Career Development Centre
Schulich School of Business

MBA/IMBA 2017
Employment Report

Jacqueline Simatovic (MBA ‘17)
Territory Manager at Janssen Inc.
Pharmaceutical Companies of Johnson & Johnson
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.
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.”

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 2017
EMPLOYMENT BY INDUSTRY

- Financial Services (21%)
- Technology (20%)
- Retail (13%)
- Consulting (9%)
- Real Estate/Other (8%)
- Healthcare (6%)
- Arts & Media (5%)
- Consumer Packaged Goods (5%)
- Manufacturing (5%)
- Government (4%)
- Energy/Oil & Gas (2%)
- Non Profit (2%)

CLASS OF 2017
GRADUATE EMPLOYMENT AT A GLANCE

89% of students were hired within 3 months of graduation

94% of students participated in the survey

$91,500*
Average salary (includes base salary and other guaranteed compensation)

$16,250**
Average signing bonus

$48,000 – $190,000
Salary range

140
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

<table>
<thead>
<tr>
<th>INDUSTRY</th>
<th>Average</th>
<th>Minimum</th>
<th>Maximum</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONSULTING</td>
<td>86,000</td>
<td>58,000</td>
<td>120,000</td>
<td>82,000</td>
</tr>
<tr>
<td>CONSUMER PACKAGED GOODS</td>
<td>92,889</td>
<td>65,000</td>
<td>190,000</td>
<td>77,000</td>
</tr>
<tr>
<td>ENERGY / OIL &amp; GAS</td>
<td>78,500</td>
<td>64,000</td>
<td>96,000</td>
<td>82,000</td>
</tr>
<tr>
<td>FINANCIAL SERVICES</td>
<td>91,500</td>
<td>45,000</td>
<td>150,000</td>
<td>84,500</td>
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<tr>
<td>GOVERNMENT</td>
<td>74,500</td>
<td>65,000</td>
<td>90,000</td>
<td>68,000</td>
</tr>
<tr>
<td>HEALTHCARE</td>
<td>72,965</td>
<td>58,000</td>
<td>90,000</td>
<td>73,500</td>
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<tr>
<td>MANUFACTURING</td>
<td>82,335</td>
<td>65,000</td>
<td>120,000</td>
<td>76,000</td>
</tr>
<tr>
<td>ARTS &amp; MEDIA</td>
<td>86,010</td>
<td>68,000</td>
<td>100,000</td>
<td>90,000</td>
</tr>
<tr>
<td>NON PROFIT</td>
<td>65,334</td>
<td>60,000</td>
<td>72,000</td>
<td>64,000</td>
</tr>
<tr>
<td>REAL ESTATE / OTHER</td>
<td>88,200</td>
<td>60,000</td>
<td>100,000</td>
<td>90,000</td>
</tr>
<tr>
<td>RETAIL</td>
<td>85,583</td>
<td>60,000</td>
<td>124,000</td>
<td>79,750</td>
</tr>
<tr>
<td>TECHNOLOGY</td>
<td>98,775</td>
<td>48,000</td>
<td>189,274</td>
<td>84,000</td>
</tr>
</tbody>
</table>

Dash (-) represents insufficient data points.

Class of 2017 at a Glance

MBA STUDENT
UNDERGRADUATE DEGREE BACKGROUND

- Engineering/Math/Science (43%)
- Business/Economics (32%)
- Humanities/Social Sciences (16%)
- Other (9%)

Average Age: 29
Average Years of Work Experience: 5
Average GMAT: 660
GMAT Range: 550-750
Average GPA: 6.1/9.0 (B+)
Male Students: 68%
Female Students: 32%
International Students: 50%
Graduating Class Size (2016-17): 328
## Compensation by Function

