

# **BBA/iBBA** 2014 EMPLOYMENT AND SALARY REPORT

## **Career Development Centre**

Schulich School of Business



Nicole Pizarro (BBA '14)  
Search Strategist  
REPRISE MEDIA 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 to better service the career objectives of our students and newest graduates.

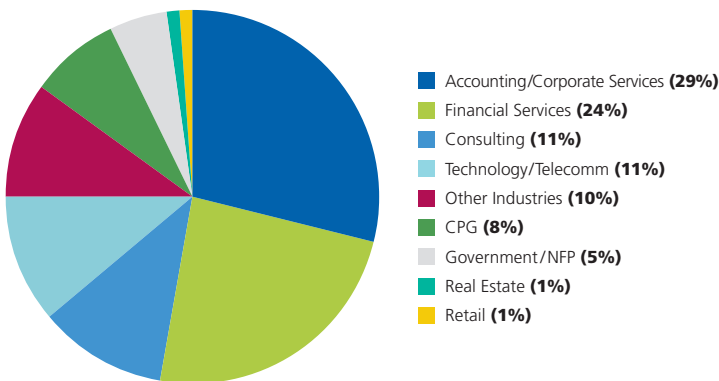
The good news is Schulich graduates continue to thrive in today's increasingly competitive job market due to diverse perspectives, innovative programs and global reach of Canada's preeminent business school.



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

Career Development Centre, Schulich School of Business

## CLASS OF 2014 EMPLOYMENT BY INDUSTRY



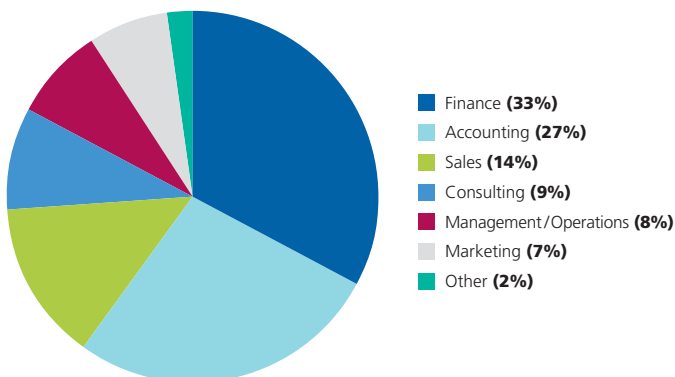
## CLASS OF 2014 GRADUATE EMPLOYMENT AT A GLANCE

**87%** of students were hired within 3 months of graduation

**\$52,000\***

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

## CLASS OF 2014 EMPLOYMENT BY FUNCTION



**\$3,500\*\***  
Average signing bonus

**\$30,000 – \$86,519**  
Salary range

**\$58,260**  
Median salary

**90**

Number of companies that hired Schulich BBA/iBBA students

These results are for full-time undergraduate-level students only and do not include other programs and signing bonuses.

\* For those who reported salary numbers  
\*\* For those who reported signing bonus

