



# 2020 MS EMPLOYMENT OUTCOMES

Simon Business School | University of Rochester

A new level of clarity.

## MS **Class Profile 2020**

**390** Total Students    **321** International Students

### MSA

MS **Accountancy** 2021

**46** Total Students

**37** International Students

**\$50,300**

Mean Base Salary  
*For graduates employed in North America*

**100%**  
Domestic Graduates Hired

**100%**  
International Graduates Hired

### MSBA

MS **Business Analytics** 2021

**87** Total Students

**75** International Students

**\$68,300**

Mean Base Salary  
*For graduates employed in North America (rounded)*

**100%**  
Domestic Graduates Hired

**96%**  
International Graduates Hired

### MSF

MS **Finance** 2021

**186** Total Students

**142** International Students

**\$66,500**

Mean Base Salary  
*For graduates employed in North America (rounded)*

**94%**  
International Graduates Hired

**100%**  
Domestic Graduates Hired

### MSMA

MS **Marketing Analytics** 2021

**71** Total Students

**67** International Students

**\$60,200**

Mean Base Salary  
*For graduates employed in North America (rounded)*

**94%**  
International Graduates Hired

**N/A**  
Domestic Graduates Hired

# Letter from the Director

Welcome to the Jay S. and Jeanne Benet Career Management Center at the University of Rochester! The following pages have been developed to introduce you to our office and the unabashedly analytical talent that Simon Business School students have to offer. Our hope is that you will seriously consider the value that graduates of our programs can contribute to your organization. Please take time to review the details included in this Employer Guide to become familiar with the Simon Business School, potential branding strategies, and the on-campus and virtual recruiting opportunities available through our office.

The Benet Career Management Center and the Greene Center (our counterpart for undergraduate talent) use a recruiting platform designed for convenience to both employers and students. We currently utilize the Handshake recruiting software, which provides employers and students access to the web-based platform 24/7. This platform is user-friendly and serves as a valuable tool to help all parties effectively manage the job posting and campus recruiting process.

Our staff is customer service oriented and professional. We are committed to delivering a positive recruiting experience for your hiring organization. We work hard to ensure that your engagement is productive and exceeds expectations. Our staff interacts with students in individual and group formats throughout the year, preparing them for recruiting engagements. This ensures that you will be meeting with qualified and polished candidates.

We hope that after reviewing our Employment Report, you will agree that the Benet Career Management Center can deliver candidates with highly sought-after skills and knowledge to your organization. We are aware that you have a choice in university recruiting and we ask that you consider the University of Rochester among the institutions that you engage with to hire new talent. Our office is currently accepting both in-person and virtual recruiting reservations for the Fall 2021, and Spring 2022 recruiting cycles. Space is limited so please contact us as soon as possible to ensure availability.

If you are not the appropriate contact within your group to make decisions about recruiting, please pass this information along to the appropriate individual. We also encourage you to visit our website. Please do not hesitate to contact our office at 585-275-4881 or e-mail [recruit@simon.rochester.edu](mailto:recruit@simon.rochester.edu) for assistance in developing a customized strategy for recruiting at the Simon Business School.

Thank you for taking the time to review the enclosed information; we hope to build a mutually beneficial recruiting partnership with your company in the future.

Cordially,



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The Jay S. And Jeanne Benet Career Management Center works to develop and build lifelong career management skills for Simon Business School graduates so they may achieve the highest level of global career success.

## Full-Time MS Graduating Class 2020

Seeking Employment				
Total Graduates	MSA	MSBA	MSF	MSMA
Total <b>August</b> Graduates	0	0	0	0
Total <b>December</b> Graduates	33	69	129	64
Total <b>May</b> Graduates	7	11	17	3
Not Seeking Employment				
Total MS Work Authorizations				
Company Sponsored	0	0	1	0
Continuing Education	8	3	1	0
Postponing Job Search	0	0	1	0
Starting a New Business	0	0	0	0
For Other Reasons	0	0	0	0
Total Seeking Employment	8	3	3	0
Total Not Seeking Employment	1	1	6	0

Data final as of **January 1, 2020**.  
 \*Based on U.S. News & World Report calculations (rounded).

The Benet Center works with hundreds of MS students each year who are seeking an internship or full-time employment. The Benet Center also engages with employers seeking high-quality candidates in key hiring segments such as consulting, technology, marketing, operations, finance, and other target areas.

