



Northeastern University  
D'Amore-McKim School of Business

2019 NORTHEASTERN UNIVERSITY  
D'AMORE-MCKIM SCHOOL OF BUSINESS

# Undergraduate Employment Report



# DISTRIBUTION OF BASE SALARIES

AVERAGE

**\$67,850**

MEDIAN

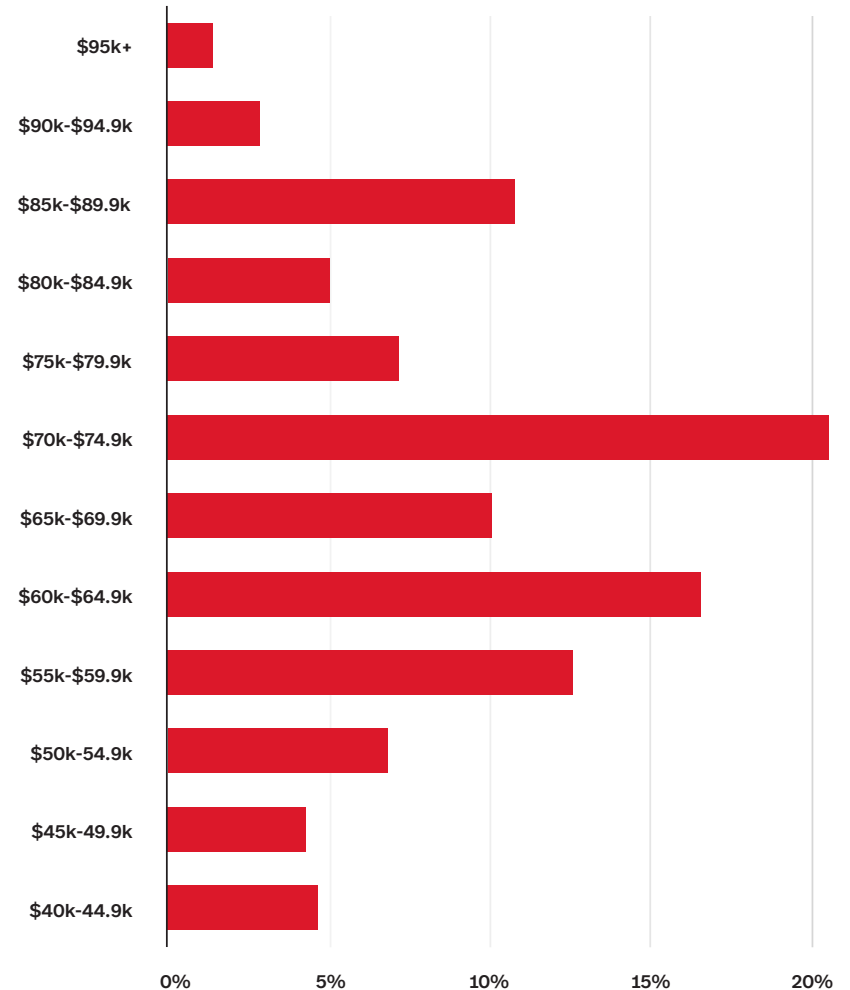
**\$62,250**

MAXIMUM

**\$150,000**

20.43% of 2019 graduates were offered jobs with annual salaries between **\$70,000** and **\$74,900**.

