

CAREER MANAGEMENT CENTER

# 2019 EMPLOYMENT REPORT

COLLABORATIVE LEADERS  
DRIVING IMPACTFUL RESULTS

# CAREER MANAGEMENT CENTER

CUSTOMIZED RECRUITMENT,  
MEANINGFUL RELATIONSHIPS

The Kellogg School of Management's employment outcomes illustrate a continuous strong demand for Kellogg talent. The Full-Time MBA Class of 2019 encompasses a range of professional and academic backgrounds, united by a passion for leadership and success through collaboration.

Kellogg's innovative curriculum allows students to grow their balanced and dynamic skill sets and master a multidisciplinary approach to solving complex business problems. They had transformative experiences in the classroom and in real-world settings, supported by the Kellogg community of alumni, faculty, employers and Career Management Center staff.

Thanks to your partnership, 98% of the graduating Full-Time MBA class received an offer within three months of graduating. This highlights Kellogg's ability to empower students to compete successfully for jobs with top MBA employers across industries and functions.

Thank you for your commitment and collaboration, which are essential in achieving these career outcomes. We look forward to deepening relationships with our current recruiting partners and creating connections with new ones.

Sincerely,



**Liza Kirkpatrick**

Managing Director, Full-Time MBA Program,  
Career Management Center

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Organizations can learn more about recruiting at Kellogg at the Career Management Center employer website: [kellogg.northwestern.edu/career/employer.aspx](http://kellogg.northwestern.edu/career/employer.aspx)

Please note that this 2019 Employment Report, along with the 2015-2018 Employment Reports, includes data from only the 1Y, 2Y and MMM programs. This differs from previous years' employment reports, which included data from the 1Y, 2Y, JD-MBA and MD/MBA programs, Evening & Weekend MBA Program on-campus recruiting and sponsored populations. As a result, benchmarking this report against previous reports is not advised.

# CONTENTS

<b>1</b>	<b>EXECUTIVE SUMMARY</b>	
<b>4</b>	<b>FULL-TIME CLASS OF 2019 EMPLOYMENT</b>	
<b>5</b>	Full-Time Class of 2019 Profile	
	<b>MAJOR INDUSTRIES</b>	
<b>6</b>	Major Industries, 2015–2019	
<b>7</b>	Base Salary Acceptances by Industry	
<b>8</b>	Sign-On Bonus Acceptances by Industry	
	<b>MAJOR FUNCTIONS</b>	
<b>9</b>	Major Functions, 2015–2019	
<b>10</b>	Base Salary Acceptances by Function	
<b>11</b>	Sign-On Bonus Acceptances by Function	
	<b>BASE SALARIES, SOURCES AND MAJOR EMPLOYERS</b>	
<b>12</b>	Base Salary Acceptances by Geographic Region	
<b>13</b>	Base Salary Acceptances by Work Experience and Undergraduate Degree Major Employers Sources of Accepted Full-Time Job Offers	
<b>14</b>	<b>FULL-TIME CLASS OF 2020 SUMMER INTERNSHIPS</b>	
<b>15</b>	Class of 2020 Summer Internship Profile	
<b>16</b>	Major Industries Chosen by Summer Interns, 2015–2019	
<b>17</b>	Monthly Salaries of Summer Interns by Industry	
<b>18</b>	Major Functions Chosen by Summer Interns, 2015–2019	
<b>19</b>	Monthly Salaries of Summer Interns by Function	
<b>20</b>	Major Employers of Summer Interns Sources of Accepted Internship Job Offers	
<b>21</b>	<b>RECRUITING PARTNERS</b>	
<b>25</b>	<b>CAREER MANAGEMENT CENTER</b>	

A photograph of two women sitting at a table in a library, engaged in conversation. The woman on the right is smiling and wearing glasses. The woman on the left is seen in profile, also wearing glasses. The background is filled with bookshelves. The entire image has a purple color overlay.

# EXECUTIVE SUMMARY

This 2019 Employment Report offers information about the graduating Kellogg Full-Time MBA Class of 2019, as well as the internship outcomes for Class of 2020. Data includes graduates and students from our One-Year MBA, Two-Year MBA and MMM Programs.



# KELLOGG GRADUATES ARE HIGH-IMPACT, LOW-EGO, INCLUSIVE LEADERS WHO BRING LASTING VALUE TO LEAVE A LASTING IMPRESSION ON ORGANIZATIONS

## DISTINCTIVE KELLOGG LEADERSHIP

Kellogg graduates provide the kind of collaborative and strategic leadership that allows them to break boundaries across organizations and sectors.

This unique talent stems from our emphasis on general management skills — a multidisciplinary approach to solving today's tough business problems — and core capabilities in data analytics and operations. Our students have dynamic skill sets and a global acuity built from transformative experiences in and out of the classroom.

These attributes are why Kellogg graduates continue to be in strong demand from companies across a wide range of industries, including technology, finance, healthcare, consulting and CPG. Kellogg leaders also excel at navigating complex, matrixed organizations. Regardless of size or industry, Kellogg leaders have a lasting impact on a company's success.

## THE KELLOGG CAREER MANAGEMENT CENTER PARTNERSHIP

The Kellogg CMC is a recognized industry leader that partners with students and employers throughout the recruitment process. We connect employers with students for internship and full-time job opportunities through the traditional on-campus recruiting process, as well as non-traditional real-time hiring. Custom recruiting strategies offer resources for areas that sit at the intersection of key industries such as finance and technology. The bottom line: the Kellogg CMC helps companies find the right talent for lasting relationships and mutual, beneficial growth.



# CONNECTING RECRUITERS TO STUDENTS

THE KELLOGG CMC CONNECTS STUDENTS AND RECRUITERS SO THEY CAN BUILD MEANINGFUL RELATIONSHIPS.

HERE ARE SOME KEY PIECES OF INSIGHT FOR RECRUITERS TO HELP BUILD THESE CONNECTIONS.

## MBA RECRUITMENT PILLARS

### MBA RECRUITING IS RELATIONSHIP-BASED

Kellogg students are most compelled to engage and consider employment offers when recruiters build meaningful relationships with students. We encourage recruiters to reach out directly to students, introduce them to other people at their organizations and invite students to attend a presentation or company event.

