Full-Time Employment Statistics

WashU MBA Class of 2014

Compensation Summary

<table>
<thead>
<tr>
<th>Source of Accepted Offer</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Internship</td>
<td>42%</td>
</tr>
<tr>
<td>On-Campus Interviews or Job Postings</td>
<td>20%</td>
</tr>
<tr>
<td>Alumni, Faculty, or Staff Referral</td>
<td>16%</td>
</tr>
<tr>
<td>Personal Network—Family and Friends</td>
<td>11%</td>
</tr>
<tr>
<td>Career Fair, such as NBMBAA, NSHMBA</td>
<td>6%</td>
</tr>
<tr>
<td>Company Website or Job Board</td>
<td>4%</td>
</tr>
<tr>
<td>Previous Employer</td>
<td>1%</td>
</tr>
</tbody>
</table>

Job Placement Rate (3 months post-graduation)

<table>
<thead>
<tr>
<th>Class of</th>
<th>Placement Percentage</th>
<th>Ranking Among Top 50 MBA Programs</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>97%</td>
<td>2nd</td>
</tr>
<tr>
<td>2013</td>
<td>96%</td>
<td>2nd</td>
</tr>
<tr>
<td>2012</td>
<td>96%</td>
<td>3rd</td>
</tr>
<tr>
<td>2011</td>
<td>94%</td>
<td>5th</td>
</tr>
<tr>
<td>2010</td>
<td>93%</td>
<td>7th</td>
</tr>
<tr>
<td>2009</td>
<td>91%</td>
<td>2nd</td>
</tr>
</tbody>
</table>

Data from US News & World Report

Employment and Median Salary by Geographic Area

- Midwest: $100,000
- Southwest: $105,000
- West: $90,500
- Northeast: $100,000
- South: $99,000
- Mid-Atlantic: *
- International: 4% *

*Cannot report salary; fewer than three data points
## Salary Data by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Average</th>
<th>Median</th>
<th>% of Class</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Financial Services</strong></td>
<td>$95,300</td>
<td>$100,000</td>
<td>21%</td>
</tr>
<tr>
<td><strong>Consumer Products</strong></td>
<td>$96,700</td>
<td>$97,000</td>
<td>17%</td>
</tr>
<tr>
<td><strong>Pharma/Biotech/Healthcare</strong></td>
<td>$91,600</td>
<td>$95,000</td>
<td>16%</td>
</tr>
<tr>
<td><strong>Technology</strong></td>
<td>$99,600</td>
<td>$98,500</td>
<td>11%</td>
</tr>
<tr>
<td><strong>Consulting</strong></td>
<td>$106,200</td>
<td>$110,000</td>
<td>9%</td>
</tr>
<tr>
<td><strong>Manufacturing</strong></td>
<td>$97,300</td>
<td>$97,500</td>
<td>9%</td>
</tr>
<tr>
<td><strong>Energy/Petroleum</strong></td>
<td>$110,800</td>
<td>$112,500</td>
<td>7%</td>
</tr>
<tr>
<td><strong>PR/Advertising/Marketing</strong></td>
<td>*</td>
<td>*</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Real Estate</strong></td>
<td>*</td>
<td>*</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Nonprofit</strong></td>
<td>*</td>
<td>*</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>*</td>
<td>*</td>
<td>3%</td>
</tr>
</tbody>
</table>

*Cannot report salary; fewer than three data points  **Other includes: Retail, Sports/Entertainment, and Human Resources

## Salary Data by Function

<table>
<thead>
<tr>
<th>Function</th>
<th>Average</th>
<th>Median</th>
<th>% of Class</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Marketing/Sales</strong></td>
<td>$100,300</td>
<td>$97,000</td>
<td>24%</td>
</tr>
<tr>
<td><strong>Brand/Product Management</strong></td>
<td>$98,100</td>
<td>$96,500</td>
<td>12%</td>
</tr>
<tr>
<td><strong>Business Development</strong></td>
<td>$109,200</td>
<td>$110,000</td>
<td>9%</td>
</tr>
<tr>
<td><strong>Other Marketing</strong></td>
<td>$84,000</td>
<td>$85,000</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Financial Services</strong></td>
<td>$97,300</td>
<td>$100,000</td>
<td>18%</td>
</tr>
<tr>
<td><strong>Investment Banking</strong></td>
<td>$100,000</td>
<td>$100,000</td>
<td>9%</td>
</tr>
<tr>
<td><strong>Commercial Banking</strong></td>
<td>$100,000</td>
<td>$100,000</td>
<td>5%</td>
</tr>
<tr>
<td><strong>Other Finance</strong></td>
<td>*</td>
<td>*</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Consulting</strong></td>
<td>$100,200</td>
<td>$100,000</td>
<td>16%</td>
</tr>
<tr>
<td><strong>Management Consulting</strong></td>
<td>$106,200</td>
<td>$110,000</td>
<td>8%</td>
</tr>
<tr>
<td><strong>Strategic Planning/Internal</strong></td>
<td>$93,800</td>
<td>$96,500</td>
<td>8%</td>
</tr>
<tr>
<td><strong>Industry Finance</strong></td>
<td>$98,200</td>
<td>$100,000</td>
<td>14%</td>
</tr>
<tr>
<td><strong>General Management</strong></td>
<td>$99,000</td>
<td>$100,000</td>
<td>11%</td>
</tr>
<tr>
<td><strong>Operations</strong></td>
<td>$83,000</td>
<td>$78,000</td>
<td>8%</td>
</tr>
</tbody>
</table>