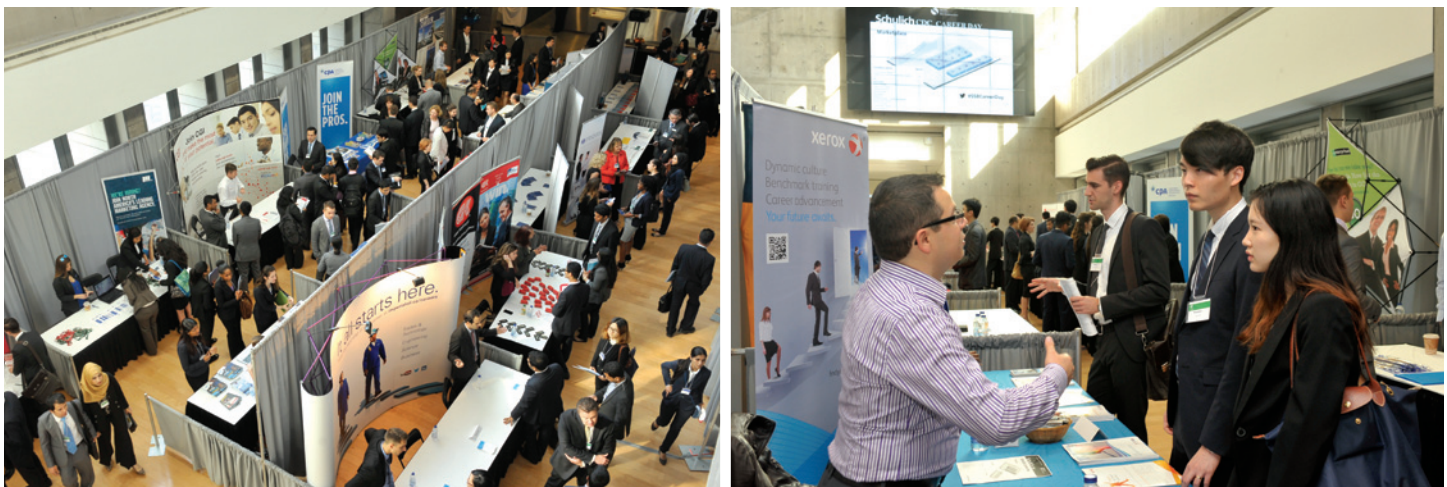
# COMPENSATION BY INDUSTRY

INDUSTRY	SALARY (\$)		
	Average	Minimum	Maximum
ACCOUNTING/CORPORATE SERVICES	51,729	45,000	58,458
CONSULTING	55,060	40,120	70,000
CPG	51,529	38,057	65,000
FINANCIAL SERVICES	55,000	30,000	80,000
GOVERNMENT/NFP	47,572	44,938	50,206
REAL ESTATE	50,000	50,000	50,000
RETAIL	52,500	52,000	53,000
TECHNOLOGY/TELECOMM	50,000	30,000	70,000
OTHER INDUSTRIES	64,018	41,517	86,519

## ANNUAL SALARY AVERAGE

2009	2010	2011	2012	2013	2014
\$56,200	\$52,000	\$54,000	\$54,000	\$54,760	\$52,000

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



# COMPENSATION BY FUNCTION

INDUSTRY	SALARY (\$)		
	Average	Minimum	Maximum
ACCOUNTING	48,500	45,000	52,000
CONSULTING	62,500	55,000	70,000
FINANCE	55,000	30,000	80,000
MANAGEMENT/OPERATIONS	49,883	39,765	60,000
MARKETING	64,164	41,809	86,519
SALES	44,229	30,000	58,458
OTHER	56,103	50,206	62,000

## PERCENTAGE OF STUDENTS SEEKING EMPLOYMENT WHO WERE HIRED

2009	2010	2011	2012	2013	2014
88%	89%	87%	89%	89%	87%

## CLASS OF 2014 AT A GLANCE

Average GPA **6.98**

Average Class Size **22-55**

Male Students **51%**

Female Students **49%**



# COMPANIES RECRUITING AT SCHULICH



“Schulich students are a joy to both **recruit and work with**. Over the last ten years, no program has provided EY with more **top talent** than the Schulich BBA/iBBA.”

**Michael Shelsen CPA, CA**  
National Campus Recruiting Leader  
**ERNST & YOUNG LLP**

3G Marketing

## A

AB InBev/Labatt  
Acasta Capital  
Accenture Canada  
AECOM Technology Corporation  
AIM Group Canada Ltd.  
Alberta Ballet  
Alexander Capital  
Alternative Land Use Services  
Aluma Systems  
American Express Canada  
Anytime Fitness  
Arch Insurance Company  
Arentals  
Ariad  
Ashbridge Partners  
Ashlar Urban Realty Inc.  
Atlas Copco Mining and Rock Excavation  
Avaya Canada  
Acess Law Professional Corporation