<table>
<thead>
<tr>
<th>FUNCTION</th>
<th>SALARY ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Average</td>
</tr>
<tr>
<td><strong>FINANCE &amp; ACCOUNTING</strong></td>
<td></td>
</tr>
<tr>
<td>Accounting</td>
<td>78,043</td>
</tr>
<tr>
<td>Capital Markets / Investment Banking</td>
<td>108,785</td>
</tr>
<tr>
<td>Corporate Finance / Other</td>
<td>78,200</td>
</tr>
<tr>
<td>Leadership Programs</td>
<td>90,875</td>
</tr>
<tr>
<td>Risk Management</td>
<td>84,600</td>
</tr>
<tr>
<td>Retail / Commercial Banking</td>
<td>78,500</td>
</tr>
<tr>
<td>Portfolio Management</td>
<td>95,200</td>
</tr>
<tr>
<td>Financial Analyst</td>
<td>89,600</td>
</tr>
<tr>
<td>Total</td>
<td>92,708</td>
</tr>
<tr>
<td><strong>CONSULTING</strong></td>
<td></td>
</tr>
<tr>
<td>Strategy / Management Consulting</td>
<td>90,900</td>
</tr>
<tr>
<td>Technology Consulting</td>
<td>75,250</td>
</tr>
<tr>
<td>Internal Consulting</td>
<td>87,083</td>
</tr>
<tr>
<td>Total</td>
<td>86,884</td>
</tr>
<tr>
<td><strong>MARKETING / SALES</strong></td>
<td></td>
</tr>
<tr>
<td>Brand / Product Management</td>
<td>83,000</td>
</tr>
<tr>
<td>Other Marketing</td>
<td>90,500</td>
</tr>
<tr>
<td>Sales / Business Development</td>
<td>82,333</td>
</tr>
<tr>
<td>Total</td>
<td>86,851</td>
</tr>
<tr>
<td><strong>GENERAL MANAGEMENT</strong></td>
<td>88,213</td>
</tr>
<tr>
<td><strong>HUMAN RESOURCES</strong></td>
<td>67,500</td>
</tr>
<tr>
<td><strong>INFORMATION TECHNOLOGY</strong></td>
<td>96,077</td>
</tr>
<tr>
<td><strong>OPERATIONS</strong></td>
<td>92,379</td>
</tr>
<tr>
<td><strong>OTHER</strong></td>
<td>88,500</td>
</tr>
</tbody>
</table>

Dash (-) represents insufficient data points.
Companies Recruiting at Schulich

416 Automation Inc.
Aboriginal Business Network
Accenture Canada
Achievers
ADLI Logistics
Advanced Orthomolecular Research
Algoma Central Corporation
Alta Corp Capital
Altus Group
Amazon
American Express Canada
Armstrong Partnership Ltd.
Armtec
Aviva Canada Inc.
Bell Canada
Blake, Cassels & Graydon LLP
Blanc Labs
BlockChainHub
Blue-Zone Technologies Ltd.
BMO Capital Markets
BMO Financial Group
BNP Paribas
BNR Media Group
BottomLine Group
BroadGrain Commodities Inc.
Brookfield Financial
Brookfield Global Integrated Solutions
Brookfield Renewable
Business Sherpa Group
Canada Pension Plan Investment Board
Canadian Armed Services
Canadian Cancer Society
Canadian Pacific Railways
Canadian Tire Corporation, Limited
CanFirst Capital Management
Capgemini Canada
Carpedia International Ltd.
Central Local Health Integration Network
Chubb Insurance Company of Canada
CIBC
Citi Canada
Citi Orient Securities
Citibank Canada
Clifton Blake Realty Advisors
Coinsquare
Collins Barrow
Connect6 Group Inc.
ConnectCPA LLP
Constellation Software Inc.
Cornerstone Capabilities Inc.
CPG Connect
Crane Payment Solutions
CrowdRiff
CSI The CableShoppe Inc.
DB Group
Deloitte
Deloitte Consulting
DOXIM
ecobee
ECOLAB
eCycle Solutions
Eight Capital
Eli Lilly Canada Inc.

“With global networking and career counselling at Schulich, I landed my dream internship in Singapore that helped lay the groundwork for a rewarding career.”

Jia Hui Yan (IMBA ’16)
Senior Consultant, evoQ
The Schulich MBA experience provided the indispensable foundation I needed to start my new career in Marketing.