*Cannot report salary; fewer than three data points

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**MBA Programs**

Washington University in St. Louis  
Olin Business School  
Campus Box 1156  
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St. Louis, MO 63130-4899

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Ampush
Anheuser-Busch InBev
Antioch Medical Center
Arryve Consulting
Ascension Health
AT&T
B/E Aerospace
Bailey Southwell & Co.
Bank of America
Beech Street Capital
Benton Homebuilders
Bitcoin Society, The
BJC HealthCare
BMO Financial Group
BMO Harris Bank
Boston Children’s Hospital
Boston Scientific
Butcher Joseph Hayes
Capital Group Companies, The Capital One
Carter Jacobs
Cause of Action
CDP Group, Ltd.
Centene
CGN Global
Chartis Group, The
CHS
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Citi
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CJ Foods, Inc.
Cleveland Clinic
Cognizant Technology Solutions
Coldwell Banker
Company Confidential
ConAgra Foods
Connexio Media
Conway Investment Research
Credit Suisse
CTY (An Internet of Things Company)
Cultivation Capital
Daewoo E&C
Deloitte
Delta Airlines
DESCO Group
Diageo
Direct Supply
Discover Financial Services
DTE Energy Co.
Eaton
eBay
Ecolab
Education Pioneers
Edward Jones
Elephant Capital Advisors
Eli Lilly and Co.
EMC
Emerson
Enite Group
Epic Systems Corporation
Ericsson
Ernst & Young
Essence Group Holding Corporation
Essilor
Express Scripts
Express Scripts
ExxonMobil
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Five Elms Capital
FoodEssentials
Ford Audio Video
Ford Motor Company
Frito-Lay
Gainsight
Gallup
General Mills
General Motors
Global Hunter Securities
Global Medical Solutions
Goldman Sachs
Graybar
H.D. Smith
HBM Holdings
Hewlett Packard
Higher Ground Learning
HSBC
Humana
IBM
iGATE Corporation
Imagination Technologies
Infosys Technologies, Inc.
Intel
Jazz St. Louis
Johnson & Johnson
Jones Lang LaSalle
Juniper Networks
Kaiser Permanente
Kearr, Inc.
Kimberly-Clark
Kiosite
Kohler Company
Kymo Enterprises, LLC
L’Oreal
Laclede Group, Inc.
Lamar Media
Land O’Lakes
Leacheng International
LeadWarmer
Liberty Mutual Insurance
Lori Coulter, LLC
Lowe’s
Lucera Health (formerly KV Pharmaceutical)
Lusheng Group
Magellan Health Services
Maji Safi Community Resource Center
Mallinckrodt, Inc.
Maritz
Martin Wolf Securities
Maryland Live! Casino
MasterCard International
McMaster Carr
Merrill Lynch
Microsoft
Monsanto
Morris, Nichols, Arst & Tunnell
Motorola Solutions
Murphy Oil Corporation
Nature’s Variety
Nestlé Purina PetCare
Networked Insights
Nielsen Company
Novartis Pharmaceuticals
Novus International
OCC (The Options Clearing Corporation)
Olympus Power, LLC
OrbiMed
PepsiCo
Pharos Scientific, LLC
PricewaterhouseCoopers
Progressive Insurance
Quinpario Partners
Rainmaker Securities
Red Rock Laboratories
Redscout
Reed Smith, LLP
Reinsurance Group of America
Return with Purpose
Rise
RiverVest Venture Partners
ROi (Resource Optimization & Innovation)
Samsung
Samsung Everland
SanDisk
Shea Center, The
Shutterfly
Sichuan Changhong Electronic System Co.
Sigma Aldrich
SixThirty
SROI Network
St. Louis Regional Chamber of Commerce
Starbucks Corporation
State Farm Insurance
SunEdison
SyMyco, Inc.
T3 Trading Group
Target
Teach for America
Tech Mahindra
Tegel Foods, LLC
Teradata
Third Plateau Social Impact Strategies
Thompson Street Capital Partners, LLC
Tibco Software
Towers Watson
Twain Financial Partner
US Securities and Exchange Commission
UBS
Union Bank
UPS (United Parcel Service)
VendorPass
Veteran Distribution Company
Vi-Jon
Walk Score
WalMart Stores, Inc.
Washington University in St. Louis
Wedbush Securities
Wells Fargo
White Horse Group
Yahoo!
ZL Technologies
Zynga

Data includes full-time MBAs hired in 2013 and 2014 for full-time positions and internships