Career Development Centre
Schulich School of Business

MBA/IMBA 2018
Employment Report

Siddhant Uppal (MBA ’18)
Cyber Risk Consultant, Risk Advisory, Deloitte
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 2018 EMPLOYMENT BY INDUSTRY

- Financial Services (30%)
- Technology (16%)
- Retail (10%)
- Consulting (10%)
- Other/Law (6%)
- Consumer Packaged Goods (5%)
- Healthcare (5%)
- Manufacturing (5%)
- Real Estate/Other (5%)
- Energy/Oil & Gas (4%)
- Arts & Media/Non Profit (2%)
- Government (2%)

CLASS OF 2018 EMPLOYMENT BY FUNCTION

- Finance & Accounting (23%)
- Consulting (16%)
- Marketing/Sales (15%)
- Operations (14%)
- General Management (11%)
- Information Technology (11%)
- Other (8%)
- Human Resources (2%)

CLASS OF 2018 GRADUATE EMPLOYMENT AT A GLANCE

90% of students were hired within 3 months of graduation

93% of students participated in the survey

$91,940* Average salary (includes base salary and other guaranteed compensation)

$11,950** Average signing bonus

$48,000 – $210,000 Salary range

152 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>92,533</td>
<td>65,000</td>
<td>130,000</td>
<td>90,000</td>
</tr>
<tr>
<td>CONSUMER PACKAGED GOODS</td>
<td>85,250</td>
<td>60,000</td>
<td>100,000</td>
<td>86,250</td>
</tr>
<tr>
<td>ENERGY / OIL &amp; GAS</td>
<td>92,700</td>
<td>65,000</td>
<td>150,000</td>
<td>88,750</td>
</tr>
<tr>
<td>FINANCIAL SERVICES</td>
<td>89,926</td>
<td>60,000</td>
<td>150,000</td>
<td>85,000</td>
</tr>
<tr>
<td>GOVERNMENT</td>
<td>77,000</td>
<td>55,000</td>
<td>85,000</td>
<td>84,000</td>
</tr>
<tr>
<td>HEALTHCARE</td>
<td>82,222</td>
<td>60,000</td>
<td>110,000</td>
<td>80,000</td>
</tr>
<tr>
<td>MANUFACTURING</td>
<td>92,500</td>
<td>65,000</td>
<td>143,000</td>
<td>88,000</td>
</tr>
<tr>
<td>LAW &amp; OTHER</td>
<td>101,588</td>
<td>60,000</td>
<td>210,000</td>
<td>90,000</td>
</tr>
<tr>
<td>NON PROFIT</td>
<td>63,667</td>
<td>50,000</td>
<td>86,000</td>
<td>65,000</td>
</tr>
<tr>
<td>REAL ESTATE</td>
<td>90,875</td>
<td>48,000</td>
<td>110,000</td>
<td>88,000</td>
</tr>
<tr>
<td>TECHNOLOGY</td>
<td>99,630</td>
<td>60,000</td>
<td>160,000</td>
<td>95,000</td>
</tr>
<tr>
<td>RETAIL</td>
<td>91,533</td>
<td>60,000</td>
<td>100,000</td>
<td>90,000</td>
</tr>
</tbody>
</table>

*Dash (-) represents insufficient data points.*

## Class of 2018 at a Glance

### MBA STUDENT UNDERGRADUATE DEGREE BACKGROUNDS

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

### Key Statistics

- **Average Age**: 29
- **Average Years of Work Experience**: 5
- **Average GMAT**: 667
- **GMAT Range**: 550-750
- **Average GPA**: 6.2/9.0 (B+)
- **Male Students**: 65%
- **Female Students**: 35%
- **International Students**: 47%
- **Graduating Class Size (2017-18)**: 360
## Compensation by Function

