</tr>
<tr>
<td>Accounting</td>
<td>$58,700</td>
<td>$60,000</td>
<td>$64,000–51,000</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>$63,800</td>
<td>$70,000</td>
<td>$70,000–32,900</td>
</tr>
<tr>
<td>Pharma/Biotechnology/Healthcare Products</td>
<td>$55,500</td>
<td>$54,500</td>
<td>$63,000–50,000</td>
</tr>
<tr>
<td>Transportation/Manufacturing</td>
<td>51,900</td>
<td>$52,500</td>
<td>$60,000–42,500</td>
</tr>
<tr>
<td>Government/Education</td>
<td>$51,700</td>
<td>$55,500</td>
<td>$60,000–40,000</td>
</tr>
<tr>
<td>Real Estate</td>
<td>$58,700</td>
<td>$55,000</td>
<td>$75,000–46,000</td>
</tr>
<tr>
<td>Sports/Entertainment/Leisure</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Other</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

*Salary not displayed when fewer than 3 data points.

Employment by Industry

<table>
<thead>
<tr>
<th></th>
<th>Financial Services 37%</th>
<th>Consulting 19%</th>
<th>Other 1%</th>
<th>Sports/Entertainment/Leisure 1%</th>
<th>PR/Advertising/Marketing 9%</th>
<th>Technology/Science 14%</th>
<th>Government/Education 2%</th>
<th>Real Estate 2%</th>
<th>Pharma/Biotechnology/Healthcare Products 2%</th>
<th>Consumer Products 3%</th>
<th>Accounting 3%</th>
<th>Retail 7%</th>
<th>Other 2%</th>
</tr>
</thead>
</table>

Source of Accepted Offer

|                        | Alumni, Faculty or Staff Referral 5% | Career Fair/Networking Event 8% | Family, Friends Outside School 11% | On-Campus Interviews or Job Postings 14% | Company Website or Job Board 15% | Internship 45% |

Percent of graduates for whom we have postgraduation information is 88.8%
### Monthly Salary Data by Function

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average</th>
<th>Median</th>
<th>High-Low</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>44%</td>
<td>$5,800</td>
<td>$6,900</td>
<td>$13,900–2,100</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>26%</td>
<td>$6,800</td>
<td>$7,100</td>
<td>$13,300–2,800</td>
</tr>
<tr>
<td>Asset Management</td>
<td>5%</td>
<td>$4,500</td>
<td>$4,300</td>
<td>$6,900–2,300</td>
</tr>
<tr>
<td>Industry/Corporate Finance</td>
<td>4%</td>
<td>$4,100</td>
<td>$3,900</td>
<td>$5,800–2,100</td>
</tr>
<tr>
<td>VC/PE/PWM</td>
<td>4%</td>
<td>$5,100</td>
<td>$5,800</td>
<td>$7,100–2,100</td>
</tr>
<tr>
<td>Commercial Banking</td>
<td>2%</td>
<td>$5,500</td>
<td>$7,100</td>
<td>$7,100–2,300</td>
</tr>
<tr>
<td>Diversified Services</td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Consulting</td>
<td>21%</td>
<td>$5,300</td>
<td>$5,200</td>
<td>$6,900–3,100</td>
</tr>
<tr>
<td>Strategic Planning/Internal</td>
<td>8%</td>
<td>$5,300</td>
<td>$5,200</td>
<td>$6,900–3,200</td>
</tr>
<tr>
<td>Management Consulting</td>
<td>7%</td>
<td>$5,600</td>
<td>$5,400</td>
<td>$6,700–4,300</td>
</tr>
<tr>
<td>Technology Consulting</td>
<td>4%</td>
<td>$5,000</td>
<td>$5,700</td>
<td>$6,300–3,100</td>
</tr>
<tr>
<td>Consulting – Other</td>
<td>2%</td>
<td>$4,800</td>
<td>$4,200</td>
<td>$6,100–4,000</td>
</tr>
<tr>
<td>Marketing</td>
<td>13%</td>
<td>$3,700</td>
<td>$3,300</td>
<td>$6,300–2,400</td>
</tr>
<tr>
<td>Research/Customer Analytics</td>
<td>4%</td>
<td>$3,100</td>
<td>$3,100</td>
<td>$4,300–2,400</td>
</tr>
<tr>
<td>Brand/Product Management</td>
<td>3%</td>
<td>$4,800</td>
<td>$4,300</td>
<td>$6,100–4,000</td>
</tr>
<tr>
<td>Buyer/Merchandising</td>
<td>3%</td>
<td>$3,100</td>
<td>$3,100</td>
<td>$3,100–2,900</td>
</tr>
<tr>
<td>Digital Mkt./Promotions</td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
<td>$4,400</td>
<td>$3,600</td>
<td>$6,300–3,300</td>
</tr>
<tr>
<td>General Management</td>
<td>3%</td>
<td>$5,000</td>
<td>$5,600</td>
<td>$6,400–2,300</td>
</tr>
<tr>
<td>Rotational Program</td>
<td>2%</td>
<td>$4,500</td>
<td>$5,200</td>
<td>$6,100–2,200</td>
</tr>
<tr>
<td>Project Management</td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Accounting</td>
<td>8%</td>
<td>$3,900</td>
<td>$3,600</td>
<td>$4,900–3,100</td>
</tr>
<tr>
<td>Operations</td>
<td>4%</td>
<td>$3,800</td>
<td>$3,300</td>
<td>$6,700–1,700</td>
</tr>
<tr>
<td>Sales</td>
<td>4%</td>
<td>$3,300</td>
<td>$4,300</td>
<td>$4,300–1,700</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
<td>$5,700</td>
<td>$6,000</td>
<td>$7,200–3,800</td>
</tr>
<tr>
<td>Human Resources</td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