## 2019 BASE SALARY DISTRIBUTION



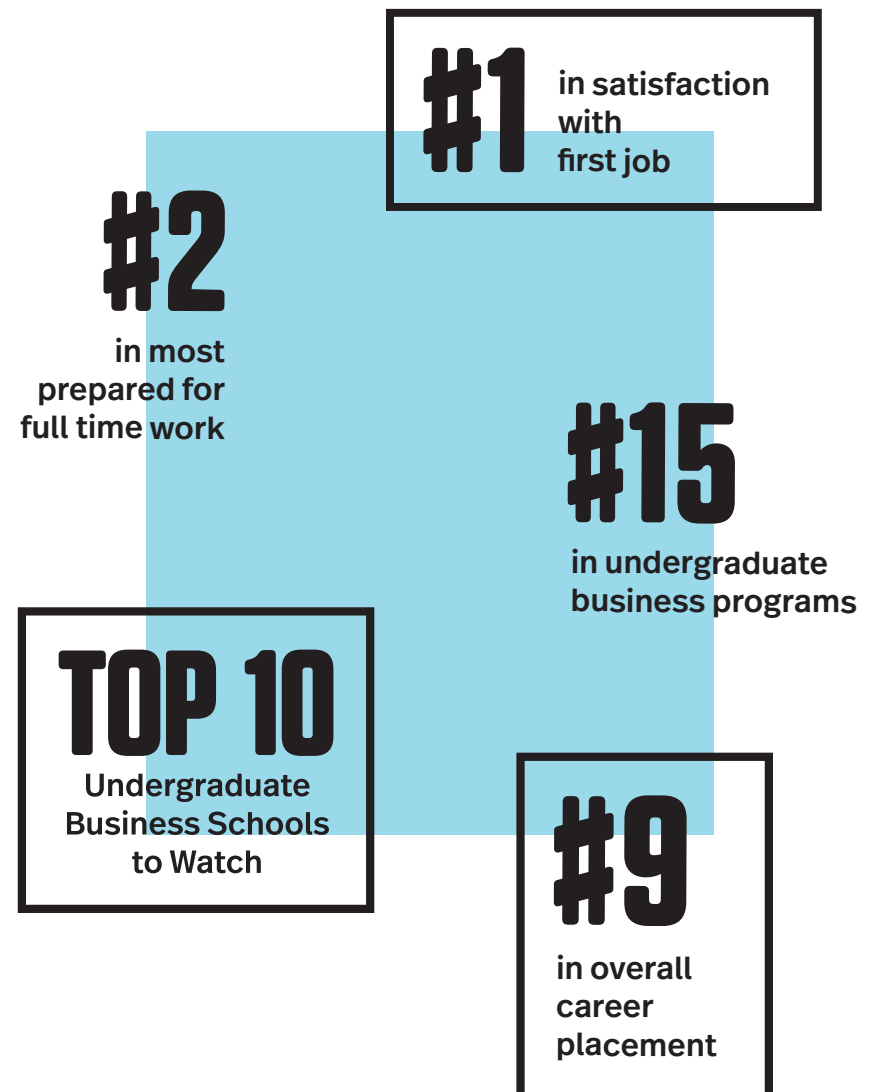
# TOP 50 EMPLOYERS

- Accenture
- Adobe
- Alnylam Pharmaceuticals
- AlphaSights
- Amazon
- Amazon Robotics
- Amazon Web Services
- American Express
- Andersen Tax
- Berkeley Research Group LLC
- BlackRock
- **Bluewolf, an IBM Company\***
- Bose
- **Boston Consulting Group\***
- BounceX
- Brown Brothers Harriman
- Cambridge Associates
- Cogo Labs
- Credit Suisse
- **Deloitte\***
- Deutsche Bank
- Eaton Vance
- **EY\***
- Eze Software
- Fidelity Investments
- Floyd Advisory
- Flywire
- Goldman Sachs
- Gupta Media
- Harvard Management Co.
- **Havas Media Group\***
- Hercules Capital
- Hubspot
- John Hancock
- Johnson & Johnson
- JPMorgan Chase & Co.
- KPMG
- **Morgan Stanley\***
- **Oracle\***
- **PwC\***
- Raytheon
- RSM
- Schneider Electric
- Scotiabank
- State Street
- **TJX Companies\***
- UBS
- **Wayfair\***
- Wellington Management
- Wells Fargo