2020 Graduates  
Median Base Salary

**\$50k**

2020 Graduates  
Median Starting Bonus

**\$5k**

### Full-Time MS Offers

Data final as of August 17, 2020.

Graduates Seeking Employment	Total	First Offer by Graduation				First Offer Within 6 Months of Graduation				No Offer Received by 6 Months Post Graduation	
		December									
		Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term		
Permanent Work Authorization	1	0	0%	0	0%	1	100%	0	0%	0	0%
Non-Permanent Work Authorization	294	161	54.8%	44	14.9%	74	6	25.2%	2.0%	9	3.1%
Totals	295	161	54.8%	54.6%	14.9%	75	25.4%	6	2.0%	9	3.1%

### Full-Time MS Acceptances

Data final as of August 17, 2020.

Graduates Seeking Employment	Total	First Offer by Graduation				First Offer Within 6 Months of Graduation				No Offer Received by 6 Months Post Graduation	
		December									
		Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term		
Permanent Work Authorization	1	0	0%	0	0%	1	100%	0	0%	0	0%
Non-Permanent Work Authorization	294	149	50.7%	44	15.0%	83	28.2%	6	2.0%	12	4.1%
Totals	295	149	80.1%	44	23.7%	84	45.2%	6	3.2%	12	6.5%

### Full-Time MS Offers

Data final as of August 17, 2020.

Graduates Seeking Employment	Total	First Offer by Graduation				First Offer Within 6 Months of Graduation				No Offer Received by 6 Months Post Graduation	
		May									
		Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term		
Permanent Work Authorization	11	5	45.5%	0	0%	6	54.5%	0	0%	0	0%
Non-Permanent Work Authorization	27	8	29.6%	2	7.4%	12	44.4%	2	7.4%	2	7.4%
Totals	295	13	34.2%	2	5.3%	18	47.4%	2	5.3%	2	5.3%

### Full-Time MS Acceptances

Data final as of August 17, 2020.

Graduates Seeking Employment	Total	First Offer Accepted by Graduation				First Offer Accepted Within 6 Months of Graduation				No Offer Received by 6 Months Post Graduation	
		May									
		Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term		
Permanent Work Authorization	11	5	45.5%	0	0%	6	54.5%	0	0%	0	0%
Non-Permanent Work Authorization	27	7	25.9%	2	7.4%	12	44.4%	1	3.7%	5	18.5%
Totals	38	12	31.6%	2	5.3%	18	47.4%	1	2.6%	5	13.2%

# Base Salary by Industry

High Base Salary by Industry

## Consulting

14.4% Accepted Employment for Consulting

**\$78K**

High Base Salary by Industry

## Consumer Packaged Goods

3.4% Accepted Employment in Consumer Goods

**\$80K**

High Base Salary by Industry

## Financial Services

37.5% Accepted Employment for Finance

**\$105K**

High Base Salary by Industry

## Government

0% Accepted Employment for Consulting

**N/A**

3 or less data points.

High Base Salary by Industry

## Healthcare

2.7% Accepted Employment in Healthcare

**\$75K**

High Base Salary by Industry

## Manufacturing

0% Accepted Employment in Manufacturing

**N/A**

3 or less data points.

High Base Salary by Industry

## Media / Entertainment

8% Accepted Employment in Media / Entertainment

**\$75K**

3 or less data points.

High Base Salary by Industry

## Real Estate

0.4% Accepted Employment in Healthcare

**N/A**

3 or less data points.