*Salary not displayed when fewer than 3 data points.

### Monthly Salary Data by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Average</th>
<th>Median</th>
<th>High-Low</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>48%</td>
<td>$6,000</td>
<td>$6,400</td>
<td>$13,900–2,100</td>
</tr>
<tr>
<td>Consulting</td>
<td>18%</td>
<td>$5,200</td>
<td>$5,200</td>
<td>$6,700–3,100</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>7%</td>
<td>$4,000</td>
<td>$4,000</td>
<td>$4,500–3,100</td>
</tr>
<tr>
<td>Pharma/Biotech/Healthcare Products</td>
<td>5%</td>
<td>$3,200</td>
<td>$3,300</td>
<td>$3,800–2,300</td>
</tr>
<tr>
<td>Retail</td>
<td>3%</td>
<td>$3,000</td>
<td>$3,000</td>
<td>$3,300–2,300</td>
</tr>
<tr>
<td>Accounting</td>
<td>5%</td>
<td>$4,100</td>
<td>$4,300</td>
<td>$4,900–3,100</td>
</tr>
<tr>
<td>Technology/Science</td>
<td>4%</td>
<td>$4,500</td>
<td>$3,800</td>
<td>$7,300–1,700</td>
</tr>
<tr>
<td>Sports/Leisure</td>
<td>4%</td>
<td>$2,500</td>
<td>$2,400</td>
<td>$3,500–1,700</td>
</tr>
<tr>
<td>Nonprofit</td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Real Estate</td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Media/Entertainment</td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Outside School</td>
<td>14%</td>
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<td>-</td>
</tr>
<tr>
<td>Internship</td>
<td>9%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Previous Employer</td>
<td>4%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Career Fair, Networking Event</td>
<td>14%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other Student</td>
<td>9%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Family</td>
<td>14%</td>
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<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other 3rd</td>
<td>4%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>On-Campus Interviews, Résumé Collect, Job Posting 29%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VISA Bank</td>
<td>8%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Job Board</td>
<td>18%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Company Website or Job Board</td>
<td>18%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>MBA Program</td>
<td>14%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Professional</td>
<td>14%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other Internships</td>
<td>14%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>LinkedIn</td>
<td>14%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other Sources</td>
<td>14%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