**97%** of graduates had jobs  
90 days after graduation

\*Top 10 Placement

## RANKED BY POETS & QUANTS:



## PLACEMENT BY INDUSTRY

**30%**

of graduates work in Finance,  
Banking, or Insurance

**29%**

of graduates work  
in Professional Services

**14%**

of graduates work  
in Technology or  
Software companies

**12**

graduates became  
founders of their own  
companies in 2019

INDUSTRY	RESPONSES	WAGE AVG.	MIN WAGE	MAX WAGE	AVG. SIGNING BONUS
<b>Finance, Banking, and Insurance</b>	<b>29.7%</b>	<b>\$73,729</b>	<b>\$40,000</b>	<b>\$150,000</b>	<b>\$8,250</b>
Investment Banking	9.7%	\$80,741	\$52,000	\$150,000	\$9,417
Investment Management	5.7%	\$76,594	\$50,000	\$90,000	\$7,000
Financial Services	5.7%	\$67,563	\$40,000	\$90,000	\$7,222
Financial Technology	3.2%	\$66,889	\$45,000	\$85,000	\$9,375
Private Equity / Venture Capital	1.4%	\$72,500	\$50,000	\$85,000	\$8,333
Commercial Real Estate	1.8%	\$70,600	\$45,000	\$85,000	\$7,500
Residential Real Estate	1.1%	\$69,333	\$68,000	\$70,000	\$8,333
Commercial / Retail Banking	0.4%	\$65,000	\$65,000	\$65,000	\$8,333
Insurance	0.7%	\$57,700	\$50,000	\$65,000	\$5,000
<b>Professional Services</b>	<b>29.0%</b>	<b>\$65,586</b>	<b>\$45,000</b>	<b>\$90,000</b>	<b>\$4,745</b>
Accounting	15.1%	\$64,405	\$52,000	\$78,000	\$4,250
Consulting	10.0%	\$72,411	\$50,000	\$90,000	\$6,180
Marketing / Sales / Advertising	3.9%	\$52,727	\$45,000	\$62,000	\$5,000
<b>Technology / Software</b>	<b>14.0%</b>	<b>\$67,372</b>	<b>\$40,000</b>	<b>\$120,000</b>	<b>\$7,146</b>
Cloud Based Software	3.2%	\$74,389	\$50,000	\$82,000	\$10,833
Computer Software	4.7%	\$69,385	\$55,000	\$120,000	\$4,400
Artificial Intelligence	1.4%	\$66,875	\$57,500	\$80,000	\$8,000
Computer Software	1.4%	\$54,000	\$42,000	\$64,000	\$20,000
Enterprise Software	1.4%	\$60,750	\$50,000	\$75,000	\$2,000
IT	1.4%	\$62,375	\$40,000	\$75,000	\$4,833
3D Printing	0.4%	\$80,000	\$80,000	\$80,000	\$10,000
<b>Consumer Products</b>	<b>5.4%</b>	<b>\$63,267</b>	<b>\$40,000</b>	<b>\$85,000</b>	<b>\$6,500</b>
Ecommerce	4.7%	\$63,692	\$48,000	\$85,000	\$6,908
Retail	3.9%	\$63,364	\$45,000	\$83,000	\$17,217
Media / Entertainment	2.9%	\$56,370	\$40,000	\$75,000	\$11,250
Biotech / Pharmaceuticals	1.8%	\$70,600	\$53,000	\$90,000	\$11,500
Energy	1.8%	\$68,600	\$67,500	\$70,000	\$4,500
Other	1.4%	\$88,250	\$55,000	\$150,000	\$4,167
Food & Beverage	1.4%	\$61,875	\$50,000	\$77,000	-
Fitness / Sports	0.7%	\$47,500	\$40,000	\$55,000	-
Healthcare	0.7%	\$53,420	\$49,000	\$57,840	-
Industrial Products & Services	0.7%	\$65,000	\$45,000	\$85,000	\$11,250
Startup	0.4%	\$60,000	\$60,000	\$60,000	-
Hospitality / Travel	0.4%	\$80,000	\$80,000	\$80,000	-
Education	0.4%	\$60,000	\$60,000	\$60,000	-
Transportation	0.4%	\$56,000	\$56,000	\$56,000	\$4,000
Defense	0.4%	\$60,000	\$60,000	\$60,000	\$3,000