High Base Salary by Industry

## Retail

3.4% Accepted Employment in Healthcare

**\$70K**

High Base Salary by Industry

## Technology

9.5% Accepted Employment for Marketing Sales

**\$90K**

High Base Salary by Industry

## Transportation/Logistics

2.3% Accepted Employment in Media / Entertainment

**\$73K**

# Base Salary by Function

High Base Salary by Function

## Business Data Analytics

10.4% Accepted Employment for Analytics

**\$100K**

High Base Salary by Function

## Consulting

10.4% Accepted Employment for Consulting

**\$108K**

High Base Salary by Function

## Finance/Accounting

35% Accepted Employment for Finance

**\$100K**

High Base Salary by Function

## Marketing Sales

9% Accepted Employment for Marketing Sales

**\$105K**

High Base Salary by Function

## General Management

5.2% Accepted Employment for General Management

**\$65K**

## Full-Time MS Compensation by Function

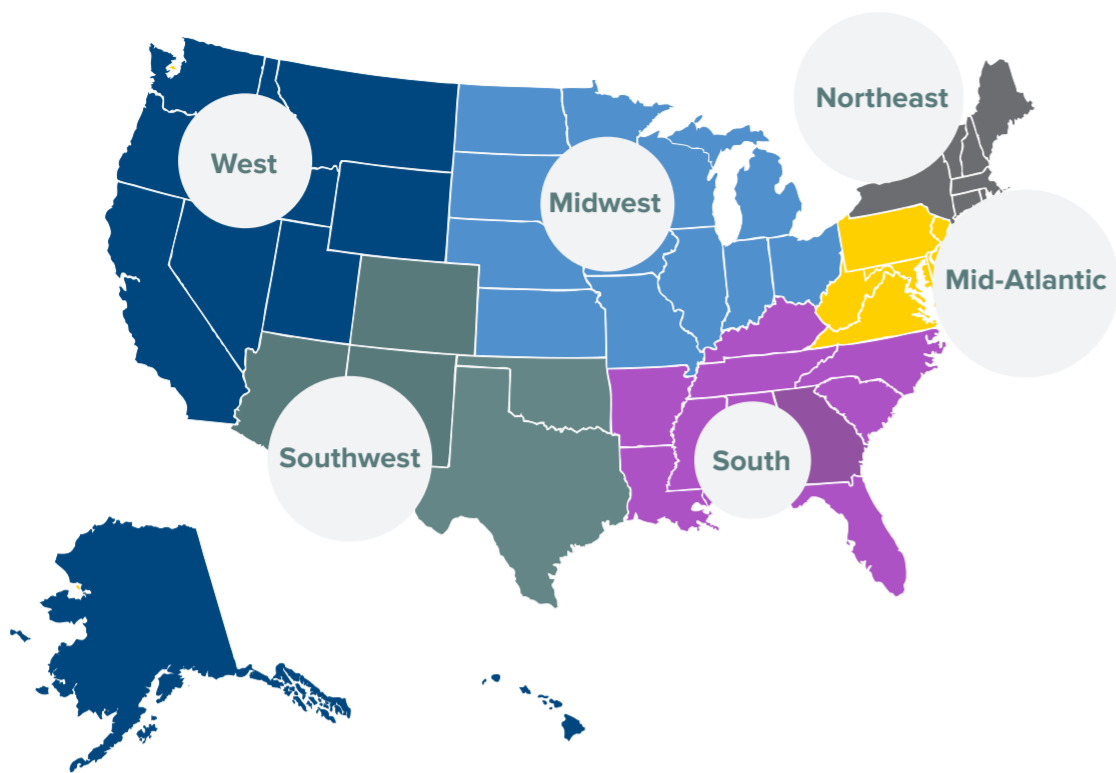
Function	Graduates Reporting	Accepting New Employment		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Accounting	23	33	13%	\$36,698.32	\$36,000	\$11,332.80	\$65,000.00
Business Data Analytics	57	84	32%	\$56,208.54	\$65,000.00	\$14,166.00	\$100,000.00
Consulting Function	9	13	5%	\$52,954.40	\$60,000.00	\$16,527.00	\$108,000.00
Finance	58	92	35%	\$43,440.66	\$31,480.00	\$12,277.20	\$100,000.00
General Management	7	13	5%	\$35,676.34	\$27,702.40	\$18,888.00	\$65,000.00
Human Resources	0	0	0%	no salary data	no salary data	no salary data	no salary data
Information Technology	1	3	0%	no salary data	no salary data	no salary data	no salary data
Marketing / Sales	16	23	9%	\$51,793.00	\$53,500.00	\$16,999.20	\$105,000.00
Operations/Logistics	1	2	0%	no salary data	no salary data	no salary data	no salary data
Other	0	1	0%	no salary data	no salary data	no salary data	no salary data
<b>Totals</b>	<b>172</b>	<b>264</b>	<b>100%</b>	<b>\$47,751.07</b>	<b>\$50,000.00</b>	<b>\$11,332.80</b>	<b>\$108,000.00</b>