<table>
<thead>
<tr>
<th>FUNCTION</th>
<th>SALARY ($)</th>
<th>Average</th>
<th>Minimum</th>
<th>Maximum</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FINANCE &amp; ACCOUNTING</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounting</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Capital Markets / Investment Banking</td>
<td>109,000</td>
<td>85,000</td>
<td>150,000</td>
<td>100,000</td>
<td></td>
</tr>
<tr>
<td>Corporate Finance / Other</td>
<td>81,600</td>
<td>60,000</td>
<td>120,000</td>
<td>76,000</td>
<td></td>
</tr>
<tr>
<td>Leadership Programs</td>
<td>96,167</td>
<td>83,500</td>
<td>110,000</td>
<td>95,000</td>
<td></td>
</tr>
<tr>
<td>Risk Management</td>
<td>88,333</td>
<td>85,000</td>
<td>92,000</td>
<td>87,500</td>
<td></td>
</tr>
<tr>
<td>Retail / Commercial Banking</td>
<td>82,171</td>
<td>60,000</td>
<td>92,000</td>
<td>79,600</td>
<td></td>
</tr>
<tr>
<td>Portfolio Management</td>
<td>88,200</td>
<td>72,000</td>
<td>110,000</td>
<td>85,000</td>
<td></td>
</tr>
<tr>
<td>Financial Analyst</td>
<td>82,857</td>
<td>75,000</td>
<td>100,000</td>
<td>80,000</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>90,226</td>
<td>60,000</td>
<td>150,000</td>
<td>88,000</td>
<td></td>
</tr>
<tr>
<td><strong>CONSULTING</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Strategy/Management Consulting</td>
<td>90,667</td>
<td>72,000</td>
<td>110,000</td>
<td>87,500</td>
<td></td>
</tr>
<tr>
<td>Technology Consulting</td>
<td>89,060</td>
<td>80,000</td>
<td>97,500</td>
<td>90,000</td>
<td></td>
</tr>
<tr>
<td>Internal Consulting</td>
<td>88,909</td>
<td>60,000</td>
<td>110,000</td>
<td>84,000</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>89,983</td>
<td>60,000</td>
<td>97,500</td>
<td>90,000</td>
<td></td>
</tr>
<tr>
<td><strong>MARKETING/SALES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand / Product Management</td>
<td>86,250</td>
<td>70,000</td>
<td>118,000</td>
<td>84,000</td>
<td></td>
</tr>
<tr>
<td>Other Marketing</td>
<td>91,000</td>
<td>50,000</td>
<td>110,000</td>
<td>89,000</td>
<td></td>
</tr>
<tr>
<td>Sales/Business Development</td>
<td>91,500</td>
<td>60,000</td>
<td>140,000</td>
<td>93,000</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>90,758</td>
<td>50,000</td>
<td>140,000</td>
<td>87,000</td>
<td></td>
</tr>
<tr>
<td><strong>GENERAL MANAGEMENT</strong></td>
<td>93,636</td>
<td>75,000</td>
<td>140,000</td>
<td>91,000</td>
<td></td>
</tr>
<tr>
<td><strong>HUMAN RESOURCES</strong></td>
<td>65,667</td>
<td>48,000</td>
<td>72,000</td>
<td>65,000</td>
<td></td>
</tr>
<tr>
<td><strong>INFORMATION TECHNOLOGY</strong></td>
<td>94,975</td>
<td>65,000</td>
<td>140,000</td>
<td>93,000</td>
<td></td>
</tr>
<tr>
<td><strong>OPERATIONS</strong></td>
<td>95,207</td>
<td>60,000</td>
<td>160,000</td>
<td>91,000</td>
<td></td>
</tr>
<tr>
<td><strong>OTHER</strong></td>
<td>105,385</td>
<td>50,000</td>
<td>210,000</td>
<td>98,000</td>
<td></td>
</tr>
</tbody>
</table>

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

360 Business Ventures

A
A Thinking Ape Entertainment Ltd.
ABB Group
Abbott Laboratories
AbbVie Inc.
Accenture Canada
ADGA
Adidas
Aditum Health Inc.
Agentis Capital
Aimia Inc.
Air Canada
Aislelabs Inc.
Alectra Energy Solutions
Anson Funds Management
Alexion
Allergan
AllSight
Amazon Canada
Amazon.com
Aptex Inc.
Ambac Assurance Corporation
American Express
Appticiency inc.
Asian Development Bank
Avaya Canada
Avicanna Inc.
Aviva Canada

