

*Georgetown University  
McDonough School of Business*

2014

# MBA EMPLOYMENT REPORT

*Where Outstanding Talent  
Meets Exceptional Opportunity*



## EMPLOYMENT



### Kerri Westfield, MBA '14

*Experienced Commercial Leadership Program, GE Capital*

"The Georgetown McDonough career coaches, peer advisors, and student organizations provided a solid foundation for my job search. They worked in concert to guide me through perfecting my resume for applications, building my network for informational interviews, and enhancing my interview technique. I was quickly able to attain multiple offers from *Fortune* 500 and industry-leading companies."

- » HOMETOWN: MCALLEN, TEXAS
- » PRE-MBA CAREER: SENIOR ANALYST, AMERICAN AIRLINES
- » MCDONOUGH INVOLVEMENT: GRADUATE MARKETING ASSOCIATION, WOMEN IN BUSINESS, CHRISTIANS IN BUSINESS, PEER ADVISOR, MBA ADMISSIONS INTERVIEWER, CONNELLY SCHOLAR
- » SUMMER INTERNSHIP: INTERN, GLOBAL MARKETING DEVELOPMENT PROGRAM, COLGATE PALMOLIVE



### Carson Davis, MBA '14

*Consultant, Bain & Company*

"I pursued an MBA to enhance my business acumen. I accomplished that, but my two years at Georgetown McDonough also gave me the time and tools to improve as a person, teammate, and leader. Georgetown opened doors that were previously unavailable. My classmates were consistently supportive and insightful. The faculty challenged me and provided seasoned guidance. Alumni were eager to offer advice and feedback. Through the MBA Career Center's personalized coaching and employer events, I identified target employers and eventually landed my dream job."

- » HOMETOWN: RIDGEFIELD, WASHINGTON
- » PRE-MBA CAREER: OPERATIONS MANAGER, ZENITH AMERICAN SOLUTIONS
- » MCDONOUGH INVOLVEMENT: EMERGING MARKETS NETWORK, CONSULTING CLUB, SPORTS CLUB, PARTNERS CLUB
- » SUMMER INTERNSHIP: SUMMER ASSOCIATE, BAIN & COMPANY



### Beatriz Castro, MBA '14

*Management Associate, Citi*

"As an international student, Georgetown's global reputation and unbeatable location made it a great place to earn my MBA. Additionally, Georgetown helped me transition from private wealth management to commercial banking. My career coach and the Georgetown alumni at my firm were incredibly helpful during the recruitment process. Without their guidance I would not have landed my current role."

- » HOMETOWN: PANAMA CITY, PANAMA
- » PRE-MBA CAREER: ASSISTANT MANAGER – DISCRETIONARY ACCOUNTS, PRIVAL BANK
- » MCDONOUGH INVOLVEMENT: FINANCE CLUB, LATIN AMERICAN BUSINESS ASSOCIATION
- » SUMMER INTERNSHIP: SUMMER ASSOCIATE IN PRIVATE WEALTH MANAGEMENT, GOLDMAN SACHS

Once a Hoya, always a Hoya. The MBA Career Center provides lifelong career support to our 7,500 Georgetown McDonough MBA alumni.

Georgetown McDonough is a member of The Consortium for Graduate Study in Management. The nation's largest diversity network, The Consortium links top-tier students and corporate partners, including Fortune 500 companies.

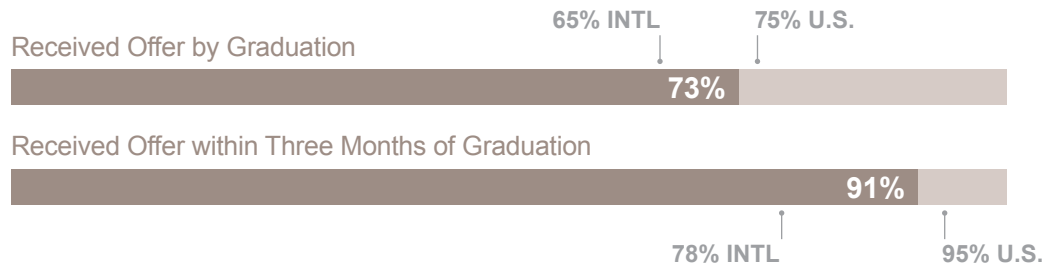
Georgetown University's McDonough School of Business develops principled leaders with a global mindset to be in service to business and society. Our MBA students are among the world's best and brightest. Ensuring their success is a top priority, whether they want to advance their careers or begin new ones.