\*Any salary category with 3 data points or less is not reported publicly\*

## Full-Time MS Compensation by Industry

Industry	Graduates Reporting	Graduates Accepting New Employment		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Accounting Services	23	34	12.9%	\$44,889.96	\$24,554.40	\$11,332.80	\$108,000.00
Consulting	22	38	14.4%	\$48,724.18	\$53,053.00	\$16,527.00	\$77,500.00
Consumer Packaged Goods	6	9	3.4%	\$53,444.27	\$56,500.00	\$22,665.60	\$80,000.00
Energy	1	4	0%	no salary data	no salary data	no salary data	no salary data
Financial Services	66	99	37.5%	\$45,407.26	\$39,350.00	\$12,277.20	\$105,000.00
Government	0	0	0%	no salary data	no salary data	no salary data	no salary data
Healthcare (incl. products and services)	6	7	2.7%	\$47,987.33	\$56,000.00	\$18,888.00	\$75,000.00
Hospitality	1	1	0%	no salary data	no salary data	no salary data	no salary data
Manufacturing	4	6	2.3%	\$41,694.20	\$38,000.00	\$20,776.80	\$70,000.00
Media / Entertainment	15	21	8%	\$53,372.40	\$57,000.00	\$14,166.00	\$75,000.00
Non-Profit	0	0	0%	no salary data	no salary data	no salary data	no salary data
Other	2	5	0%	no salary data	no salary data	no salary data	no salary data
Real Estate	0	1	0%	no salary data	no salary data	no salary data	no salary data
Retail	7	9	3.4%	\$4,015.34	\$33,054.00	\$16,999.20	\$70,000.00
Technology	15	25	9.5%	\$49,893.29	\$47,220.00	\$18,888.00	\$90,000.00
Transportation/Logistic Services	4	6	2.3%	\$67,500.00	\$66,000.00	\$65,000.00	\$73,000.00
<b>Totals</b>	<b>172</b>	<b>264</b>	<b>100%</b>	<b>\$47,751.07</b>	<b>\$50,000.00</b>	<b>\$11,332.80</b>	<b>\$108,000.00</b>

## US MS Graduates Accepting Employment



## Full-Time MS High Base Salary in US Regions\*

US West	\$108,000.00
US Midwest	\$75,000.00
US Southwest	\$70,000.00
US South	\$73,000.00
US Mid-Atlantic	\$93,000.00
US Northeast	\$100,000.00

\*Mid-Atlantic: Delaware, District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia.  
 Midwest: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin.  
 Northeast: Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island, Vermont.  
 South: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee.  
 Southwest: Arizona, Colorado, New Mexico, Oklahoma, Texas.  
 West: Alaska, California, Hawaii, Idaho, Montana, Nevada, Oregon, Utah, Washington, Wyoming.

## Full-Time MS Compensation by North American Region

North America Region	Graduates Accepting New Employment		Graduates Reporting	Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Bermuda, Canada, Greenland, and St. Pierrer & Miquelon	0	0%	0	n/a	n/a	n/a	n/a
United States, Mid-Atlantic	10	7.4%	10	\$63,000.00	\$65,000.00	\$40,000.00	\$93,000.00
United States, Midwest	13	9.6%	12	\$67,916.00	\$70,000.00	\$50,000.00	\$75,000.00
United States, Northeast	65	47.8%	40	\$63,252.00	\$65,000.00	\$20,800.00	\$100,000.00
United States, South	10	7.4%	8	\$58,250.00	\$62,500.00	\$24,000.00	\$73,000.00
United States, Southwest	9	6.6%	7	\$58,571.43	\$60,000.00	\$24,000.00	\$70,000.00
United States, West	29	21.3%	17	\$71,120.59	\$65,550.00	\$50,000.00	\$108,000.00
Totals	136	100%	94	\$64,095.61	\$65,000.00	\$20,800.00	\$108,000.00

## Full-Time MS Compensation by World Region

World Region	Graduates Accepting New Employment		Graduates Reporting	Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Africa	0	0.0%	0	n/a	n/a	n/a	n/a
Asia	135	42.5%	74	\$26,513.98	\$23,610.00	\$11,332.80	\$70,950.00
Oceania	0	0.0%	0	n/a	n/a	n/a	n/a
Europe	0	0.0%	0	n/a	n/a	n/a	n/a
North America	182	57.2%	98	\$63,787.24	\$65,000.00	\$16,999.20	\$108,000.00
Latin America & Caribbean	0	0.0%	0	n/a	n/a	n/a	n/a
Totals	317	99.7%	172	\$47,751.07	\$50,000.00	\$11,332.80	\$108,000.00