### CREATE A STRONG EMPLOYER BRAND

As a recruiter, one of your most compelling assets is a strong employer brand. Articulating a clear and consistent value proposition will help better attract students. This includes visibility into a company's values, culture and experiential opportunities. Kellogg students are eager to learn how they will fit into an organization and make an impact. All company representatives should be well versed in communicating the employer brand and making connections between recruiter and student.

### ENGAGE WITH STUDENTS THROUGHOUT THE ACADEMIC YEAR

In addition to their on-campus recruiting efforts, employers have enjoyed significant success in recruiting through the Kellogg Job Board throughout the academic year and into the spring and summer. Successful recruiters use multiple channels and student touchpoints, including experiential learning and engagement with student clubs.

## KELLOGG RECRUITMENT CHANNELS

### ON-CAMPUS RECRUITING AND EVENTS

Learn how Kellogg can bring you closer to the top talent you seek.

### KELLOGG JOB BOARD

Connect with both students and alumni; ideal for real-time recruiting.

### RÉSUMÉ DATABASE

Tap into the deep end of the talent pool to fill specific requirements.

### EXPERIENTIAL LEARNING PROJECTS

Gain practical, real-world exposure to highly motivated talent.

### 80 SPECIAL INTEREST STUDENT CLUBS

Get involved with the clubs that align best with your industry and needs.

### CUSTOMIZED STRATEGY

Develop an approach in partnership with CMC for immediate or niche talent needs.





FULL-TIME CLASS OF 2019  
**EMPLOYMENT**



# PROFILE

FULL-TIME CLASS OF 2019\*

## GRADUATES AT A GLANCE

### DEMOGRAPHICS

<b>Students graduating in the Full-Time Class of 2019</b>	<b>682</b>
One-Year MBA students	139
Two-Year MBA students	478
MMM students <sup>1</sup>	65
<b>Age range at graduation<sup>2</sup></b>	<b>25-38</b>
<b>Work experience range (middle 80%)<sup>2</sup></b>	<b>3.5-7 years</b>
<b>Women<sup>2</sup></b>	<b>40%</b>
<b>U.S. Minority<sup>2</sup></b>	<b>24%</b>
<b>International citizenship<sup>2</sup></b>	<b>33%</b>

### GEOGRAPHIC REGION OF MBA ENTRANTS<sup>2</sup>

<b>Mid-Atlantic</b>	<b>8.5%</b>
<b>Midwest</b>	<b>19.0%</b>
<b>Northeast</b>	<b>16.8%</b>
<b>South</b>	<b>4.4%</b>
<b>Southwest</b>	<b>4.3%</b>
<b>West</b>	<b>16.2%</b>
<b>U.S. Military Base</b>	<b>0.3%</b>
<b>International</b>	<b>30.3%</b>
Africa	0.6%
Australia and Pacific Islands	0.4%
Canada	2.1%
Central and South Asia	5.3%
East and Southeast Asia	9.1%
Eastern Europe	0.7%
Mexico, Caribbean and Latin America	7.2%
Middle East	1.5%
Western Europe	3.4%

## EMPLOYMENT SNAPSHOT

### EMPLOYMENT SUMMARY

<b>Total seeking employment</b>	<b>555</b>
<b>Not seeking employment</b>	
Company-sponsored/already employed	107
Continuing education	1
Postponing job search	4
Starting a new business <sup>3</sup>	12
Not seeking employment (other)	1
<b>Total not seeking employment</b>	<b>125</b>
<b>Not reported</b>	<b>2</b>
<b>Total students</b>	<b>682</b>

### TIMING OF OFFERS/ACCEPTANCES<sup>4</sup>

<b>By graduation</b>	
Student received a job offer	88.5%
Student accepted a job	84.1%
<b>By three months post-graduation</b>	
Student received a job offer	97.5%
Student accepted a job	95.0%

\* Percentages have been rounded to the nearest whole number and may not add up to 100%

<sup>1</sup> Dual-degree (MBA+MEM) program in design and operations

<sup>2</sup> Data based on 2YMBA and MMM entrants in Fall 2017 and 1YMBA entrants in Summer 2018

<sup>3</sup> Students exclusively focused on starting a new business

<sup>4</sup> Percentage of students who were seeking employment

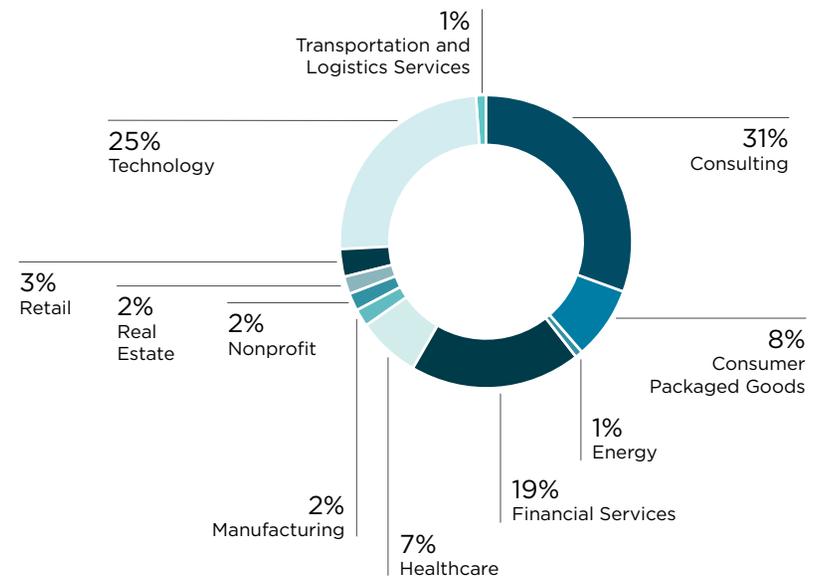


# MAJOR INDUSTRIES

CHOSEN BY GRADUATES 2015-2019<sup>1</sup>

INDUSTRY	ACCEPTANCES (%)				
	2019	2018	2017	2016	2015
Consulting	31%	30%	33%	33%	35%
Consumer Packaged Goods	8%	7%	12%	14%	12%
Energy	1%	1%	1%	2%	*
Financial Services	19%	14%	13%	13%	19%
Healthcare	7%	7%	6%	7%	5%
Manufacturing	2%	4%	4%	3%	3%
Media/Entertainment	*	1%	*	1%	*
Nonprofit	2%	1%	*	*	*
Real Estate	2%	3%	2%	3%	2%
Retail	3%	3%	3%	2%	4%
Technology	25%	28%	25%	22%	15%
Transportation and Logistics Services	1%	1%	*	1%	1%