We are proud of our record of excellence. On these pages, you will discover the exceptional employment and internship opportunities offered to our current students and alumni. Learn more about how Georgetown McDonough's MBA Career Center can help you establish the crucial relationships needed in the global market: [msb.georgetown.edu/mba-career-center](http://msb.georgetown.edu/mba-career-center).

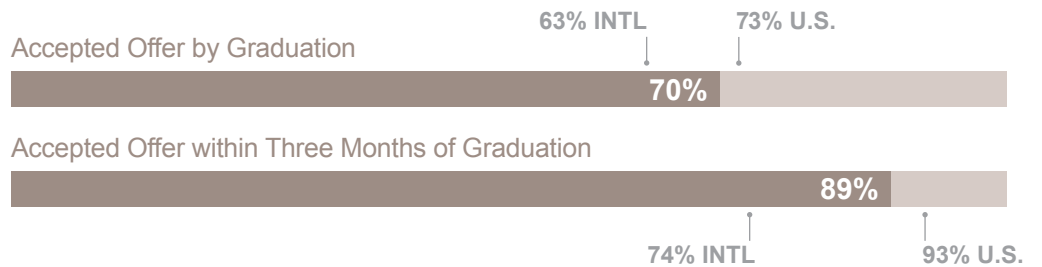
## > EMPLOYMENT

### FULL-TIME OFFERS RECEIVED AND ACCEPTED BY THE CLASS OF 2014

Timing of Offers



Timing of Acceptances



Class of 2014 Averages

### FULL-TIME SALARY

**\$102,096**

\$100,488 INTL | \$102,475 U.S.

### SIGNING BONUSES

**\$23,688**

\$25,893 INTL | \$23,039 U.S.

71% of students accepting jobs received a signing bonus, an 8% increase from 2013

Career Interests

- » 72% of the Class of 2014 described themselves as career switchers
- » 93% of career switchers had accepted employment within three months of graduation

**AVERAGE BASE SALARY BY INDUSTRY**

Consulting	29%	\$ 117,066
Consumer Goods & Retail	8%	\$ 94,929
Energy & Clean Tech	2%	\$ 91,900
Financial Services	26%	\$101,274
Government	3%	\$ 90,973
Healthcare	6%	\$ 93,038
Manufacturing & Transportation	3%	\$102,494
Media, Entertainment, & Sports	3%	\$ 72,500
Not-for-Profit & Social Impact*	6%	\$ 81,513
Real Estate	3%	\$ 97,200
Technology	9%	\$ 97,733
Other**	2%	\$ 78,333

\*Includes International Development \*\*Includes Hospitality

Full-Time Job Acceptances

In the 2013-14 academic year, the MBA Career Center facilitated more than 1,200 on-campus interviews, posted 1,990 jobs, and held more than 6,400 coaching appointments.

**EMPLOYMENT FACILITATED BY**

Class of 2014 Full-Time Job Offer Source



**↑ 10%**

SCHOOL-FACILITATED JOB OFFER SOURCES INCREASED 10% BETWEEN 2013 AND 2014

**↑ 14%**

ON-CAMPUS INTERVIEWS INCREASED 14% BETWEEN 2012-13 AND 2013-14

**TOP GEORGETOWN MBA EMPLOYERS**

- » Amazon
- » American Express
- » Bank of America Merrill Lynch
- » Citi
- » Cognizant Business Consulting
- » Deloitte
- » Ernst & Young
- » Federal Bureau of Investigation
- » IBM
- » JP Morgan Chase
- » KPMG
- » PricewaterhouseCoopers LLC
- » S.C. Johnson
- » Wells Fargo