### Organizations That Hired Olin Students for Full-Time or Internship Positions

2Novas
AB InBev
Accenture
Adidas
AGC Partners
AlphaSights
Amazon.com, Inc.
Ampush Media
Analysis Group Inc.
Andersen Tax
Asana
Avascent
Bain & Company
Barclays
Beam Suntory
Belvedere Trading
BlackRock, Inc.
Bloomberg L.P.
Bloomington’s
BNP Paribas
Boom Lab
Booz Allen Hamilton Inc.
Boston Consulting Group, The
Boucing Ball
Brookside Artist Management
Brown Brothers Harriman
Bullying Pulpit Interactive
Cain Brothers
Capgemini
Capital One Financial Corp
Cardinal Health
CBRE
Centerview Partners
Charles Schwab
CIBO Technologies
Cigna Corporation
Citigroup Inc.
CJ Affiliate
Collaborative Solutions
Cornerstone Research
Cowan and Company
Credit Karma
Crowe Horwath
DCS Advisory
Deloitte
DePuy Orthopaedics
Deutsche Bank AG
Dimensional Fund Advisors
Dominium
Dropbox
E15 Group
Edward D. Jones & Co., L.P.
Enfusio
Express Scripts
EY (Ernst & Young)
Facebook
Federal Deposit Insurance Corporation (FDIC)
Financial Technology Partners, LP
Fingerlakes Musical Theatre Festival
First Tennessee Bank
Fitch Ratings
Frontier Airlines
Gap Inc.
Garmin
Goldman Sachs
Google Inc.
Guggenheim Partners
Hallmark
Hartford Investment Management Co. (HIMCO)
Houlihan Lokey, Inc.
Houston Trust Company
HSBC Holdings
Hub Group
HubSpot
IHeartMedia
IMC Financial Markets
Ipsos
IRI
Jefferies & Co.
Jet.com
Jones Lang LaSalle
JORD
JP Morgan Chase & Co.
Keefe, Bruyette, and Woods
KP Development
KPMG
Kraft Heinz Company
L’Oreal
Lazard
Lazard Middle Market
Lincoln International
LinkedIn
L’Oreal
Mary’s
Magnolia Capital
Maryville Consulting Group
Maryville Technologies
Mastercard
McAfee
McCann Worldgroup
Mckinsey & Company
MealPal
Mercer
Mercy Health
Microsoft
MidCap Financial
Moels and Company
Morgan Stanley
Mount Sinai Hospital System
NASAQ
National Geospatial-Intelligence Agency
Navigant Consulting, Inc.
Netsuite
Nielsen
NIO
Nina Investment Advisors
Nomura Holdings, Inc.
Northern Trust Corp.
Nuveen
OC&C Strategy Consultants
Office of the Director of National Intelligence
Ogilvy and Mather
Panera Bread
PepsiCo
Performance Trust Capital Partners
PIMCO
Pinterest
Plante Moran
PricewaterhouseCoopers (PwC)
Procter & Gamble
Protiviti
RBC Capital Markets
Red Ventures
Reinsurance Group of America
Renewable Energy Group
Rise Interactive
RubinBrown
Sagent Advisors
San Diego Padres
SapientRazorfish
SeatGeek
SelfMade
Silicon Valley Bank
Societe Generale
Sonenshine Partners
St. Louis Sports Commission
Stanton & Co LLC
Starcom
Target
Teach For America
Tencent
The Boeing Company
The Lightstone Group
The Resource Group
The Travelers Companies Inc.
Thorne Research
Tospo Sports and Entertainment
UBS
UnitedHealth Group
Vanguard
Varsity Tutors
Volkswagen Group of America
Voya Financial
W2O
Wal-Mart Stores, Inc.
Washington Nationals
Whalar
William Blair
Willis Towers Watson
Yelp
Zhipai Technologies
ZS Associates

*Salary not displayed when fewer than 3 data points.*
Employment and Median Salary by Geographic Area

- Midwest: $108,000
- Northeast: $120,000
- West: $110,000
- Mid-Atlantic: $110,000
- Southwest: $112,500
- South: $105,000

Not in North America: 5%, $84,100
Canada: 1%

Salary Data by Industry

<table>
<thead>
<tr>
<th>Industry/Function</th>
<th>Average</th>
<th>Median</th>
<th>High–Low Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>$104,500</td>
<td>$100,000</td>
<td>$130,700–75,000</td>
</tr>
<tr>
<td>Pharma/Biotech/Healthcare Products</td>
<td>$107,400</td>
<td>$110,000</td>
<td>$150,000–65,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>$121,100</td>
<td>$140,000</td>
<td>$150,000–65,000</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>$101,600</td>
<td>$103,200</td>
<td>$130,000–85,000</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>$105,100</td>
<td>$108,000</td>
<td>$130,000–85,000</td>
</tr>
<tr>
<td>Technology</td>
<td>$114,200</td>
<td>$105,000</td>
<td>$150,000–85,000</td>
</tr>
<tr>
<td>Retail</td>
<td>$115,000</td>
<td>$115,000</td>
<td>$115,000–115,000</td>
</tr>
<tr>
<td>Transportation &amp; Logistics Services</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Petroleum/Energy</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Real Estate</td>
<td>*</td>
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</tr>
<tr>
<td>Media/Entertainment</td>
<td>*</td>
<td>*</td>
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</tr>
<tr>
<td>Nonprofit</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>
| *Salary not displayed when fewer than 3 data points.

