

# **MBA/IMBA 2014** EMPLOYMENT AND SALARY REPORT

## **Career Development Centre**

Schulich School of Business



**Elena Mayer (IMBA '14)**  
*Senior Manager, Client Relationship, Mining*  
PwC CANADA

# RECRUITING AT SCHULICH

“We work to understand your **needs** and help you develop **strategies** to make sure you **stand out** in an increasingly competitive marketplace.”

Congratulations on graduating from the Schulich School of Business! With the rigorous education and training you have received, yours is a future of endless possibility and potential.

The Career Development Centre is here to help you find the right fit with the right company or organization. In the past year we have gone through some restructuring to better align our core services with Schulich’s extensive range of MBA specializations and programs and to better service the career objectives of our students and newest graduates.

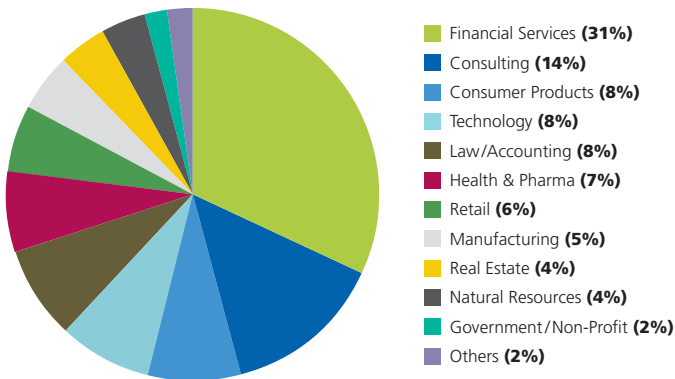
The good news is Schulich graduates continue to thrive in today’s increasingly competitive job market due to diverse perspectives, innovative programs and global reach of Canada’s preeminent business school.



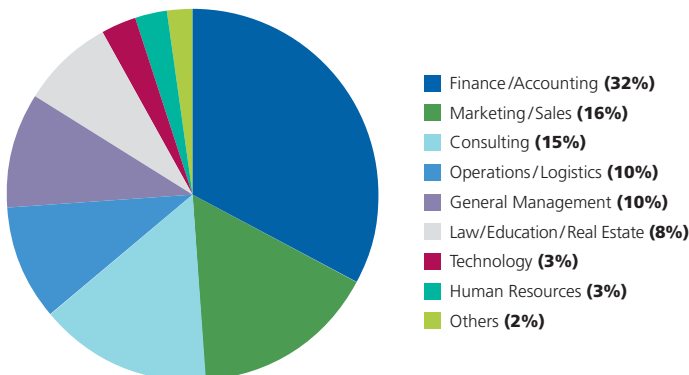
**Robert Hines, JD**  
**Executive Director**

Career Development Centre, Schulich School of Business

## CLASS OF 2014 EMPLOYMENT BY INDUSTRY



## CLASS OF 2014 EMPLOYMENT BY FUNCTION



## CLASS OF 2014 GRADUATE EMPLOYMENT AT A GLANCE

**89%** of students were hired within 3 months of graduation

**92%** of students participated in the survey

**\$90,170\***

Average salary (includes: base salary and other guaranteed compensation)

**\$10,077\*\***  
Average signing bonus

**\$45,000 – \$175,000**  
Salary range

**136**  
Number of companies that hired Schulich MBA/IMBA students

These results are for full-time graduate-level students only and do not include part-time MBAs, EMBA, other Master level programs and signing bonuses.