## B

Bank of America Merrill Lynch  
Bank of Canada – Banque du Canada  
BDC (Business Development Canada)  
BDO Canada LLP  
Beacon Corporation, Brokerage  
Belairdirect  
Bell Canada  
Bench Accounting  
Bench Capital Advisory Inc.  
BMO Capital Markets  
BMO Financial Group  
BottomLine Group  
Brevitas Consulting Inc.  
Brewers Retail Inc.  
BroadGrain Commodities Inc.  
Buchanan Group

## C

Caber Sure Fit Inc.  
Canaccord Genuity  
Canada Pension Plan Investment Board  
Canadian Marketing Association  
Canadian Tire Corporation Ltd.  
Capgemini  
CardSwap  
Career Edge  
Celestica  
CGA Association of Ontario  
Children’s Peace Theatre  
CIBC  
Cintas Canada Ltd.  
Connectis Group  
CPA Canada  
CPG Connect  
Crowe Soberman LLP  
Cummins Western Canada

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



## COMPANIES RECRUITING AT SCHULICH (CONT'D)

### D

Deloitte  
Deloitte Consulting  
Deutsche Bank Canada  
Dundee Capital Markets  
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### E

Energizer Canada  
Ernst & Young Advisory  
Ernst & Young LLP  
.....

### F

Firstchoice Group  
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### G

GE Canada Inc.  
General Mills Canada Corporation  
George Weston Limited  
Gerald Metals LLC

Global Business Reports  
Global Golf Advisors  
Global Impact Capital  
Globalive Communications Corp.  
Goldenmount Capital International Inc.  
Grant Thornton LLP  
Grip Limited  
.....

### H

Hip Digital Media Inc.  
HKT Services Ltd.  
Holland Furnishings Ltd.  
HollisWealth  
HSBC Bank Canada  
Hydro One  
.....

### I

IAMGOLD Corp.  
IBM Canada Ltd.  
IGNITE creations

IM-Label  
Imperial Oil  
Insurance Institute of Canada  
Investors Group Financial Services  
.....

### J

Johnson & Johnson Inc.  
.....

### K

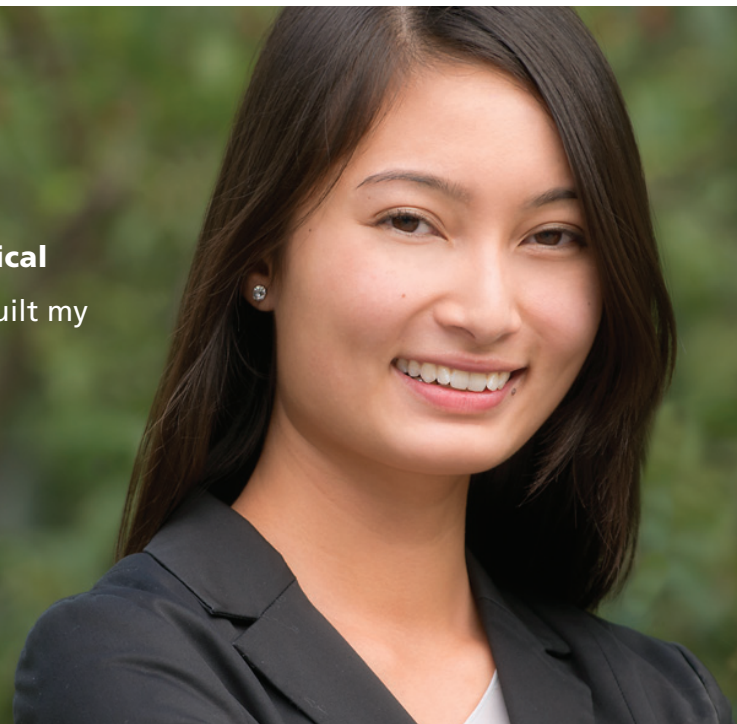
KEV Group  
Korhani Home  
KPMG  
Kraft Canada Inc.  
Krinos Foods Canada Ltd.  
.....