Salary Data by Function

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average</th>
<th>Median</th>
<th>High–Low</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>25%</td>
<td>$102,000</td>
<td>$100,000</td>
<td>$130,700–36,000</td>
</tr>
<tr>
<td>Industry/Corporate Finance</td>
<td>13%</td>
<td>$97,400</td>
<td>$100,000</td>
<td>$130,000–36,000</td>
</tr>
<tr>
<td>Commercial Banking</td>
<td>5%</td>
<td>$111,400</td>
<td>$110,000</td>
<td>$130,700–95,000</td>
</tr>
<tr>
<td>Venture Capital/Private Equity</td>
<td>5%</td>
<td>$103,800</td>
<td>$100,000</td>
<td>$120,000–95,000</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Consulting</td>
<td>22%</td>
<td>$119,000</td>
<td>$120,000</td>
<td>$150,000–65,000</td>
</tr>
<tr>
<td>Management Consulting</td>
<td>12%</td>
<td>$122,600</td>
<td>$141,000</td>
<td>$150,000–65,000</td>
</tr>
<tr>
<td>Strategic Planning/Internal</td>
<td>7%</td>
<td>$117,500</td>
<td>$115,000</td>
<td>$150,000–95,000</td>
</tr>
<tr>
<td>Technology Consulting</td>
<td>2%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Marketing</td>
<td>22%</td>
<td>$99,100</td>
<td>$100,000</td>
<td>$132,200–50,000</td>
</tr>
<tr>
<td>Marketing–Brand/Product Mgmt.</td>
<td>17%</td>
<td>$96,000</td>
<td>$98,500</td>
<td>$120,000–50,000</td>
</tr>
<tr>
<td>Marketing Research</td>
<td>2%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Buyer/Merchandising</td>
<td>3%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Marketing–Other</td>
<td>2%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>General Management</td>
<td>22%</td>
<td>$110,700</td>
<td>$110,000</td>
<td>$150,000–65,000</td>
</tr>
<tr>
<td>Rotational Program</td>
<td>16%</td>
<td>$113,300</td>
<td>$113,000</td>
<td>$150,000–75,000</td>
</tr>
<tr>
<td>Project Management</td>
<td>1%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
<td>$96,300</td>
<td>$105,000</td>
<td>$110,000–65,000</td>
</tr>
<tr>
<td>Operations</td>
<td>6%</td>
<td>$102,500</td>
<td>$100,000</td>
<td>$120,000–90,000</td>
</tr>
<tr>
<td>Accounting</td>
<td>1%</td>
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<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Management Info Systems</td>
<td>1%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Sales</td>
<td>1%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>
| *Salary not displayed when fewer than 3 data points.

Employment by Industry

- Financial Services 22%
- Consulting 15%
- Technology 8%
- Real Estate 1%
- Consumer Products 10%
- Retail 5%
- Manufacturing 15%
- Pharma/Biotech/Healthcare Products 20%
- Sales 1%
- Operations 6%
- Accounting 1%
- Marketing 22%
- General Management 22%
- Management Info Systems 1%
- Sales 1%
- Finance 25%
- Consulting 22%
- Previous Employer 3%
- Family, Friends Outside School 3%
- On-Campus Interviews or Job Postings 7%
- Career Fair/Networking Event 9%
- Company Website or Job Board 11%
- Internship 55%
- Other 6%
- Alumni, Faculty, Staff or Other Student Referral 6%

Source of Accepted Offer

This report conforms to the MBA Career Services & Employer Alliance standards for reporting employment statistics.
Percent of graduates for whom we have postgraduation information is 97.6%

*: Percentages are calculated as a percentage of domestic population.
### Monthly Salary Data by Function