\* For those who reported salary numbers

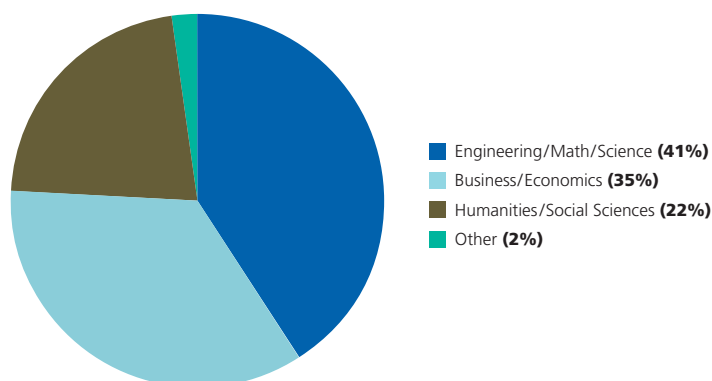
\*\* For those who reported signing bonus

# COMPENSATION BY INDUSTRY

INDUSTRY	SALARY (\$)			
	Average	Minimum	Maximum	Median
FINANCIAL SERVICES	88,777	68,000	120,000	87,500
CONSULTING	99,305	77,000	145,000	95,000
CONSUMER PRODUCTS	84,394	70,000	120,000	83,000
TECHNOLOGY	89,533	65,000	120,000	90,000
HEALTH & PHARMA	90,875	64,000	140,000	87,000
LAW/ACCOUNTING	84,364	45,000	170,000	78,000
RETAIL	82,636	50,000	105,000	80,000
MANUFACTURING	94,313	65,000	145,000	84,750
REAL ESTATE	95,638	70,000	155,000	87,550
NATURAL RESOURCES	100,188	70,000	175,000	90,000
GOVERNMENT/NON-PROFIT	90,375	77,500	120,000	82,000
OTHERS	78,200	69,000	90,000	77,000

## CLASS OF 2014 AT A GLANCE

### MBA STUDENT UNDERGRADUATE DEGREE BACKGROUNDS



Average Age	28
Average Years of Work Experience	4.7
Average GMAT	664
GMAT Range	600-760
Average GPA	B+
Male Students	65%
Female Students	35%
International Students	45%

# COMPENSATION BY FUNCTION

INDUSTRY	SALARY (\$)			
	Average	Minimum	Maximum	Median
<b>FINANCE/ACCOUNTING</b>				
Financial Analyst	81,036	70,000	96,000	80,000
Capital Markets/IB	101,750	85,000	120,000	100,500
Rotation Programs	89,333	85,000	92,500	90,000
Risk Management	88,625	68,000	110,000	85,000
Retail & Commercial	81,750	75,000	92,000	81,250
Portfolio/Investment Mgmt	90,717	73,000	112,800	91,750
Corporate Accounting	78,500	45,000	100,000	84,500
<b>Total</b>	<b>88,210</b>	<b>45,000</b>	<b>120,000</b>	<b>87,500</b>
<b>CONSULTING</b>				
External Consulting	105,500	90,000	145,000	99,000
Internal Consulting	91,056	80,000	97,500	91,500
IT Consulting	97,373	80,000	110,000	98,750
<b>Total</b>	<b>99,116</b>	<b>80,000</b>	<b>145,000</b>	<b>95,000</b>
<b>MARKETING/SALES</b>				
Brand/Product Management	80,463	70,000	90,000	81,000
Marketing Mgmt/Other Mktg	79,125	50,000	93,000	80,000
Sales/Business Development	85,429	65,000	105,000	87,500
<b>Total</b>	<b>82,345</b>	<b>50,000</b>	<b>105,000</b>	<b>83,000</b>
<b>OPERATIONS/LOGISTICS</b>	<b>90,750</b>	<b>65,000</b>	<b>140,000</b>	<b>88,750</b>
<b>GENERAL MANAGEMENT</b>	<b>93,528</b>	<b>55,000</b>	<b>175,000</b>	<b>85,000</b>
<b>LAW/EDUCATION/REAL ESTATE</b>	<b>93,436</b>	<b>70,000</b>	<b>155,000</b>	<b>78,000</b>
<b>TECHNOLOGY</b>	<b>84,583</b>	<b>70,000</b>	<b>105,000</b>	<b>84,000</b>
<b>HUMAN RESOURCES</b>	<b>84,417</b>	<b>70,000</b>	<b>95,000</b>	<b>85,750</b>
<b>OTHERS</b>	<b>99,000</b>	<b>90,000</b>	<b>120,000</b>	<b>93,000</b>

# 230

COMPANIES PARTICIPATED IN THE SCHULICH SCHOOL OF BUSINESS 2013 CAREER DAY, AND SPRING 2014 INDUSTRY NETWORKING EVENT SERIES



# COMPANIES RECRUITING AT SCHULICH



“Schulich students possess strong **knowledge** and **skills**, and represent an important potential source of talent for TD.”