JOB ACCEPTANCES BY INDUSTRY



<sup>1</sup> Percentages have been rounded to the nearest whole number and may not add up to 100%  
\* Less than 1% of accepted jobs



# BASE SALARY ACCEPTANCES

BY INDUSTRY, FULL-TIME CLASS OF 2019<sup>1</sup>

INDUSTRY	PERCENT(%)	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>Agribusiness</b>	<b>0.2</b>	*	*	*	*
<b>Consulting</b>	<b>31.0</b>	<b>80,452</b>	<b>170,000</b>	<b>150,603</b>	<b>160,000</b>
<b>Consumer Packaged Goods</b>	<b>8.0</b>	<b>70,000</b>	<b>165,000</b>	<b>121,074</b>	<b>115,000</b>
Apparel/Textiles	0.8	135,000	142,100	136,775	135,000
Electronics	0.2	*	*	*	*
Food and Beverage	3.7	70,000	157,500	119,898	117,500
Household/Personal	2.3	98,000	155,000	115,333	110,000
Luxury Goods	0.4	*	*	*	*
Other Consumer Packaged Goods	0.6	*	*	*	*
<b>Energy</b>	<b>0.8</b>	<b>110,000</b>	<b>137,000</b>	<b>124,250</b>	<b>125,000</b>
<b>Financial Services</b>	<b>18.5</b>	<b>50,000</b>	<b>300,000</b>	<b>147,473</b>	<b>150,000</b>
Diversified Financial Services	1.0	120,000	200,000	137,600	121,500
General Financial Services	0.2	*	*	*	*
Hedge Funds	0.2	*	*	*	*
Insurance	0.8	120,000	138,500	129,625	130,000
Investment Banking/Brokerage	5.7	73,500	250,000	148,667	150,000
Investment Management	1.7	120,000	175,000	139,444	130,000
Private Equity	7.4	97,500	300,000	156,735	150,000
Venture Capital	1.3	50,000	162,500	122,083	125,000
Other Financial Services	0.2	*	*	*	*
<b>Healthcare</b>	<b>6.5</b>	<b>60,000</b>	<b>275,000</b>	<b>128,794</b>	<b>125,000</b>
Biotechnology	0.2	*	*	*	*
General Healthcare	0.8	115,000	125,000	121,250	122,500
Medical Devices	0.8	*	*	*	*
Pharmaceutical Manufacturers	0.8	118,000	135,000	127,000	127,500
Pharmaceutical Other	0.8	120,000	137,000	129,250	130,000
Providers and Services	2.9	60,000	275,000	135,250	130,000
Other Healthcare	0.2	*	*	*	*
<b>Hospitality</b>	<b>0.2</b>	*	*	*	*

INDUSTRY	PERCENT(%)	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>Manufacturing</b>	<b>2.3</b>	<b>112,000</b>	<b>145,000</b>	<b>124,151</b>	<b>120,000</b>
Automotive	0.4	*	*	*	*
Chemicals	0.4	*	*	*	*
General Manufacturing	0.6	*	*	*	*
Other Manufacturing	0.9	112,000	120,000	117,283	120,000
<b>Media/Entertainment</b>	<b>0.4</b>	*	*	*	*
<b>Nonprofit</b>	<b>1.5</b>	<b>75,000</b>	<b>122,000</b>	<b>90,500</b>	<b>87,500</b>
<b>Real Estate</b>	<b>1.9</b>	<b>70,000</b>	<b>150,000</b>	<b>112,500</b>	<b>117,500</b>
Commercial	0.9	90,000	150,000	112,000	100,000
General Real Estate	0.4	*	*	*	*
Residential	0.2	*	*	*	*
Services	0.2	*	*	*	*
Other Real Estate	0.2	*	*	*	*
<b>Retail</b>	<b>2.7</b>	<b>90,000</b>	<b>177,000</b>	<b>120,845</b>	<b>112,500</b>
<b>Technology</b>	<b>25.1</b>	<b>68,000</b>	<b>270,000</b>	<b>133,075</b>	<b>133,500</b>
EdTech	0.2	*	*	*	*
Equipment/Hardware/Networking	2.9	115,000	163,000	139,900	140,000
FinTech	1.5	100,000	150,000	130,256	135,000
General Technology	6.1	76,530	160,000	135,048	132,500
HealthTech	0.8	105,000	140,000	124,375	126,250
Internet Services/E-Commerce	6.7	68,000	270,000	127,642	130,000
Software	6.3	106,000	175,000	135,763	137,500
Telecommunications Services	0.2	*	*	*	*
Other Technology	0.4	*	*	*	*
<b>Transportation and Logistics Services</b>	<b>0.9</b>	<b>110,000</b>	<b>151,030</b>	<b>125,606</b>	<b>111,000</b>



# SIGN-ON BONUS ACCEPTANCES

BY INDUSTRY, FULL-TIME CLASS OF 2019\*

INDUSTRY	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>Consulting</b>	<b>1,500</b>	<b>70,000</b>	<b>29,193</b>	<b>30,000</b>
<b>Consumer Packaged Goods</b>	<b>5,000</b>	<b>50,000</b>	<b>27,571</b>	<b>25,000</b>
Apparel/Textiles	20,000	25,000	23,750	25,000
Food and Beverage	5,000	40,000	27,059	30,000
Household/Personal	15,000	50,000	31,500	35,000
<b>Financial Services</b>	<b>10,000</b>	<b>157,500</b>	<b>44,092</b>	<b>40,000</b>
Diversified Financial Services	15,000	50,000	34,375	36,250
Investment Banking/Brokerage	15,000	157,500	57,975	57,500
Investment Management	25,000	53,500	37,083	37,000
<b>Healthcare</b>	<b>2,000</b>	<b>40,000</b>	<b>22,393</b>	<b>25,000</b>
Medical Devices	20,000	30,000	22,500	20,000
Providers and Services	2,000	35,000	17,462	15,000
<b>Manufacturing</b>	<b>20,000</b>	<b>96,000</b>	<b>32,000</b>	<b>23,500</b>
Other Manufacturing	20,000	30,000	23,000	20,000
<b>Retail</b>	<b>5,000</b>	<b>50,000</b>	<b>27,000</b>	<b>30,000</b>
<b>Technology</b>	<b>2,500</b>	<b>150,000</b>	<b>32,608</b>	<b>28,000</b>
Equipment/Hardware/Networking	10,000	60,000	39,813	40,000
General Technology	10,000	50,000	30,536	30,000
Internet Services/E-Commerce	5,000	150,000	41,902	29,000
Software	5,000	55,000	24,052	20,000