<table>
<thead>
<tr>
<th>Function</th>
<th>Percent</th>
<th>Average</th>
<th>Median</th>
<th>High–Low</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing</td>
<td>27%</td>
<td>$6,200</td>
<td>$6,800</td>
<td>$9,300–2,200</td>
</tr>
<tr>
<td>Brand/Product Management</td>
<td>16%</td>
<td>$6,300</td>
<td>$6,800</td>
<td>$9,300–3,500</td>
</tr>
<tr>
<td>Digital Mktg./Promotion</td>
<td>4%</td>
<td>$5,200</td>
<td>$4,800</td>
<td>$9,000–2,200</td>
</tr>
<tr>
<td>Research/Customer Analytics</td>
<td>4%</td>
<td>$5,800</td>
<td>$6,100</td>
<td>$6,600–4,700</td>
</tr>
<tr>
<td>Other</td>
<td>3%</td>
<td>$7,500</td>
<td>$7,300</td>
<td>$8,100–7,200</td>
</tr>
<tr>
<td>Consulting</td>
<td>21%</td>
<td>$6,700</td>
<td>$7,300</td>
<td>$11,700–1,000</td>
</tr>
<tr>
<td>Strategic Planning/Internal</td>
<td>10%</td>
<td>$4,400</td>
<td>$3,500</td>
<td>$7,800–1,500</td>
</tr>
<tr>
<td>Management Consulting</td>
<td>6%</td>
<td>$11,200</td>
<td>$11,000</td>
<td>$11,700–11,000</td>
</tr>
<tr>
<td>Technology Consulting</td>
<td>3%</td>
<td>$9,300</td>
<td>$10,400</td>
<td>$10,400–7,000</td>
</tr>
<tr>
<td>Consulting–Other</td>
<td>2%</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Finance</td>
<td>22%</td>
<td>$5,300</td>
<td>$4,300</td>
<td>$10,400–1,000</td>
</tr>
<tr>
<td>Industry/Corporate Finance</td>
<td>7%</td>
<td>$5,300</td>
<td>$5,000</td>
<td>$8,700–1,000</td>
</tr>
<tr>
<td>Venture Capital/Private Equity</td>
<td>5%</td>
<td>$3,000</td>
<td>$3,800</td>
<td>$5,000–1,500</td>
</tr>
<tr>
<td>Asset Management</td>
<td>2%</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Commercial Banking</td>
<td>2%</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Diversified Services</td>
<td>2%</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Investment Banking/Capital Mgmt.</td>
<td>1%</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Other</td>
<td>3%</td>
<td>$4,600</td>
<td>$3,000</td>
<td>$8,000–2,600</td>
</tr>
<tr>
<td>General Management</td>
<td>21%</td>
<td>$6,800</td>
<td>$7,800</td>
<td>$8,700–1,600</td>
</tr>
<tr>
<td>Project Management</td>
<td>7%</td>
<td>$4,700</td>
<td>$4,800</td>
<td>$8,500–1,600</td>
</tr>
<tr>
<td>Rotational Program</td>
<td>7%</td>
<td>$8,500</td>
<td>$8,700</td>
<td>$8,700–7,800</td>
</tr>
<tr>
<td>Other</td>
<td>7%</td>
<td>$7,900</td>
<td>$7,900</td>
<td>$8,500–7,000</td>
</tr>
<tr>
<td>Operations</td>
<td>6%</td>
<td>$5,200</td>
<td>$4,400</td>
<td>$7,800–4,000</td>
</tr>
<tr>
<td>Accounting</td>
<td>1%</td>
<td></td>
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<td>*</td>
</tr>
<tr>
<td>Other</td>
<td>1%</td>
<td></td>
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<td>*</td>
</tr>
<tr>
<td>Sales</td>
<td>1%</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

*Salary not displayed when fewer than 3 data points.

### Monthly Salary Data by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Average</th>
<th>Median</th>
<th>High–Low</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharma/Biotech/Healthcare Products</td>
<td>21%</td>
<td>$5,700</td>
<td>$5,800</td>
<td>$6,700–1,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>19%</td>
<td>$6,400</td>
<td>$7,800</td>
<td>$10,400–1,500</td>
</tr>
<tr>
<td>Consulting</td>
<td>12%</td>
<td>$7,800</td>
<td>$10,400</td>
<td>$11,700–1,000</td>
</tr>
<tr>
<td>Technology</td>
<td>12%</td>
<td>$6,400</td>
<td>$6,200</td>
<td>$8,400–2,200</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>8%</td>
<td>$6,500</td>
<td>$6,800</td>
<td>$7,700–3,000</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>7%</td>
<td>$6,500</td>
<td>$7,000</td>
<td>$7,800–5,200</td>
</tr>
<tr>
<td>Nonprofit</td>
<td>6%</td>
<td>$2,700</td>
<td>$2,100</td>
<td>$5,200–1,600</td>
</tr>
<tr>
<td>Retail</td>
<td>4%</td>
<td>$5,900</td>
<td>$6,300</td>
<td>$7,500–3,000</td>
</tr>
<tr>
<td>Petroleum/Energy</td>
<td>4%</td>
<td>$7,100</td>
<td>$9,000</td>
<td>$9,000–4,000</td>
</tr>
<tr>
<td>Media/Entertainment</td>
<td>2%</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Hospitality</td>
<td>2%</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Government</td>
<td>1%</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

*Salary not displayed when fewer than 3 data points.