B
Baffinland Iron Ore Mines
Baldassarra Architects
Barometer Capital Management
Baylis Medical Company
BC Public Service Agency
BCIMC
BDO LLP
Bell Canada
Bennett Jones LLP
BGIS Global Integrated Solutions
Bill Gosling Outsourcing
Black Creek Investment Management Inc.
BlackBerry
Business Talent Group
Blake Cassels & Graydon LLP

BMO Bank of Montreal
BMO Capital Markets
BMO Financial Group
BottomLine Group
Brookfield Asset Management
Bridgeable
British Columbia Investment Management Corporation

C
CAA
Caffe Demetre
Cambridge Global Payments
Cameron Stephens
Mortgage Capital Ltd.
Canaccord Genuity Inc.
Canada Bread Company Limited
Canada Lands Company
Canada Mortgage & Housing Corporation
Canada Pension Plan Investment Board
Canadian Cancer Society
Canadian Coalition for Good Governance
Canadian Nuclear Safety Commission
Canadian Pacific Railway
CENGZ
Canadian Tire Corporation, Limited
Canalyst
Capital One Services
Carpeanda International Ltd
CBRE Caledon Capital Management
Central Local Health Integration Network
CDEV
Celestica
CentreCourt
Ceridian
CGI Canada
Charleston Homes
Chronicle Wealth
Chrysalix VC
Church & Dwight Co., Inc
CI Investments
CIBC
CIBC World Markets
Cidel Financial Group
Cirrus Consulting
Citizen Relations
City of Edmonton
City of Mississauga
Clear Blue Markets
CN
Cointrade
Colliers International
ConMed
Convergence
Corp Agency
Council of Ministers of Education, Canada

D
Damiva Inc.
DanoneWave Canada
Davis Polk Inc
Delmar International Inc.
Deloitte
Deloitte Consulting
Deloitte LLP
Dentsu
Dentsu
Dentsu
Densify
Dickinson Wright
Digitale Group
Driven Brands Canada
DUKE Heights
Dunkley Capital

E
East Room Venture
ecobee
Ecolab
Economical Insurance
Egon Zehnder International Inc.
Ellis Don
EM-One Energy Solutions
Empire Communities
Endress+Hauser Canada Ltd.
Engineers without Borders
Environmental Defense Fund
Equifax Inc.
EquitySim
ExxonMobil
Erissson
Ericsson Canada Inc
Ernst & Young Advisory
Ernst & Young LLP
Exceed Americas
Exchange Bank of Canada
Exhibition Place
Export Development Canada

F
Farm Credit Canada
Fidelity Investments
Fields Institute for Research in Mathematical Sciences
Fintros
First Derivatives
Flawless by Friday
Fortay
Fortigo Freight Services
Foundation for Environmental Stewardship
Foundation Markets Inc.
Four Seasons Hotel and Resorts
FourStryx
Free The Children
Freedom 55 Financial
Fusion Analytics

G
Gedcor Group Ltd.
General Dynamics Land Systems
General Mills Canada
General Motors
Gentera
Global Finance Fund Inc.
Good & Well Inc.
Google
Government of Canada
Government of Ontario
Gowlings WLG
“With its international work term and networking opportunities, the Schulich IMBA exceeded my expectations and allowed me to reach the next level of my career.”

Sophie Bertrand (IMBA ’16)
Manager, Health, Safety & Sustainable Development
Yamana Gold
Companies Recruiting at Schulich (continued)

M
Macquarie Group
Magnet Search Group
Manulife
Maple Leaf Foods
Maple Leaf Sports & Entertainment Ltd.
Markham Board of Trade
MaRS Discovery District
MaRS Investment
Accelerator Fund
Marsan Foods
Martin Brower
Mattamy Homes Ltd.
Mawer Investment Management Ltd.
McDonald's Restaurants of Canada
Meridian Credit Union
McGill University
Mckesson Canada
McMaster University
MedAvante Prophase – WCG group
MedCan
Metroland Media
Meltwater
Mercer
Metrolinx
Microsoft Canada
Ministry of Finance
Minto Counselling Centre
Minto Group
Momentum Group
Momentum London
Mondelez
Moneris Solutions
Morgan Stanley Canada Ltd.
Mott MacDonald
Mount Sinai Hospital
MSCI
MTCG and Associates Inc.
Munich Re
Municipal Property Assessment Corporation
My University Advisor
MyPlanet