\* This table includes only those industries where at least 50% of accepted offers reported a sign-on bonus; for the Class of 2019, 82% of accepted offers reported receiving a sign-on bonus

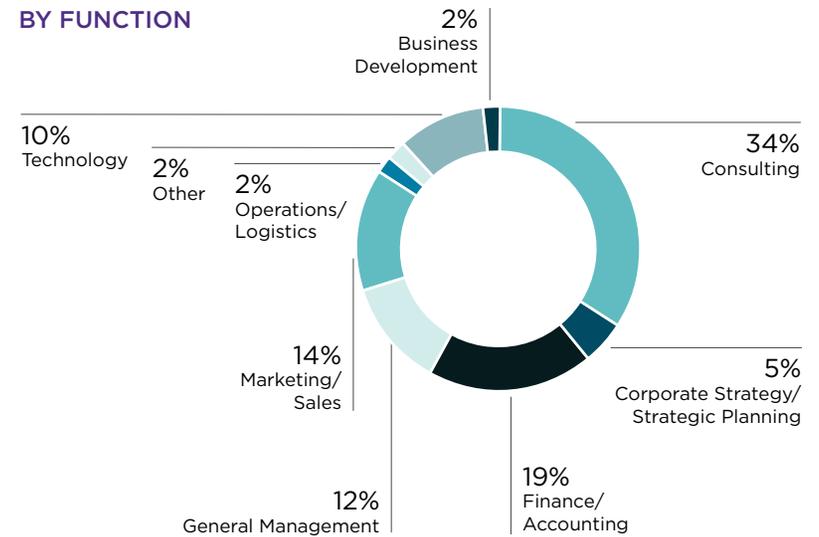


# MAJOR FUNCTIONS

CHOSEN BY GRADUATES 2015-2019<sup>1</sup>

FUNCTION	ACCEPTANCES (%)				
	2019	2018	2017	2016	2015
Business Development	2%	2%	4%	3%	3%
Consulting	34%	32%	34%	33%	35%
Corporate Strategy/Strategic Planning	5%	2%	5%	5%	4%
Finance/Accounting	19%	13%	14%	16%	18%
General Management	12%	12%	9%	8%	8%
Human Resources	0%	1%	*	1%	*
Marketing/Sales	14%	19%	19%	20%	20%
Operations/Logistics	2%	2%	3%	3%	3%
Other	2%	8%	6%	6%	5%
Technology	10%	10%	6%	4%	4%

JOB ACCEPTANCES BY FUNCTION



<sup>1</sup> Percentages have been rounded to the nearest whole number and may not add up to 100%  
\* Less than 1% of accepted jobs



# BASE SALARY ACCEPTANCES

BY FUNCTION, FULL-TIME CLASS OF 2019<sup>1</sup>

FUNCTION	PERCENT(%)	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>Business Development</b>	<b>2.3</b>	<b>70,000</b>	<b>150,000</b>	<b>123,841</b>	<b>130,000</b>
<b>Consulting</b>	<b>34.0</b>	<b>80,452</b>	<b>175,000</b>	<b>148,817</b>	<b>152,500</b>
<b>Corporate Strategy/Strategic Planning</b>	<b>4.8</b>	<b>76,530</b>	<b>177,000</b>	<b>130,073</b>	<b>130,000</b>
<b>Finance/Accounting</b>	<b>18.5</b>	<b>50,000</b>	<b>300,000</b>	<b>142,932</b>	<b>150,000</b>
Accounting	0.2	*	*	*	*
Analyst/Research	0.2	*	*	*	*
Corporate Development	1.1	75,000	140,000	116,315	122,500
Corporate Finance	0.9	77,645	151,030	118,419	122,500
General Finance	0.8	111,000	142,100	123,700	118,000
Investment Banking	5.5	73,500	250,000	149,104	150,000
Investment Management	2.6	97,500	270,000	163,036	152,500
Mergers & Acquisitions within Company	1.7	125,000	300,000	169,444	160,000
Other Finance	0.8	135,000	200,000	158,125	148,750
Private Client Services/ Wealth Management	0.6	*	*	*	*
Private Equity	1.3	100,000	200,000	132,236	121,708
Restructure/Turnaround	0.2	*	*	*	*
Risk Management	0.2	*	*	*	*
Venture Capital	0.8	50,000	120,000	102,500	120,000
Real Estate Asset/ Property Management	0.2	*	*	*	*
Real Estate Development/Construction	0.8	115,000	150,000	126,250	120,000
Real Estate Finance	0.6	*	*	*	*
<b>General Management</b>	<b>11.7</b>	<b>68,000</b>	<b>175,000</b>	<b>127,298</b>	<b>130,000</b>
General Management	6.9	71,000	175,000	133,167	135,000
Project Management	0.9	70,187	133,500	107,737	130,000
Retail Management	0.2	*	*	*	*
Rotational/Development Program	2.8	120,000	160,000	129,806	125,000
Service Operations	0.2	*	*	*	*
Other General Management	0.6	*	*	*	*