### Source of Accepted Offer

- Company Website or Job Board: 8%
- Internship: 2%
- Job Posting: 38%
- On-Campus Interviews, Résumé Collect: 14%
- Career Fair, Networking Event, Road Show, Symposium, Talent Summit: 14%
- Alumni, Faculty, Staff or Other Student: 21%
- Other: 7%
- Friends, Family: 9%
- Outside School: 8%
- Other: 7%
- The Hershey Company
- The Legacy Group, Inc.
- The PNC Financial Services Group, Inc.
- The Resource Group
- The Sansone Group, Inc.
- Thermo Fisher Scientific, Inc.
- Valero Energy Corporation
- Vitaligent
- Wal-Mart Stores, Inc.
- Washington University
- Investment Management Company
- Whirlpool Corporation
- World Wide Technology
- WuXi AppTec
- Yum! Brands
- Zeteo Tech

### Organizations That Hired Olin Students for Full-Time or Internship Positions

- .406 Ventures
- 3DEO, Inc.
- 3M Company
- Accenture
- Advantage Capital Partners
- Alpha ORI Technologies
- Amazon.com, Inc.
- American Airlines, Inc.
- Anderson Brule Architects
- Ascension Health, Inc.
- ASICS Corporation
- AT&T Inc.
- Bank of America Corporation
- Belden Inc.
- Bengelina Restaurant Group
- BJ HealthCare
- BMO Capital Markets
- Boehringer Ingelheim
- Boston Scientific Corporation
- Brazen Global
- Capital One Financial Corporation
- Centene Corporation
- CGN Global
- Cigna Corporation
- Citigroup Inc.
- CitiMortgage, Inc.
- Cognizant Technology Solutions Corporation
- Conduent
- Constant Therapy, Inc.
- Danaher Corporation
- Danone
- Deloitte
- Discover Financial Services
- Dynamic Surgical Inc.
- Eastman Chemical Company
- Edward D. Jones & Co., LP
- Eli Lilly & Company
- Emerson Electric Company
- Environmental Defense Fund, Inc.
- Evolve Digital Labs
- Express Scripts
- Exxon Mobil Corporation
- FedEx
- First Bank
- First Data Corporation
- Harbour Group Industries, Inc.
- HBM Holdings Company
- Hewlett Packard Enterprise
- Hill’s Pet Nutrition, Inc.
- Houhai Education
- Houlihan Lokey, Inc.
- Hunter Engineering Company
- Intel Corporation
- International Flavors and Fragrance
- Io Tex
- iSelect Fund
- Kimberly-Clark Corporation
- Kraft Foods Group Inc.
- Kuramo Capital Management
- L.E.K. Consulting
- Lewis & Clark Capital
- Lumeris, Inc.
- Lutheran Development Group
- Maritz Holdings, Inc.
- Mastercard
- Micron Technology, Inc.
- Microsoft Corporation
- Monsanto Company
- Navigant Consulting, Inc.
- Nestlé Purina PetCare Co.
- Nestlé USA, Inc.
- Noble Markets
- On The Board
- OpCommerce
- Optum, Inc.
- Owens Corning
- Pacific Gas & Electric Company
- PepsiCo, Inc.
- PetSmart, Inc.
- Regeneron Pharmaceuticals, Inc.
- Reinsurance Group of America
- Roche Holding AG
- Rockwood Asset Management
- Ryvit
- Slalom
- Social Enterprise and Innovation Accelerator
- St. Louis Metro Market
- Summersalt
- SwipeSum, Inc.
- Telesis7
- The Hershey Company
- The Legacy Group, Inc.
- The PNC Financial Services Group, Inc.
- The Resource Group
- The Sansone Group, Inc.
- Thermo Fisher Scientific, Inc.
- Valero Energy Corporation
- Vitaligent
- Wal-Mart Stores, Inc.
- Washington University
- Investment Management Company
- Whirlpool Corporation
- World Wide Technology
- WuXi AppTec
- Yum! Brands
- Zeteo Tech
## Compensation Summary 2018

<table>
<thead>
<tr>
<th>Program</th>
<th>Salary Average</th>
<th>Salary Median</th>
<th>SB Average</th>
<th>SB Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master in Accounting (MACC)</td>
<td>$43,475</td>
<td>$50,000</td>
<td>$2,914</td>
<td>$1,900</td>
</tr>
<tr>
<td>Master of Science in Customer Analytics (MSCA)</td>
<td>$71,097</td>
<td>$70,000</td>
<td>$9,000</td>
<td>$10,000</td>
</tr>
<tr>
<td>Master of Science in Finance–Corporate Finance (MSFC)</td>
<td>$67,783</td>
<td>$70,000</td>
<td>$5,857</td>
<td>$5,000</td>
</tr>
<tr>
<td>Master of Science in Finance–Quantitative (MSFQ)</td>
<td>$57,683</td>
<td>$60,000</td>
<td>$10,244</td>
<td>$10,115</td>
</tr>
<tr>
<td>Master of Science in Supply Chain Management (MSSCM)</td>
<td>$55,040</td>
<td>$55,000</td>
<td>$10,884</td>
<td>$10,000</td>
</tr>
<tr>
<td>Master of Science Wealth Asset Management (MSFWAM)</td>
<td>$51,875 *</td>
<td>$58,700 *</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Salary not displayed when fewer than 3 data points.