**Nancy Moulday**  
*Manager Recruitment*  
**TD BANK GROUP**

## A

AB InBev/Labatt  
 Accenture Canada  
 Accounting Plus Business Services  
 AIM Group Canada Ltd.  
 Aimia  
 Alberta Ballet  
 Alternative Land Use Services  
 Amazon.com  
 Ambit Search  
 American Express Canada  
 American Express Global Recruitment  
 Arch Insurance Company  
 Argentus Talent Acquisition  
 Aria Capital Partners  
 Ariad  
 Asian Development Bank  
 ATB Financial  
 Avaya Canada  
 Aviva Canada Inc.  
 Ayeneh Foundation

## B

Balkon Inc.  
 Bank of Canada – Banque du Canada  
 BCE INC.  
 BDC (Business Development Canada)  
 BDO Al Nisf & Partners  
 BDO Canada LLP  
 Beacon Corporation, Brokerage  
 Beacon Partners  
 Bell Canada  
 Bell Media Inc.  
 Bennett Jones LLP  
 Binary Stream Software  
 Blue Ant Media  
 BlueCat  
 BMO Capital Markets  
 BMO Financial Group  
 BMO Investor Line  
 Bombardier  
 BottomLine Group  
 BroadGrain Commodities Inc.  
 Broadridge  
 Buchanan Group

## C

Caber Sure Fit Inc.  
 Cadillac Fairview Corporation Ltd.  
 Canaccord Genuity  
 Canada Bread  
 Canada Pension Plan Investment Board  
 Canadian Marketing Association  
 Canadian Tire Corporation Limited  
 Canasea Oil and Gas Ltd.  
 Cancer Care Ontario  
 Canmax Financial Insurance  
 CarbonCure Technologies  
 CardSwap  
 Career Edge  
 Celestica  
 CGI  
 Chaaara Inc.  
 Chartwell Retirement Residences  
 CHEP Canada Ltd.  
 Chrysalix EVC  
 CIBC  
 Cintas Canada LTD  
 Citi Financial  
 Corporate Consultants

## CPG Connect

Crawford Connect  
 Crowe Soberman LLP  
 Cubecom Commercial Realty Inc.  
 CultureCap Inc.  
 Cummins Western Canada  
 Cutfield Freeman

## D

D+H Canada  
 DAC Group  
 Dale & Lessmann LLP  
 Davis Polk & Wardwell LLP  
 Day Trade The World  
 DBRS Limited  
 DC Payments  
 Dean Group  
 DeBeer Stokes & Partners  
 Deloitte Consulting  
 Deloitte.  
 Delvinia  
 Dentons LLP  
 Desjardins Financial Security  
 Dragados Canada  
 Dundee Capital Markets

### A SELECTION OF EMPLOYERS WHO RECRUIT ON CAMPUS:



**Deloitte.**



## COMPANIES RECRUITING AT SCHULICH (CONT'D)

### E

E-Bay  
 eCycle Solutions  
 Eli Lilly Canada, Inc.  
 Enbridge Pipelines Inc.  
 Engineered Assemblies  
 Ernst & Young LLP  
 Ethicon Inc.  
 Ethoca  
 EventMobi  
 Evisors, Inc.  
 Export Development Canada (EDC)  
 Express Fire Protections Inc.

### F

Fengate Capital Management Ltd.  
 FEP Search Group  
 Fortis Inc.

### G

GE Power Conversion  
 General Mills Canada Corporation  
 GlaxoSmithKline Inc.