Public Service

- » Government (including military) was the second largest pre-MBA industry
- » 5% of the Class of 2014 are U.S. military veterans
- » Military veterans earned a higher-than-average post-MBA salary of \$105,000



## EMPLOYMENT



### Ray (Chip) Gabriel MBA '14

*Global Leadership Development Program Associate, Eaton Corporation*

"After I separated from the U.S. Army, I discovered how difficult it was to switch careers. One reason I chose Georgetown was the MBA Career Center's network, experience, and staff to help me successfully transition from the military to a leadership role in a *Fortune* 500 company. They were able to interpret and translate my military experience into the language corporate recruiters understand, while helping me pick target companies, clarify career goals, and sharpen my interviewing skills. The education, career guidance, and Georgetown brand helped me land two great job offers well before graduation."

- » HOMETOWN: BATAVIA, ILLINOIS
- » PRE-MBA CAREER: UNITED STATES ARMY OFFICER
- » MCDONOUGH INVOLVEMENT: MCDONOUGH MILITARY ASSOCIATION, GEORGETOWN OPERATIONS AND MANAGEMENT ASSOCIATION
- » SUMMER INTERNSHIP: LEADERSHIP DEVELOPMENT PROGRAM INTERN, AT&T MOBILITY



### Luguy Ramon Ctchoupet Tatdja, MBA '14

*Senior Consultant, Deloitte Consulting LLP*

"My MBA experience was extremely rewarding due to the variety of learning opportunities. Courses, projects, club initiatives, the international experience, and Georgetown's employer relationships allow students to explore and apply new skill sets, helping them become competitive in their area of interest. Georgetown allowed me to better position myself at the intersection of technology and business. The MBA Career Center facilitated connections that ultimately led to my job offer from Deloitte Consulting."

- » HOMETOWN: YAOUNDÉ, CAMEROON
- » PRE-MBA CAREER: TELECOM ENGINEER, EFFORTEL TECHNOLOGIES
- » MCDONOUGH INVOLVEMENT: BLACK MBA ASSOCIATION
- » SUMMER INTERNSHIP: SUMMER ASSOCIATE, DELOITTE CONSULTING LLP



### Tara Miller, MBA '14

*Product Development Program Manager - Hosting, GoDaddy*

"I landed my current job thanks to Georgetown. The opportunity and connections came through the MBA Career Center, and I wouldn't have qualified without the experiences gained at the McDonough School of Business. Now, I regularly apply the leadership and teamwork lessons I learned as an Evening MBA student. The global focus provided a great foundation to understanding the challenges of a company transitioning into an international enterprise."

- » HOMETOWN: PHILADELPHIA, PENNSYLVANIA
- » PRE-MBA CAREER: MARKETING AND COMMUNICATIONS ASSOCIATE, NATIONAL BUILDING MUSEUM
- » MCDONOUGH INVOLVEMENT: EVENING STUDENT GOVERNMENT ASSOCIATION, MBA ENTREPRENEURSHIP CLUB
- » SUMMER INTERNSHIP: N/A (EVENING PROGRAM STUDENT)

## INTERNSHIPS



### Daniel Gomes, MBA '15

*Summer Internship: Investment Officer Summer Associate, International Finance Corporation*

“Georgetown is a medium-sized business school with the power and reach of the big schools and the personal connections and relationships of smaller schools. There is a true collaborative spirit among students that plays an important role in their transformation into meaningful and principled leaders. The MBA Career Center does an incredible job helping students build relationships and preparing them for recruitment. The program’s global aspect was an especially important benefit for me in my internship at an international organization.”