## Employment by Geographic Area

<table>
<thead>
<tr>
<th>Area</th>
<th>MSFC</th>
<th>MSFQ</th>
<th>MACC</th>
<th>MSSCM</th>
<th>MSCA</th>
<th>MSFWAM</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>94%</td>
<td>60%</td>
<td>56%</td>
<td>87%</td>
<td>91%</td>
<td>83%</td>
</tr>
<tr>
<td>Midwest</td>
<td>33%</td>
<td>17%</td>
<td>26%</td>
<td>53%</td>
<td>52%</td>
<td>49%</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>0%</td>
<td>17%</td>
<td>0%</td>
<td>7%</td>
<td>9%</td>
<td>0%</td>
</tr>
<tr>
<td>Northeast</td>
<td>11%</td>
<td>4%</td>
<td>9%</td>
<td>20%</td>
<td>4%</td>
<td>9%</td>
</tr>
<tr>
<td>South</td>
<td>22%</td>
<td>9%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Southwest</td>
<td>6%</td>
<td>4%</td>
<td>12%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>West</td>
<td>22%</td>
<td>9%</td>
<td>7%</td>
<td>22%</td>
<td>17%</td>
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</tr>
<tr>
<td>Asia</td>
<td>6%</td>
<td>36%</td>
<td>44%</td>
<td>13%</td>
<td>9%</td>
<td>17%</td>
</tr>
<tr>
<td>European Free Trade Zone</td>
<td>0%</td>
<td>4%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

## Employment by Job Function

### Master of Science in Finance (MSF)

#### Corporate Finance Track (MSFC)

- Venture Capital 6%
- Asset Management 11%
- Consulting 11%
- Private Wealth Mgmt. 11%
- Finance–Other 17%

- Corporate Finance 22%
- Investment Banking 22%

#### Quantitative Track (MSFQ)

- Corporate Finance 5%
- Consulting 9%
- Investment Banking 23%
- Asset Management 27%
- Finance–Other 36%

### Master of Science in Supply Chain Management (MSSCM)

- Sales 6%
- General Mgmt.–Rotational Program 6%
- MIS 13%
- Consulting 19%
- Operations 50%

### Master of Science in Customer Analytics (MSCA)

- Marketing Research 4%
- Digital Marketing 4%
- Corporate Finance 4%
- Project Management 4%
- Consulting 9%
- Operations 9%
- MIS 13%
- Customer Analytics 36%

### Wealth Management Finance Track (MSFWAM)

- Consulting 17%
- Private Wealth Management 17%
- Investment Banking 17%
- Corporate Finance 49%
Source of Accepted Offer

<table>
<thead>
<tr>
<th>Job Source</th>
<th>MACC</th>
<th>MSCA</th>
<th>MSFC</th>
<th>MSSCM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alumni, Faculty, Staff or Other Student</td>
<td>15%</td>
<td>17%</td>
<td>17%</td>
<td>6%</td>
</tr>
<tr>
<td>Career Fair, Networking Event, Road Show, Symposium, Talent Summit</td>
<td>5%</td>
<td>25%</td>
<td>29%</td>
<td>17%</td>
</tr>
<tr>
<td>Company Website or Job Board</td>
<td>25%</td>
<td>28%</td>
<td>31%</td>
<td>49%</td>
</tr>
<tr>
<td>Family, Friends Outside School</td>
<td>5%</td>
<td>6%</td>
<td>6%</td>
<td>17%</td>
</tr>
<tr>
<td>Internship</td>
<td>15%</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td>On-Campus Interviews, Résumé Collect, Job Posting</td>
<td>30%</td>
<td>14%</td>
<td>6%</td>
<td>13%</td>
</tr>
<tr>
<td>Previous Employer</td>
<td>0%</td>
<td>2%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
<td>2%</td>
<td>6%</td>
<td>0%</td>
</tr>
</tbody>
</table>

*MSFQ and MSFWAM students did not report internships for the class of 2019.