## PLACEMENT BY FUNCTION

15.8%

of graduates work in  
Analytics with an average  
salary of \$65,911

15.4%

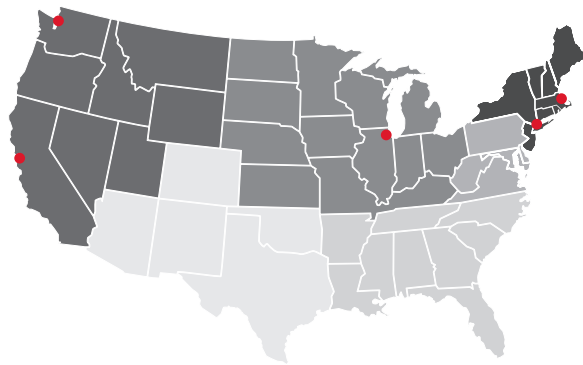
of graduates work in  
Investment Banking /  
Investment Management with  
an average salary of \$75,122

13.6%

of graduates work in  
Consulting with an  
average salary of \$70,526

BUSINESS FUNCTION	RESPONSES	WAGE AVG.	MIN WAGE	MAX WAGE	AVG. SIGNING BONUS
<b>Finance</b>	<b>35.5%</b>	<b>\$74,207</b>	<b>\$40,000</b>	<b>\$150,000</b>	<b>\$8,731</b>
Investment Management	9.0%	\$73,300	\$50,000	\$90,000	\$7,650
Investment Banking	6.5%	\$76,944	\$40,000	\$140,000	\$8,933
Financial Analytics	8.2%	\$77,391	\$50,000	\$150,000	\$10,893
Corporate Finance	3.9%	\$73,000	\$58,000	\$85,000	\$10,864
Real Estate Finance	2.9%	\$70,125	\$45,000	\$85,000	\$7,857
Private Equity / VC	0.7%	\$62,500	\$50,000	\$75,000	\$10,000
Investor Relations	1.1%	\$88,333	\$85,000	\$90,000	\$5,667
Risk Management	2.2%	\$68,333	\$65,000	\$80,000	\$5,714
Equity Research	0.7%	\$70,000	\$70,000	\$70,000	-
Financial Technology	0.4%	\$45,000	\$45,000	\$45,000	-
<b>Marketing</b>	<b>24.4%</b>	<b>\$61,286</b>	<b>\$40,000</b>	<b>\$120,000</b>	<b>\$8,437</b>
Business Development/Sales	3.9%	\$64,955	\$42,000	\$90,000	\$3,000
Customer Service	1.1%	\$55,000	\$40,000	\$75,000	-
Digital Marketing	4.3%	\$67,913	\$45,957	\$86,000	\$17,500
Marketing Analytics	2.9%	\$55,813	\$45,000	\$82,000	\$5,200
Marketing/Communications	5.0%	\$56,357	\$40,000	\$73,000	\$6,000
Product/ Brand Marketing	3.2%	\$63,222	\$50,000	\$83,000	\$5,660
Sales & Marketing	3.9%	\$60,773	\$40,000	\$120,000	\$9,000
<b>Consulting</b>	<b>13.6%</b>	<b>\$70,526</b>	<b>\$50,000</b>	<b>\$90,000</b>	<b>\$4,793</b>
<b>Accounting</b>	<b>10.8%</b>	<b>\$63,178</b>	<b>\$52,000</b>	<b>\$78,000</b>	<b>\$4,203</b>
Audit/Assurance	6.8%	\$63,895	\$52,000	\$78,000	\$4,579
Tax	3.2%	\$63,389	\$58,500	\$78,000	\$3,654
Corporate Accounting	0.7%	\$55,420	\$53,000	\$57,840	-
<b>MIS</b>	<b>6.5%</b>	<b>\$64,611</b>	<b>\$40,000</b>	<b>\$75,000</b>	<b>\$5,433</b>
Business Analytics	2.5%	\$68,857	\$60,000	\$75,000	\$6,875
Data Analytics	2.2%	\$61,583	\$40,000	\$75,000	\$4,833
Information Technology	1.4%	\$63,375	\$60,000	\$73,500	\$3,000
Software Development / Implementation	0.4%	\$58,000	\$58,000	\$58,000	-
<b>Supply Chain</b>	<b>5.0%</b>	<b>\$62,393</b>	<b>\$56,000</b>	<b>\$70,000</b>	<b>\$9,833</b>
Supply Chain Operations	2.2%	\$60,750	\$56,000	\$68,000	\$5,000
Sourcing	0.4%	\$60,000	\$60,000	\$60,000	-
Allocation	1.1%	\$67,667	\$63,000	\$70,000	\$20,000
Logistics	0.7%	\$58,000	\$56,000	\$60,000	\$4,000
Planning	0.7%	\$65,000	\$60,000	\$70,000	\$5,000
<b>MGMT</b>	<b>3.9%</b>	<b>\$68,909</b>	<b>\$48,000</b>	<b>\$150,000</b>	<b>\$2,900</b>
HR	1.1%	\$58,167	\$48,000	\$70,000	\$5,000
Operations / Management	0.7%	\$61,250	\$55,000	\$67,500	\$4,000
Project Management	1.8%	\$81,200	\$49,000	\$150,000	\$2,000
Strategy	0.4%	\$55,000	\$55,000	\$55,000	\$1,500
<b>Other</b>	<b>0.4%</b>	<b>\$45,000</b>	<b>\$45,000</b>	<b>\$45,000</b>	<b>\$10,000</b>