Golden Mile Management –  
 Consulting Services  
 Gowlings  
 Grant Thornton LLP  
 Grasshopper Energy  
 Green Communities Canada  
 Grip Limited

### H

Habitat for Humanity Toronto  
 Hain-Celestial Canada, ULC.  
 Hewlett-Packard  
 Hines  
 HKT Services Ltd.  
 Hoffmann-La Roche Canada Ltd.  
 Hollend Furnishings Ltd.  
 HollisWealth  
 Home Depot Canada  
 Hospitals In-Common  
 Laboratory Inc.  
 HSBC BANK CANADA  
 Hugessen Consulting Inc.  
 Humber College  
 Hydro One

### I

IBM Canada Ltd.  
 iGATE Technologies Inc.  
 Illinois Masonic Medical Center  
 IM-Label  
 Imperial  
 Influitive  
 Infosys Canada  
 Infrastructure Ontario  
 Infusion  
 ING Direct Canada  
 Insurance Institute of Canada  
 Invesco Canada Ltd.  
 Investor Economics  
 Investors Group Financial Services  
 Invictus Capital Partners Inc.  
 IPS Invoice Payment System  
 Iron Web

### J

Jane's Packaging Inc.  
 Janssen  
 JK Economics Inc.  
 Johnson & Johnson Inc.

### K

Kaihen  
 KEV Group  
 KFT Ltd.  
 KIK Custom Products  
 Kinetic Cafe Inc.  
 Kinross Gold Corporation  
 Klass Capital Corporation  
 Kohl & Frisch Limited  
 KPMG Advisory Services  
 KPMG Canada  
 Kraft Canada Inc.

### L

Lafarge Canada Inc.  
 Leopard Capital, LP  
 LGT Venture Philanthropy  
 Lifetime Developments  
 Lindt & Sprungli  
 Loblaw Companies Limited  
 Logban – Dole Ecuador  
 Lord Cultural Resources  
 Lori Harrison Designs  
 Lotek Wireless  
 Loyalty One

“The Schulich MBA provided a **unique opportunity** to learn from **industry-leading experts** and launch my career to the next level.”

**Carson Sedun (MBA '14)**  
*Capital Markets Rotational Program*  
**DUNDEE CAPITAL MARKETS**



## COMPANIES RECRUITING AT SCHULICH (CONT'D)

### M

Manulife Financial  
Massey Centre for Women  
Maytree  
Mazin & Associates  
McAfee  
McCain Foods  
MCI Medical Clinics  
MCIS Language Services  
McKesson Canada  
McKinsey & Company  
MedialIntelligence  
Metro Label  
Metrolinx  
Microsoft  
Mill Street Brewery  
Millennium Research Group  
Mind Body Spirit Kids  
Ministry of Finance  
MNP LLP  
Mobica  
Mondelez Canada Inc.  
Moody's Canada Inc.  
Morgan Stanley Canada Limited  
MorinBarton  
Mount Sinai Hospital

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### N

National Bank of Canada  
nD Insight  
Net Impact  
Newcon Optik  
Nordic Insurance Software  
Nordicity  
Northern FN Health Care Services  
Northwater Capital Management  
Northwood Mortgage  
Nurun

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### O

OCBC  
Ontario Brain Institute  
Ontario Hospital Association  
Ontario Ministry of Government  
Services  
Ontario Securities Commission  
Ontario Teachers' Pension Plan Board  
Optimus I SBR  
Oracle  
Origin Merchant Partners  
Osler  
Optymyze  
Oxford Properties

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### P

Parkbus  
PCCW Solutions Limited  
People Matters Consulting  
PepsiCo  
Plan Group Inc.  
Platinum Residential Services Inc.  
Plasco Plastics  
Presto  
Princess Margaret Cancer Program  
Procter & Gamble Inc.  
ProViso  
Purpose Capital  
PwC Canada

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### R

Radius Financial  
Ramssoft Inc.  
Raymond James Finance Company  
of Canada Ltd.  
RBC Capital Markets  
RBC Financial Group  
Real Tech Inc.  
Red Mobile Consulting