Employment by Job Function

**Master of Accounting (MACC)**
- Accounting 70%
- Finance 20%
- Operations 5%
- Consulting 5%

**Master of Science in Finance Corporate Finance Track (MSFC)**
- Finance 88%
- Marketing 6%
- Consulting 6%

**Master of Science in Customer Analytics (MSCA)**
- Marketing 57%
- Operations 8%
- Consulting 14%
- MIS 6%
- General Management 6%
- Human Resources 3%
- Other 6%

**Master of Science in Supply Chain Management (MSSCM)**
- Operations 94%
- Marketing 6%

Organizations That Hired Olin Students for Full-Time or Internship Positions

- 1010data
- Aclara
- Aetna, Inc.
- Agilis Systems
- AIG
- Amazon, Inc.
- Altran
- Aon
- AutoZone
- Axis Pipe and Tube
- Bain & Company
- Baldwin Technology
- Bank of Ningbo
- BDA
- Beacon Hill Technologies
- Belden Inc.
- BlackRock, Inc.
- Bloomberg L.P.
- Blue Cross Blue Shield
- BRZ Sailor Khan LLC
- Build-A-Bear
- Caleres
- CGN Global
- Chang and Lin
- Accountancy Corp.
- Chegg
- China Construction Bank
- China Export and Credit Insurance Company
- China Merchants Capital
- China Southern Asset Management
- Citigroup Inc.
- CliftonLarsonAllen, LLP
- Concise Capital Management, LP
- Corning
- Cosmos Corporation
- Cummins
- Daimler
- Decentralized Finance Labs
- Deloitte
- Deutsche Bank AG
- Dow Chemical Company
- DTN
- ELS Group
- Edvestors
- Edward J. Jones & Co., LP
- EisnerAmper LLP
- Emerson Electric Co.
- Energizer
- Equifax
- Express Digital Labs
- Express Scripts
- EY (Ernst & Young)
- Federal Home Loan Bank of Des Moines
- FedEx
- Fisher Investments
- Flexport
- ForeScout Technologies
- Forum Studio
- Friedman LLP
- GD Care, Inc.
- Goldman Sachs
- Greenleaf Capital Partners
- Hayneedle
- Heineken
- Hewlett Packard Enterprise
- Highline Residential
- Home Credit
- Houlihan Lokey, Inc.
- Hub Group
- Huttig Inc
- ICL
- IHS Markit
- Invexer Technology Inc
- Jet.com
- John Deere
- Kaiser Permanente
- Kasikorn Securities PCL
- KPMG
- Leopard Solutions
- LinkedIn
- Lockdown
- LockeCo
- Logitech
- Maritz Holdings, Inc.
- Marsh & McLennan
- Mastercard
- McCourt Global
- Mercer Investments
- MGM Healthcare
- Mondi International
- Monsanto Company
- Moveo Integrated Branding
- Nashco Business Svcs., LLC
- Natixis
- Nature’s Variety
- Nielsen
- NISA Investment Advisors
- Noah Holdings
- Northwestern Mutual
- Novigo
- Numerix LLC
- Oracle Corporation
- PayPal
- Percolata
- PIMA Apparel
- PIMCO
- PricewaterhouseCoopers (PwC)
- Procter & Gamble
- Rabo Agrifinance
- Raymond James Financial, Inc.
- RBC Capital Markets
- Reinsurance Group of America
- Restaurant Brands International
- Roku, Inc.
- Rolls-Royce
- RubinBrown
- Second Street Media
- SF Motors
- Shenwan Hongyuan Securities
- Smith NMTC Associates, LLC
- SPIRAS GROUP
- St. Louis Arch Angels
- St. Louis Trust Company
- State Administration of Foreign Exchange
- State Grid Information & Telecommunication Co.
- Stifel Nicolaus Weisel
- Studio M
- Sungun Bank
- TBWA
- Tellon Trading Inc.
- Ten Peaks Partners
- Tencent
- TerraSource Global
- Tesla
- The Boeing Company
- The Climate Corporation
- HSBC Holding
- Thomas Law LLC
- Tigress
- UCOMMUNE
- Underwriters Laboratories
- Unigroup Inc.
- VF Corporation
- Viant Capital
- Volvo Group
- Wal-Mart Stores, Inc.
- World Wide Technology
- XLP CAPITAL
- Yintech Innovation Labs, LLC
- Washington University in St. Louis
- Olin Business School

*Source of accepted offer statistics and employment by job function for Master of Accounting (MACC), Master of Science in Finance Corporate Finance Track (MSFC), Master of Science in Customer Analytics (MSCA), and Master of Science in Supply Chain Management (MSSCM).*

*Organizations that hired Olin students for full-time or internship positions.*