FUNCTION	PERCENT(%)	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>Marketing/Sales</b>	<b>13.8</b>	<b>90,000</b>	<b>270,000</b>	<b>125,253</b>	<b>120,000</b>
Buyer/Merchandising	0.2	*	*	*	*
Brand Management	8.2	95,000	270,000	125,220	118,000
Communications/Public Relations	0.2	*	*	*	*
General Marketing	2.8	105,000	165,000	124,750	120,000
Merchandising/Retail	0.6	*	*	*	*
Product Development	0.6	*	*	*	*
Product Marketing Management	0.6	*	*	*	*
Research/Consumer Insights	0.2	*	*	*	*
Sales	0.2	*	*	*	*
Other Marketing/Sales	0.2	*	*	*	*
<b>Operations/Logistics</b>	<b>2.5</b>	<b>70,000</b>	<b>150,000</b>	<b>129,217</b>	<b>137,500</b>
Operations/Production	2.1	70,000	150,000	127,060	135,000
Purchasing	0.2	*	*	*	*
Supply Chain/Logistics	0.2	*	*	*	*
<b>Other</b>	<b>2.1</b>	<b>60,000</b>	<b>275,000</b>	<b>126,500</b>	<b>120,000</b>
Administration	0.4	*	*	*	*
Corporate Social Responsibility	0.2	*	*	*	*
Data Analytics/Data Science	0.4	*	*	*	*
Economic Analysis/Research	0.4	*	*	*	*
Education (Administrator/Faculty)	0.2	*	*	*	*
Entrepreneurship	0.2	*	*	*	*
Healthcare/Medical Professional	0.4	*	*	*	*
<b>Technology</b>	<b>10.3</b>	<b>94,000</b>	<b>180,000</b>	<b>135,533</b>	<b>135,000</b>
Business Analysis and Design	0.9	112,000	170,000	136,800	130,000
E-Commerce/Internet/ Website Management	0.4	*	*	*	*
General Technology	3.1	100,000	175,000	137,806	140,000
Product Management	5.9	94,000	180,000	134,835	135,000



# SIGN-ON BONUS ACCEPTANCES

BY FUNCTION, FULL-TIME CLASS OF 2019<sup>1</sup>

FUNCTION	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>Business Development</b>	<b>5,000</b>	<b>150,000</b>	<b>42,738</b>	<b>15,950</b>
<b>Consulting</b>	<b>1,500</b>	<b>70,000</b>	<b>28,977</b>	<b>30,000</b>
<b>Corporate Strategy/Strategic Planning</b>	<b>5,000</b>	<b>50,000</b>	<b>25,263</b>	<b>25,000</b>
<b>Finance/Accounting</b>	<b>6,470</b>	<b>157,500</b>	<b>42,844</b>	<b>40,000</b>
Corporate Development	15,000	40,000	27,500	27,500
Corporate Finance	6,470	75,000	34,118	27,500
Investment Banking	15,000	157,500	57,975	57,500
Mergers & Acquisitions within Company	15,000	50,000	29,000	25,000
<b>General Management</b>	<b>5,000</b>	<b>96,000</b>	<b>29,553</b>	<b>25,000</b>
General Management	10,000	50,000	27,005	25,000
Rotational/Development Program	5,000	96,000	27,571	25,000
<b>Marketing/Sales</b>	<b>2,000</b>	<b>60,000</b>	<b>26,839</b>	<b>25,000</b>
Brand Management	5,000	60,000	29,861	30,000
General Marketing	5,000	50,000	26,250	27,500
<b>Operations/Logistics</b>	<b>25,000</b>	<b>80,000</b>	<b>43,571</b>	<b>40,000</b>
Operations / Production	25,000	80,000	44,167	37,500
<b>Technology</b>	<b>2,500</b>	<b>110,000</b>	<b>29,092</b>	<b>25,000</b>
Business Analysis and Design	10,000	50,000	25,000	20,000
General Technology	5,000	60,000	28,167	25,000
Product Management	2,500	110,000	28,630	25,000

<sup>1</sup> This table includes only those functions where at least 50% of accepted offers reported a sign-on bonus; for the Class of 2019, 82% of accepted offers reported receiving a sign-on bonus