- » **HOMETOWN:** SÃO PAULO, BRAZIL
- » **PRE-MBA CAREER:** EQUITIES BROKER, CGD SECURITIES
- » **MCDONOUGH INVOLVEMENT:** FINANCE CLUB, GRADUATE INVESTMENT FUND, LATIN AMERICAN BUSINESS ASSOCIATION



### Kimia Salehi, MBA '15

*Summer Internship: Mobile and Emerging Channels Marketing Intern, Choice Hotels International*

“Without Georgetown’s strong network, it would have been much more difficult to transition from the consumer packaged goods industry to hospitality. The support from Georgetown alumni is impressive — they are willing to go above and beyond to help students find the best opportunities. My career coach connected me with successful alumni in my target industry. She also helped me craft my job search strategy and identify my transferrable skills for my ultimately successful switch to the hospitality field.”

- » **HOMETOWN:** TEHRAN, IRAN
- » **PRE-MBA CAREER:** PROMOTIONS AND DEMAND PLANNER, UNILEVER
- » **MCDONOUGH INVOLVEMENT:** GEORGETOWN RETAIL AND LUXURY ASSOCIATION, MIDDLE EAST GRADUATE BUSINESS ALLIANCE



### Bryant Rich, MBA '15

*Summer Internship: Corporate Fixed Income Investment Research Analyst, General Re-New England Asset Management*

“I chose to enroll in the MBA program at Georgetown because of the reputation of the program and the university. The Georgetown brand and alumni network were instrumental in my internship search; both opened many doors. The MBA Career Center helped me in my job search through excellent career advising. My career coach knows the finance industry very well and was able to provide crucial advice and insights that helped guide my search.”

- » **HOMETOWN:** NEW YORK, NEW YORK
- » **PRE-MBA CAREER:** ASSOCIATE DIRECTOR – CREDIT ANALYST, UBS INVESTMENT BANK
- » **MCDONOUGH INVOLVEMENT:** GRADUATE INVESTMENT FUND, FINANCE CLUB, BLACK MBA ASSOCIATION

## > INTERNSHIPS

Class of 2015  
Compensation

### AVERAGE MONTHLY CASH COMPENSATION

**\$6,010**

\$6,526 U.S. | \$4,879 INTL

### PERCENT OF INTERNSHIPS THAT WERE PAID

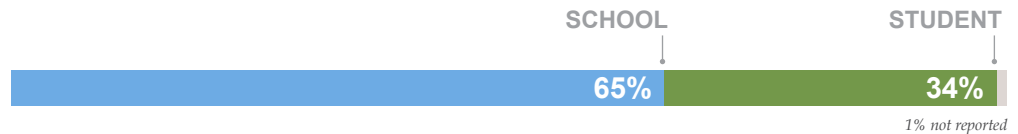
**89%**

6% increase from 2013

**99% of students seeking an internship received one**

Class of 2015  
Offer Source

### INTERNSHIPS FACILITATED BY



Class of 2015  
Internships

### PERCENT OF CLASS BY INDUSTRY

Consulting	18%
Consumer Goods & Retail	10%
Energy & Clean Tech	2%
Financial Services	38%
Government	3%
Healthcare	4%
Hospitality	3%
Manufacturing & Transportation	4%
Media, Entertainment, & Sports	2%
Not-for-Profit & Social Impact*	7%
Real Estate	4%
Technology	5%
Other	<1%

\*Includes International Development

### TOP GEORGETOWN MBA INTERN EMPLOYERS

- » American Express
- » Bank of America Merrill Lynch
- » Bank of Montreal
- » Citi
- » Deloitte
- » Education Pioneers
- » Ernst & Young
- » General Electric
- » Government of the District of Columbia
- » Hilton Worldwide
- » IBM
- » International Finance Corporation
- » Johnson & Johnson
- » JP Morgan Chase
- » Liberty Mutual
- » M&T Bank
- » Navy Federal Credit Union
- » PricewaterhouseCoopers LLC
- » Samsung
- » S.C. Johnson
- » Taylor-DeJongh
- » Wells Fargo

### COUNTRIES OF INTERNSHIP EMPLOYMENT

- » Argentina » China » Philippines
- » Romania » South Korea » Taiwan
- » Tanzania » Thailand » United Arab Emirates » United States of America

This report conforms to the MBA Career Services & Employer Alliance for Reporting MBA Employment Statistics.

**MBA Career Center**

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