### L

Lafarge Canada Inc.  
Liberty International Underwriters  
Loblaw Companies Limited  
Lori Harrison Designs  
.....

“Attending Schulich developed my **critical thinking** and communication skills, built my confidence and enabled me to **excel.**”

Nicole Pizarro (BBA '14)  
Search Strategist  
REPRISE MEDIA CANADA



## COMPANIES RECRUITING AT SCHULICH (CONT'D)

### M

Macquarie Group  
Main and Main Developments Inc.  
Manulife Financial  
Maple Leaf Foods Inc.  
Maravedis-Rethink  
MCAP Financial Corporation  
McKinsey & Company  
Me to We  
Metrolinx  
Microsoft Canada Co.  
MNP LLP  
Mondelez Canada Inc.  
Moody's Canada Inc.  
Morgan Stanley Canada Limited  
Mosaic Sales Solutions  
Motek Cultural Initiative  
Multilingual Community Interpreters Services

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### N

National Bank of Canada

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### O

OMERS  
Ontario Lottery and Gaming Corporation  
Ontario Securities Commission  
Ontario Teachers' Pension Plan Board  
Optimus | SBR  
Origin Merchant Partners

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### P

PCCW Solutions Limited  
Pepsico  
Plan Group Inc.  
Platinum Residential Services Inc.  
Prime Quadrant  
Process and Steam Specialties  
Procter & Gamble Inc.  
Prodomax Automation Inc.  
PwC Canada

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### Q

Q1 Capital Partners

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### R

RBC Capital Markets  
Realized Worth  
Revera Inc.  
Reynolds & Reynolds  
Rogers Communications Inc.  
Ross Smith Asset Management Inc.  
RSA Canada  
Russell Square Partners

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### S

Salesforce.com  
SAP Canada  
Schulich School of Business  
Scotiabank  
Secor – KPMG LLP  
Shoeless Joe's Limited  
Shred My Mail Inc.  
Sionna Investment Managers



“Coming from a small town in New Brunswick,  
I chose the Schulich iBBA because I wanted  
to experience a new sense of **cultural diversity**.”

**Jordan Woods (iBBA '14)**  
*Marketing Analyst – Digital Strategy & Program Delivery*  
BELL CANADA

## COMPANIES RECRUITING AT SCHULICH (CONT'D)

Smucker Foods of Canada Corp.

Sterimax

Stikeman Elliott LLP

Stonewood Group

Sun Life Financial

Sustainalytics

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### T

Taknology (Canada) Inc.

Tapmango Inc.

Target Canada

TCS Canada Inc.

TD Bank Group

TD Securities Inc.

TELUS Communications Inc.

TerraCycle Canada Inc.

Thames Valley District School Board

The Black Box Institute

The Canadian Council for

Public-Private Partnerships

The Lightning Group

The Nielsen Company

The Power to Be International

The Toronto Municipal Employees' Credit Union

The Works Design Communications Ltd.

TMG International Inc.

TMT Labs

Toshiba of Canada Limited

TRADER Corporation

Trench Limited

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### U

U.S. Commercial Service

UBS Securities Canada Inc.

Unhaggle Inc.

United Planet

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### V

Volaris Group

Volvo Cars of Canada Corp

VW Credit Canada, Inc.

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### W

Walmart Canada

Women in Capital Markets

www.toronto2015.org (PanAm)

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### X

Xerox Canada

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### Y

York University

Yum! Brands, Inc.

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### Z

Zulqarnain Group

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“Schulich’s Career Development Centre provided me with the **resources and expertise** I needed to jump start my career.”

Nirav Shah (BBA '14)

Associate, Financial Institutions & Real Estate  
KPMG



# MEET THE CAREER DEVELOPMENT CENTRE TEAM

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

Accounting

Banking & Finance

Consumer

Packaged Goods

Consulting

Entrepreneurship

Health Care

Retail & Sales

Technology

OUR ADVISORS  
AVERAGE MORE THAN:

11 years  
experience

## TEAM LEADERS



**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



**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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