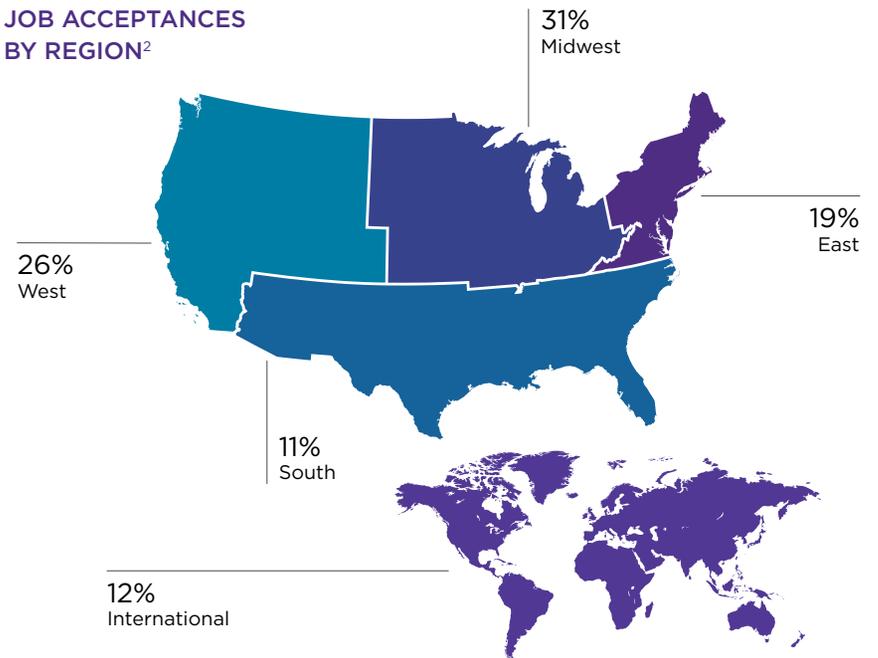
# GEOGRAPHIC REGION

FULL-TIME CLASS OF 2019<sup>1</sup>

REGION	PERCENT(%)	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>UNITED STATES</b>	<b>87.8</b>	<b>60,000</b>	<b>300,000</b>	<b>141,464</b>	<b>145,000</b>
<b>Mid-Atlantic</b>	<b>2.7</b>	<b>97,500</b>	<b>165,000</b>	<b>139,000</b>	<b>134,250</b>
Philadelphia Metro	0.8	125,000	165,000	138,375	131,750
Washington, D.C. Metro	1.1	97,500	165,000	145,417	157,500
Other Mid-Atlantic	0.8	125,000	140,000	130,000	127,500
<b>Midwest</b>	<b>31.3</b>	<b>85,000</b>	<b>300,000</b>	<b>141,382</b>	<b>150,000</b>
Chicago Metro	26.0	85,000	250,000	143,045	150,000
Detroit Metro	0.4	*	*	*	*
Minneapolis Metro	1.7	108,000	165,000	131,379	120,000
Other Midwest	3.2	98,000	300,000	132,182	115,000
<b>Northeast</b>	<b>16.4</b>	<b>70,000</b>	<b>270,000</b>	<b>140,573</b>	<b>150,000</b>
Boston Metro	3.8	75,000	270,000	140,289	135,000
N.Y.C. Metro	10.9	70,000	200,000	138,896	150,000
Other Northeast	1.7	130,000	165,000	155,000	165,000
<b>South</b>	<b>3.1</b>	<b>60,000</b>	<b>165,000</b>	<b>142,407</b>	<b>152,500</b>
Atlanta Metro	1.3	110,000	165,000	151,071	160,000
Miami Metro	0.6	*	*	*	*
Other South	1.1	60,000	150,000	117,720	119,600
<b>Southwest</b>	<b>8.2</b>	<b>70,000</b>	<b>250,000</b>	<b>141,405</b>	<b>150,000</b>
Dallas Metro	2.9	100,000	167,000	142,267	150,000
Houston Metro	1.3	90,000	165,000	139,286	140,000
Phoenix Metro	0.2	*	*	*	*
Other Southwest	3.8	70,000	250,000	143,158	150,000
<b>West</b>	<b>26.1</b>	<b>73,000</b>	<b>270,000</b>	<b>142,279</b>	<b>140,000</b>
Los Angeles Metro	3.4	110,000	180,000	151,389	157,500
Orange County	0.8	120,000	150,000	127,500	120,000
San Francisco Metro	16.4	110,000	270,000	144,918	141,000
Seattle Metro	4.2	110,000	165,000	135,068	130,000
Other West	1.3	73,000	135,000	118,286	120,000

REGION	PERCENT(%)	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>INTERNATIONAL</b>	<b>12.2</b>	<b>50,000</b>	<b>275,000</b>	<b>115,196</b>	<b>110,898</b>
Africa	0.2	*	*	*	*
Asia	7.1	50,000	200,000	117,318	120,000
Central America and the Caribbean	0.4	*	*	*	*
Europe-Free Trade Zone	1.0	100,000	115,000	108,075	108,650
Middle East and North Africa	0.2	*	*	*	*
North America (non-U.S.)	0.4	*	*	*	*
South America	3.1	86,000	165,000	107,808	100,000

## JOB ACCEPTANCES BY REGION<sup>2</sup>



\* Reporting numbers insufficient to provide salary data

<sup>1</sup> 97% of job-accepting graduates reported usable salary information

<sup>2</sup> Percentages have been rounded to the nearest whole number and may not add up to 100%



# BASE SALARY ACCEPTANCES

FULL-TIME CLASS OF 2019

## BY WORK EXPERIENCE\*

YEARS OF EXPERIENCE	PERCENT(%)	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
1 to 3 years	0.4	*	*	*	*
3 to 5 years	58.4	68,000	275,000	139,527	142,000
More than five years	41.2	50,000	300,000	136,698	135,000

## BY UNDERGRADUATE DEGREE

DEGREE	PERCENT(%)	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
Business	32.6	50,000	300,000	140,386	143,550
Technical	29.4	70,000	275,000	135,095	137,750
Other	38.0	60,000	250,000	138,981	140,000

# SOURCES OF ACCEPTED FULL-TIME JOB OFFERS

FULL-TIME CLASS OF 2019

SCHOOL-FACILITATED	74.8%	STUDENT-INITIATED	25.2%
Alumni Referral	5.2%	Conference	0.2%
Kellogg Job Board posting	7.7%	External Job Board	3.5%
Off-Campus interview (school-facilitated)	3.1%	Off-Campus interview (student initiative)	12.5%
On-Campus interview	16.8%	Previous Employer	2.5%
Resume Book	0.8%	Summer employer (student initiative)	4.6%
Summer employer (school-facilitated)	37.2%	Other (student initiative)	1.9%
Other (school-facilitated)	4.0%		

# MAJOR EMPLOYERS

FULL-TIME CLASS OF 2019

## COMPANIES HIRING THREE OR MORE STUDENTS<sup>1</sup>

Consulting	Retail
A.T. Kearney	Falabella
Accenture Strategy	3
AlixPartners	<b>Technology</b>
Bain & Company	Adobe Systems
The Boston Consulting Group	Agoda
Deloitte Consulting LLP	Amazon
L.E.K. Consulting	Apple Inc.
McKinsey & Company	Cisco Systems
PwC Strategy&	Google
<b>Consumer Packaged Goods</b>	IBM
The Kraft Heinz Company	Microsoft Corporation
Nike, Inc.	salesforce.com
PepsiCo, Inc.	Samsung Global Strategy Group
Procter & Gamble	VISA Inc.
<b>Financial Services</b>	Wayfair
Alpine Investors	
Barclays Capital	
Evercore Partners	
Goldman Sachs & Co.	
J.P. Morgan	
Vista Equity Partners	
<b>Healthcare</b>	
DaVita	
Oak Street Health	
<b>TOTAL HIRES</b>	
274	





FULL-TIME CLASS OF 2020

**SUMMER INTERNSHIPS**



# PROFILE

## FULL-TIME CLASS OF 2020

### DEMOGRAPHICS

<b>Students graduating in the Class of 2020</b>	<b>539</b>
Two-Year MBA students	474
MMM students <sup>1</sup>	65

### EMPLOYMENT SUMMARY

<b>Total seeking employment</b>	<b>521</b>
<b>Not seeking employment</b>	
Company-sponsored/already employed	2
Starting a new business <sup>2</sup>	9
Not seeking employment (other)	4
<b>Total not seeking employment</b>	<b>15</b>
<b>Not reported</b>	<b>3</b>
<b>Total students</b>	<b>539</b>