# PLACEMENT BY GEOGRAPHIC LOCATION



## TOP 5 HIRING CITIES

1. Boston
2. New York
3. San Francisco
4. Seattle
5. Chicago

## TOP 5 INTERNATIONAL HIRING COUNTRIES

1. United Kingdom
2. Spain
3. China
4. Germany
5. India

LOCATION	RESPONSES	WAGE AVG.	MIN WAGE	MAX WAGE	AVG. SIGNING BONUS
<b>Northeast</b>	<b>75.3%</b>	<b>\$67,775</b>	<b>\$40,000</b>	<b>\$150,000</b>	<b>\$6,603</b>
MA	45.2%	\$64,923	\$40,000	\$150,000	\$6,384
NY	27.2%	\$72,079	\$50,000	\$140,000	\$7,097
ME, NH, CT, RI	1.1%	\$69,167	\$60,000	\$80,000	\$4,500
NJ	1.8%	\$73,400	\$60,000	\$90,000	\$4,800
<b>West</b>	<b>12.2%</b>	<b>\$71,618</b>	<b>\$42,000</b>	<b>\$150,000</b>	<b>\$10,522</b>
CA	8.6%	\$73,000	\$42,000	\$150,000	\$8,250
WA, CO, UT, HI	3.6%	\$68,300	\$56,000	\$85,000	\$15,714
<b>Midwest</b>	<b>2.9%</b>	<b>\$67,375</b>	<b>\$50,000</b>	<b>\$85,000</b>	<b>\$6,833</b>
IL	2.5%	\$69,571	\$50,000	\$85,000	\$6,833
OH	0.4%	\$52,000	\$52,000	\$52,000	-
<b>Mid-Atlantic</b>	<b>2.5%</b>	<b>\$63,571</b>	<b>\$45,000</b>	<b>\$90,000</b>	<b>\$4,500</b>
D.C.	0.7%	\$50,000	\$45,000	\$55,000	\$1,500
DE	0.7%	\$65,000	\$58,000	\$72,000	\$5,500
PA	1.1%	\$71,667	\$55,000	\$90,000	\$5,000
<b>South</b>	<b>1.1%</b>	<b>\$60,167</b>	<b>\$45,000</b>	<b>\$68,000</b>	<b>\$6,000</b>
FL	0.7%	\$56,500	\$45,000	\$68,000	\$7,500
NC, TN, GA	0.4%	\$67,500	\$67,500	\$67,500	\$4,500
<b>Southwest</b>	<b>1.4%</b>	<b>\$56,875</b>	<b>\$40,000</b>	<b>\$67,500</b>	<b>\$2,667</b>
TX	1.1%	\$62,500	\$60,000	\$67,500	\$2,667
AZ, NV	0.4%	\$40,000	\$40,000	\$40,000	-
<b>International</b>	<b>4.7%</b>	<b>\$66,843</b>	<b>\$40,000</b>	<b>\$85,000</b>	<b>\$8,167</b>