Region of Peel  
Research Centre McGill University  
Responsive Marketing Group  
Reynolds & Reynolds  
Rio Tinto  
Robatech  
Robert Half International  
Roche  
Rock Advisors Inc, Brokerage  
Rogers Communications Inc.  
Rogers Digital Media  
Rose Athena  
RSA Canada

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### S

SalesForce Search Ltd.  
Sandoz  
SAP Canada  
SAS Institute (Canada) Inc.  
Scotia Asset Management L.P.  
Scotiabank  
SDI Marketing  
Sears Canada  
Service Corporation International  
Shaw Communications

"The Schulich MBA provided me with a strong foundation of **management skills** and industry knowledge that were **instrumental** in launching my career in the health care sector."

**Jordana Warner (MBA '14)**  
**Consultant – Integration and Transformation**  
**Corporate Strategy Department**  
**MOUNT SINAI HOSPITAL**



## COMPANIES RECRUITING AT SCHULICH (CONT'D)

Siemens Canada Ltd.  
 Sixsense Strategy Group  
 SmartCentres  
 Smucker Foods of Canada Corp.  
 Social Research and Demonstration Corporation  
 Socialfinance.ca  
 Softchoice  
 Sonic Boom  
 Sony Pictures Entertainment  
 Spark Solar  
 St. Elizabeth Health Care  
 St. Joseph's Health Centre  
 St. Michael's Hospital  
 State Bank of India  
 Sterimax  
 StraNexus Inc.  
 Street Contxt  
 Sulon Technologies Inc.  
 Sun Life Financial  
 Suncor Energy  
 Sunnybrook Health Sciences Centre  
 SunOpta  
 Sustainalytics  
 Swarovski Canada Ltd.  
 Syntropy Group  
 .....

**T**  
 Tapmango Inc.  
 Target Canada  
 Tata International Limited  
 TD Bank Group  
 TD Securities Inc.  
 Techni+Contact  
 TELUS Communications Inc.  
 TerraCycle Canada Inc.  
 The Byng Group  
 The Centre for Study of Insurance Operations (CSIO)  
 The Co-operators Group Limited  
 The Hershey Company  
 The Lightning Group  
 The Nielsen Company  
 The Power to Be International  
 The Statemint  
 The Travel Corporation  
 The Works Design Communications Ltd.  
 ThirtyThree  
 TMT Labs  
 Toolway Industries  
 Toronto and Region Conservation Authority

Torstar Digital  
 Torsy LLP  
 TRADER Corporation  
 Trevisana Kitchens and Interiors  
 Tricor Pacific Capital, Inc.  
 Triovest  
 Tyco Security Products  
 .....

**U**  
 UBS Securities Canada Inc.  
 United Bank Ltd.  
 United Planet  
 University Health Network (UHN)  
 University of British Columbia  
 University of Ottawa  
 University of Toronto Press  
 .....

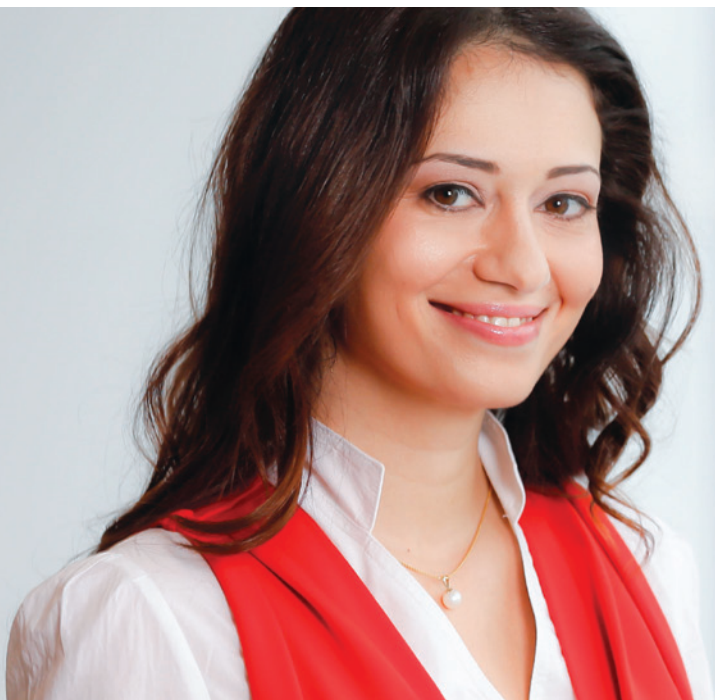
**V**  
 Validus Research  
 Viking Air Limited  
 Viorum Capital  
 Volaris Group  
 Volvo Cars of Canada Corp.  
 .....