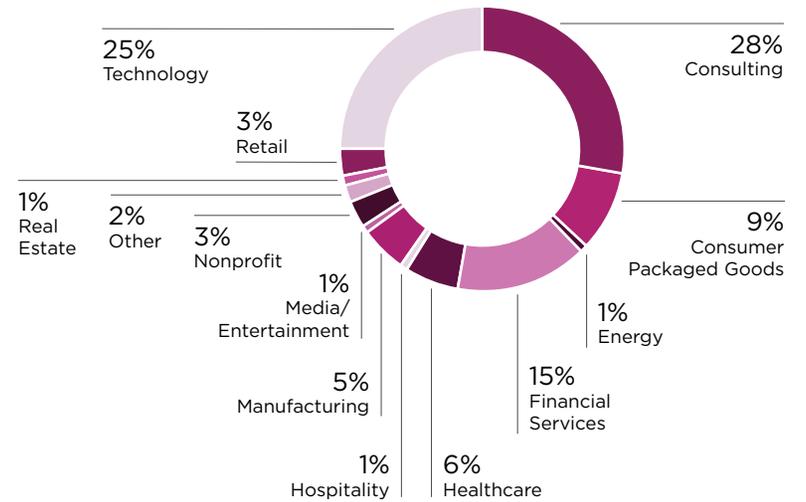


# MAJOR INDUSTRIES

CHOSEN BY SUMMER INTERNS, 2015-2019<sup>1</sup>

INDUSTRY	ACCEPTANCES (%)				
	2019	2018	2017	2016	2015
Consulting	28%	26%	23%	25%	24%
Consumer Packaged Goods	9%	8%	10%	13%	16%
Energy	1%	1%	1%	*	1%
Financial Services	15%	12%	14%	15%	14%
Government	*	*	0%	*	*
Healthcare	6%	9%	9%	8%	8%
Hospitality	1%	0%	*	1%	1%
Manufacturing	5%	6%	6%	4%	5%
Media/Entertainment	1%	1%	1%	2%	1%
Nonprofit	3%	3%	2%	2%	2%
Other	2%	1%	2%	5%	3%
Real Estate	1%	1%	2%	2%	3%
Retail	3%	2%	3%	3%	3%
Technology	25%	27%	26%	21%	20%
Transportation & Logistics Services	*	1%	1%	1%	*

INTERNSHIP ACCEPTANCES BY INDUSTRY



<sup>1</sup> Percentages have been rounded to the nearest whole number and may not add up to 100%  
 \* Less than 1% of accepted jobs



# MONTHLY SALARIES<sup>1</sup>

BY INDUSTRY,

SUMMER INTERNS, CLASS OF 2020<sup>2</sup>

INDUSTRY	PERCENT(%) <sup>3</sup>	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>Consulting</b>	<b>27.9</b>	<b>2,800</b>	<b>14,583</b>	<b>12,281</b>	<b>13,500</b>
<b>Consumer Packaged Goods</b>	<b>9.2</b>	<b>1,667</b>	<b>13,800</b>	<b>7,246</b>	<b>7,583</b>
Apparel/Textiles	1.2	5,948	12,000	7,781	6,370
Food and Beverage	6.4	1,667	13,800	7,339	7,627
General Consumer Packaged Goods	0.2	*	*	*	*
Household/Personal	1.2	6,800	8,160	7,543	7,592
Luxury Goods	0.2	*	*	*	*
<b>Energy</b>	<b>1.2</b>	<b>4,333</b>	<b>14,000</b>	<b>7,989</b>	<b>7,533</b>
<b>Financial Services</b>	<b>14.6</b>	<b>1,666</b>	<b>13,600</b>	<b>9,096</b>	<b>10,000</b>
Commercial Banking	0.2	*	*	*	*
Diversified Financial Services	0.8	4,800	11,000	8,877	9,854
Economic Development/Microfinance	0.2	*	*	*	*
General Financial Services	0.2	*	*	*	*
Hedge Funds	0.4	*	*	*	*
Insurance	0.2	*	*	*	*
Investment Banking/Brokerage	6.0	8,333	13,333	12,027	12,500
Investment Management	1.0	6,240	12,000	8,715	8,334
Private Equity	3.3	1,680	13,600	7,393	7,400
Venture Capital	2.3	1,666	10,000	4,451	4,000
<b>Government</b>	<b>0.4</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>
<b>Healthcare</b>	<b>5.5</b>	<b>2,200</b>	<b>9,600</b>	<b>7,014</b>	<b>7,306</b>
General Healthcare	1.0	7,200	8,846	7,809	7,800
Medical Devices	1.4	6,400	9,600	7,789	7,840
Pharmaceutical Manufacturers	0.6	*	*	*	*
Pharmaceutical Other	0.4	*	*	*	*
Providers & Services	1.7	2,200	9,583	6,429	6,800
Other Healthcare	0.4	*	*	*	*
<b>Hospitality</b>	<b>0.6</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>
<b>Manufacturing</b>	<b>5.0</b>	<b>3,500</b>	<b>11,000</b>	<b>7,841</b>	<b>8,500</b>
Automotive	0.6	*	*	*	*
Chemicals	1.0	7,400	10,000	8,569	8,000
General Manufacturing	1.2	8,500	11,000	9,056	8,500
Other Manufacturing	2.2	3,500	9,500	7,060	8,500