N
National Bank Financial
NIBC
National Tire Distributors
NBS Payment Solution
Neal's Sweet n Nice Foods Inc
Neuberger Berman
NexTec Consulting Canada Inc.
NHL
NOC Development
Normative Inc.
North60 Technologies
Norton Rose
Nuco
Nudestix Inc.
Northbridge Insurance

O
Ontario Bioscience Innovation Organization
Ontario Lottery and Gaming Corporation
Ontario Ministry of Community Safety and Correctional Services
Ontario Teachers Pension Plan
Optimus SBR
OPTrust
Oracle Corporation
Orange Gate Consulting
Order Dynamics
Owens Wright
Oxford Properties

P
PagerDuty
Pala Investments Limited
PayPal Canada
Paytm
Pelmorex Media Inc
PepsiCo Canada
PetSmart Inc.
Philips
Phyxter
Pond Technologies
Porsche Cars Canada Ltd
PR Exchange Group of Companies Inc.
President's Choice
Preston Human Capital Group
Procter & Gamble
Progistix Solutions
Prosper Canada
Publish What You Pay Canada
Purpose Capital
PW Portfolio Analytics
PwC Canada

Q
Quandl
QuintilesIMS

R
R&D Partners
Rapid Access to Medical Specialists Clinic
Raymond James Ltd
RBC Capital Markets
RBC Financial Group
RBC Insurance
Redev Properties
Ren Capital Group
Renin Canada Corporation
RepRisk Inc.
Restaurant Brands International
Retalon Inc.
Rodmell & Co
Revenue Management Labs
Reynolds & Reynolds
Richmond Hill Philharmonic Orchestra
Richmond Traders Inc.
RightBlue Labs
Rogers Communications
RioCan Management Inc.
Rite-Hite
Ronco
Rosedale Academy
Rosenzweig & Company Inc.
Rothmans, Benson & Hedges Inc.
RPA Inc.
RSM Canada

S
S&P Data LLC
SAI Global
SaleSpider Media
Salient Medical Solutions
Samsung Electronics America
SAP Canada
Sapient Global Markets
Sapling Financial Consultants
Scadding Court Community Centre
Schneider Electric Energy & Sustainability Services
Schulich School of Business
Scotiabank
Sone Rovet Chasson LLP
Shoppers Drug Mart
SickKids Foundation
Simplii Home
SJG
Smucker Foods of Canada Corp.
Southmedic Inc.
Softchoice
Solutia Cloudworks
Specialisterne Canada
Spinal Cord Injury Ontario
Starlight Investments
Starseed Medicinal Inc.
StarTech.com
Stafflo
StepStone Group
SteriMax Inc.
Stikeman Elliott
Stillwater Capital Corporation
Strategic Insight
Studio71
Sunlife Financial
Suslop Inc.
Sustainalytics
Synopsys
Synqrinus
“My Schulich MBA prepared me to learn fast and adapt quickly to constant changes. I am now prepared to make a positive impact as a business leader with an essential toolkit to succeed.”

Boris Remes (Part-time Accelerated MBA ’18)
Manager, Higher Education, Deloitte
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:
12 years experience

TEAM LEADERSHIP

Robert Hines, JD
Executive Director

Minoo Bhutani,
MBA, ACC
Director

Phanindra Deonandan,
MPA, ACC
Associate Director,
Career Coaching

Mark Freedman, MBA
Manager,
Industry Advising

CAREER COACHING

Amir Khan, BA, ACC
Career Coach

Christopher Symonds,
BA, CMF
Career Coach
CONTACT US
Career Development Centre
Schulich School of Business, York University
Richard E. Waugh Suite, N202
4700 Keele Street, Toronto, Ontario
Canada M3J 1P3
(416) 736-5080
Students: career@schulich.yorku.ca
Employers: recruit@schulich.yorku.ca

schulich.yorku.ca/careerportal