## Full-Time MS Compensation by Experience

Experience	Graduates Accepting New Employment		Graduates Reporting	Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
One year or less	186	57.1%	126	\$43,830.14	\$39,350.00	\$11,332.80	\$105,000.00
1 to 3 years	65	19.9%	36	\$56,490.50	\$65,000.00	\$12,277.20	\$93,000.00
3 to 5 years	11	3.4%	9	\$63,103.11	\$65,000.00	\$18,888.00	\$108,000.00
More than 5 years	2	0.6%	1	no salary data	no salary data	no salary data	no salary data
Totals	264	81%	172	\$47,751.07	\$50,000.00	\$11,332.80	\$108,000.00

## Full-Time MS

### Source of Full-Time Job Acceptances

Source	Number	Percent
<b>School-Facilitated Activities</b>		
School-Facilitated Internships	10	3.2%
Scheduled Interviews On and Off Campus	3	0.9%
Job Postings (SW, Resume Books, Resume Referrals)	0	0%
Activities Supported by the CMC (Job Fairs, Consortium, Events, etc)	0	0%
School Network/Resources (Faculty, Alumni Referrals, etc)	7	2.2%
Other SFA	0	0%
Total School-Facilitated Activities	20	6.3%
<b>Graduate-Facilitated Activities</b>		
Graduate-Facilitated Internships	8	2.5%
Personal Contacts (Previous Employers, Family, Friends, etc)	41	12.9%
Online Job Postings (Social Media, LinkedIn, etc)	71	22.4%
Other GFA	10	3.2%
Total Graduate-Facilitated Activities	130	41.0%
No Response by Graduate	167	52.7%
Total Job Accepting Graduates	317	100.0%

## Full-Time MS

### Top Hiring Companies

33 Across, Inc.	Estee Lauder
58.com	Everbright Securities
6Sense Insights Inc.	GF Securities
Accenture	Google
Agricultural Development Bank of China	Grant Thornton LLP
Ally Financial Inc.	GroupM
Alpha Square Group Inc.	Guotai Junan Securities Co. Ltd.
Analytic Partners Inc.	Haitong Securities
Anchin, Block & Achin LLP	Harb Data
Bank of Changsha Company Limited	Industrial & Commercial Bank of China Limited
Bank of China	Industrial Securities Co. Ltd
Bank of Ningbo Co., Ltd	Ipsos Business Consulting
Bankers Healthcare Group	IRI
Benchmark Education	Kinesso-IPG Mediabrands
Bloomberg L.P.	KPMG
BluePointe Capital Management, LLC	LinkedIn
Caitong Securities Co., Ltd	LVMH
Capital One	Marcum Bernstein & Pinchuk LLP
CCB Life Insurance Company Limited	McNurlin, Hitchcock & Associates, P.C.
Chanel	Morgan Stanley Huaxin Securities Co. Ltd.
Chang Cheng Securities	Nielsen Corporation
Changjiang Securities Co Ltd	Orient Securities Asset Management Co., Ltd
China Construction Bank	Overstock.com, Inc.
China Development Bank	Procter & Gamble
China Everbright Bank	Paypal, Inc.
China Guangfa Bank	Phillips
China Life Insurance (Group) Company	Prudential Financial, Inc.
China Merchants Bank	Publicis Media
China Pacific Insurance Group Co, Ltd	PwC
CSC Financial Co., Ltd.	Rakuten Advertising
China Southern Asset Management Co., Ltd.	Shanghai Commercial Investment Venture Capital Co., Ltd.
China Universal Asset Management Company	Shanghai Hongyuan Information Technology Co., Ltd.
China Volant Industry Co., Ltd	Shanghai Media Group
Citigroup	Shanghai Pudong Development Bank
Citi Orient Securities Company Limited	Shenzhen Securities Communication Co. Ltd.
CITIC Securities Co., Ltd.	Sinolink Securities Co. Ltd.
Constellation Brands, Inc	Standard Chartered Bank
Corning Inc.	Suning.com Co. Ltd.
Datong Securities Co. Ltd.	Tencent
Deloitte	Tianfeng Securities Co., Ltd
East West Bank	
Ernst & Young	
Essence Securities Co., Ltd.	

## Key Contacts

To post career opportunities, please contact Karen Kingsbury at karen.kingsbury@simon.rochester.edu or call 585.273.3094.



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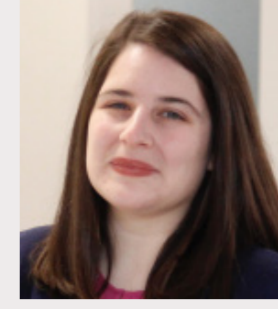
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**SIMON**  
BUSINESS SCHOOL  
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