**W**  
 Walmart Canada  
 William Osler Health System  
 Workopolis  
 World University Service of Canada  
 WSIB  
 .....

**X**  
 Xerox Canada  
 .....

**Y**  
 Yamaha Motor Canada Ltd.  
 York Consulting Group  
 York Region  
 York University  
 .....

**Z**  
 ZeroFootPrint  
 ZSA-X Financial Recruitment Services  
 .....



“Perhaps the most important opportunity the Schulich MBA provided was its **broad exposure** to all industry aspects – finance, operations, sustainability, strategy, valuations – that enabled all participants to build a **strong foundation.**”

**Elena Mayer (IMBA '14)**  
*Senior Manager, Client Relationship, Mining*  
**PwC CANADA**



# MEET THE CAREER DEVELOPMENT CENTRE TEAM

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WE BRING EXPERTISE FROM MANY DIFFERENT INDUSTRIES  
TO OUR WORK AT THE CAREER DEVELOPMENT CENTRE:

Accounting

Consulting

Retail & Sales

Banking & Finance

Entrepreneurship

Technology

Consumer

Health Care

Packaged Goods

OUR ADVISORS  
AVERAGE MORE THAN:

11 years  
experience

## TEAM LEADERS

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**Robert Hines, JD**  
**Executive Director**



**Minoo Bhutani, MBA**  
**Director**  
*Real Estate, Banking,  
International Careers and Mining*



**Lyla Korhani, MBA**  
**Associate Director**  
*Industry Advising  
Consumer Packaged  
Goods and Marketing*



**Phanindra Deonandan, MPA**  
**Associate Director**  
*Career Education  
Career Development Centre  
& IMBA Program*

## STUDENT ADVISING/EMPLOYER RELATIONSHIP TEAM

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**Diana Caradonna, BHRM**  
**Industry Advisor**  
*Accounting and Diversified  
Financial Services*



**Amir Khan, BA**  
**Industry Advisor**  
*Retail and Entrepreneurship*



**Mike Nadal**  
**Industry Advisor**  
*Banking and Finance*



**Gina Pagiamtzis, BA**  
**Industry Advisor**  
*Master of Business Analytics  
and Telecommunications*

## MEET THE CAREER DEVELOPMENT CENTRE TEAM (CONT'D)

### STUDENT ADVISING/EMPLOYER RELATIONSHIP TEAM (PART-TIME)

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**Kathrin Bohr, MBA**  
**Industry Advisor**  
*Social Sector*



**Rachel Jefferies, MSc**  
**Industry Advisor**  
*Consulting*



**Darren Lafreniere, MBA**  
**Industry Advisor**  
*Case Interviews*



**Paul Irwin, CHRP**  
**Industry Advisor**  
*Health Care*



**Gary Kaye, CPA, CA, FEA**  
**Industry Advisor**  
*Master of Accounting*

### OPERATIONS TEAM

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**Khushbu Chokshi, BAS**  
**Recruitment Assistant**  
*Assistance to Recruitment Programs*



**Rose Lucibello, BA**  
**Coordinator**  
*Events and Communication*



**Sybil Massey, BA**  
**Supervisor, Operations**  
*Graduate and Internship Recruiting Programs*



**Ricardo Rivera, BA**  
**Career Centre Associate**  
*Front-line Inquiries*



**Michelle Steiner, BA, B.Ed.**  
**Administrative Assistant to the Executive Director**  
*Administrative Support*

**CONTACT US**

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