Ari Sefton (MBA ‘16)
Brand Manager, Kraft Heinz Canada ULC
Companies Recruiting at Schulich (continued)

M
Manulife Financial
Maple Leaf Foods
Maritime Iron Inc.
Mattamy Homes Ltd.
Mavencare
Mawer Investment Management Ltd.
Maxmobo
McKinsey & Company
McMaster University
Medical Eye Consultants
Medwater
Meltwater
Metrolinx
MFS Investment Management
Canada
MHIC Canada Aerospace Inc.
Microdea Inc.
Microsoft
Ministry of Finance
MNP LLP
Moen Inc.
Molson Coors
Monteith Building Group
Mott MacDonald
Mount Sinai Hospital
MSCI
Multi Packaging Solutions
Munich Re
MPAC Municipal Property Assessment Corporation
Muttluks Inc.

N
National Bank Financial
National Bank of Canada
Nestle Canada Inc.
Noble
North Film Co.
Northern Lights Direct
Novo Nordisk Inc.
Nudex Inc.

O
Odette School of Business,
The University of Windsor
Oglen Solutions
OMERS Ventures
On Target Housing Market Analysis & Consumer Research
Oneworld Smart Solutions
Ontario Bioscience Innovation Organization
Ontario Medical Association
Open Capital Advisors
Optimus | SBR
Orange Gate Consulting
Origin Merchant Partners
Orlando Corporation
Osler, Hoskin & Harcourt LLP
Oxford Properties Group
Price Group Corp.
Primus Group
Procter & Gamble Inc.
Prosper Canada
Publish What You Pay Canada
PwC Canada

R
Rapid Access to Medical Specialists Clinic
Raymond James
RBC Capital Markets
RBC Financial Group
Reckitt Benckiser
Region Municipality of York
Region of Peel
Reinhardt Construction
Reliance Comfort Limited Partnership
Restaurant Brands International
Reynolds & Reynolds
Rice Group
Richter LLP

“The Schulich MBA provides business insights from some of the world’s best professors and the opportunity to network with industry leaders.”

Abhishek Nand (MBA ‘15)
Marketing Manager, Digital, BMO Financial Group
“While my engineering degree equipped me with excellent technical skills, the Schulich MBA provided me with the credentials to build a career in management consulting.”

Shanu Utharan (MBA ’17)
Senior Consultant, Deloitte Canada
Meet the Career Development Centre Team

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:

12 years experience

TEAM LEADERSHIP

Robert Hines, JD
Executive Director

Minoo Bhutani, MBA, ACC
Director

Lyla Korhani, MBA, ACC
Associate Director, Corporate Relations

Phanindra Deonandan, MPA, ACC
Associate Director

Mark Freedman, MBA
Manager, Industry Advising

CLIENT SERVICES

Sybil Massey, BA
Team Lead, Client Services

Mindi Chiu, MBA
Recruitment Coordinator

Khushbu Chokshi, BAS
Recruitment Coordinator

Rose Lucibello, BA
Recruitment & Events Coordinator

Michelle Trieu
Career Centre Assistant
INDUSTRY ADVISING

Kathrin Bohr, MBA  
*Industry Advisor*  
Public Sector, Sustainability, Government, Arts & Media

Victoria Cabral, BSc.  
*Industry Advisor*  
Financial Services, Insurance, Real Property and Master of Real Estate and Infrastructure Students

Diana Caradonna, BHRM, ACC  
*Industry Advisor*  
Accounting and Master of Accounting Students

Amir Khan, BA, ACC  
*Industry Advisor*  
Consumer Packaged Goods, Marketing, Retail and Master of Management Students

Elana Markus, BBA  
*Industry Advisor*  
Consumer Packaged Goods, Marketing and Retail

Michael Nadal, ACC  
*Industry Advisor*  
Banking and Master of Finance Students

Bonnie Wong, BCom, CHRL, ACC  
*Industry Advisor*  
Telecommunications, Technology and Entrepreneurship

CORPORATE RELATIONS

Francis Paul, MBA  
*Corporate Relations Specialist*

ADMINISTRATION

Michelle Steiner, BA, B.Ed.  
*Business Relations Coordinator*
CONTACT US

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