INDUSTRY	PERCENT(%) <sup>3</sup>	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>Media/Entertainment</b>	<b>1.0</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>
Entertainment/Leisure/Recreation	0.8	*	*	*	*
Radio/TV/Cable/Film	0.2	*	*	*	*
<b>Nonprofit</b>	<b>2.8</b>	<b>2,000</b>	<b>12,500</b>	<b>4,865</b>	<b>4,000</b>
Consulting	0.2	*	*	*	*
Nonprofit Education	0.4	*	*	*	*
General Nonprofit	1.2	*	*	*	*
Social Enterprise	1.0	2,000	6,800	4,229	4,345
<b>Other</b>	<b>2.2</b>	<b>2,000</b>	<b>8,000</b>	<b>4,870</b>	<b>4,350</b>
Agribusiness	0.2	*	*	*	*
For Profit Education	0.4	*	*	*	*
Engineering Services	0.2	*	*	*	*
Environmental Services & Sustainability	0.2	*	*	*	*
Sports & Sports Management	1.2	3,000	8,000	4,640	4,200
<b>Real Estate</b>	<b>1.4</b>	<b>3,200</b>	<b>12,500</b>	<b>8,186</b>	<b>9,000</b>
Commercial	1.2	3,200	12,500	8,050	8,500
General Real Estate	0.2	*	*	*	*
<b>Retail</b>	<b>3.1</b>	<b>3,500</b>	<b>10,000</b>	<b>7,154</b>	<b>7,400</b>
<b>Technology</b>	<b>24.8</b>	<b>1,849</b>	<b>12,080</b>	<b>7,731</b>	<b>8,021</b>
Equipment/Hardware/Networking	2.2	6,600	9,856	8,236	8,814
FinTech	1.7	3,631	11,000	7,741	8,000
General Technology	5.0	1,849	12,080	6,879	7,446
HealthTech	0.6	*	*	*	*
Internet Services/E-Commerce	7.4	2,302	12,000	8,478	9,203
Multimedia Products & Services	0.2	*	*	*	*
Software	5.9	3,500	11,000	7,834	8,480
Telecommunications Services	1.0	7,000	9,182	8,556	9,000
Other Technology	0.6	*	*	*	*
Other Telecommunications	0.2	*	*	*	*
<b>Transportation &amp; Logistics Services</b>	<b>0.4</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>

<sup>1</sup> One percent of students reported accepting an unpaid summer internship

<sup>2</sup> Data for sponsored students reporting summer internship details is included in this table

<sup>3</sup> Six students reported accepting multiple internships

\* Reporting numbers insufficient to provide salary data

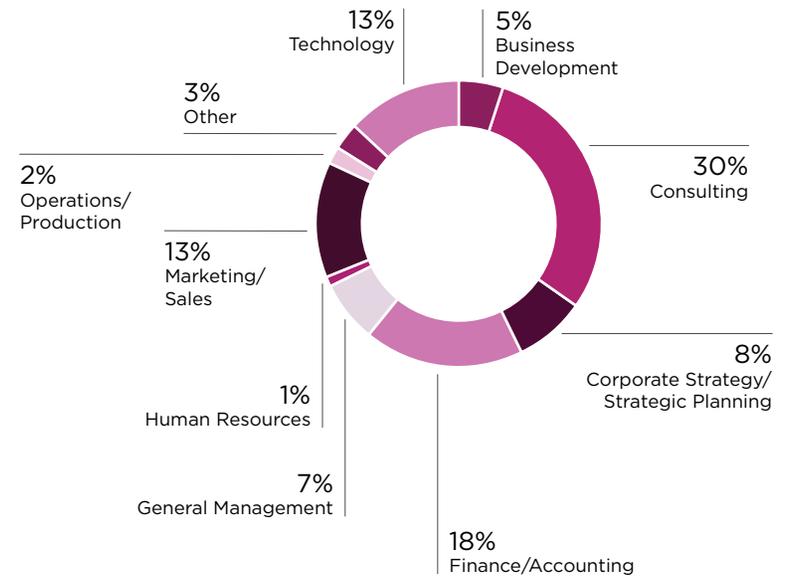


# MAJOR FUNCTIONS

CHOSEN BY SUMMER INTERNS, 2015-2019<sup>1</sup>

FUNCTION	ACCEPTANCES (%)				
	2019	2018	2017	2016	2015
Business Development	5%	4%	3%	6%	6%
Consulting	30%	29%	27%	28%	26%
Corporate Strategy/Strategic Planning	8%	8%	8%	8%	8%
Finance/Accounting	18%	11%	13%	16%	17%
General Management	7%	7%	7%	4%	3%
Human Resources	1%	*	1%	1%	1%
Marketing/Sales	13%	18%	22%	23%	26%
Operations/Production	2%	2%	1%	2%	3%
Other	3%	15%	13%	13%	11%
Technology	13%	10%	8%	5%	6%

## INTERNSHIP ACCEPTANCES BY FUNCTION



<sup>1</sup> Percentages have been rounded to the nearest whole number and may not add up to 100%  
 \* Less than 1% of accepted internships



# MONTHLY SALARIES<sup>1</sup>

BY FUNCTION,  
SUMMER INTERNS, CLASS OF 2020<sup>2</sup>

FUNCTION	PERCENT(%) <sup>3</sup>	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>Business Development</b>	<b>5.0</b>	<b>2,000</b>	<b>14,000</b>	<b>6,576</b>	<b>5,900</b>
<b>Consulting</b>	<b>30.3</b>	<b>2,400</b>	<b>14,583</b>	<b>11,687</b>	<b>13,100</b>
<b>Corporate Strategy/Strategic Planning</b>	<b>7.6</b>	<b>1,667</b>	<b>12,080</b>	<b>7,391</b>	<b>7,650</b>
<b>Finance/Accounting</b>	<b>17.9</b>	<b>1,666</b>	<b>13,600</b>	<b>8,469</b>	<b>8,638</b>
Analyst / Research	1.0	1,666	10,000	5,653	5,600
Corporate Development	0.8	3,500	5,000	4,125	4,000
Corporate Finance	1.4	7,400	8,650	8,175	8,000
Fundraising/Development	0.4	*	*	*	*
General Finance	1.7	1,850	10,000	6,773	7,400
Investment Banking	5.3	10,417	13,333	12,228	12,500
Investment Management	1.7	3,578	10,000	7,697	8,167
Mergers & Acquisitions within Company	1.0	8,000	13,600	10,823	9,600
Private Client Services/Wealth Mgmt	0.2	*	*	*	*
Private Equity	1.4	1,680	10,337	5,923	5,600
Real Estate Development/Construction	0.4	*	*	*	*
Real Estate Finance	0.4	*	*	*	*
Venture Capital	0.8	1,750	5,800	3,288	2,800
Other Finance	1.2	2,000	9,000	5,332	4,247
Other Real Estate	0.2	*	*	*	*
<b>General Management</b>	<b>7.4</b>	<b>2,200</b>	<b>13,500</b>	<b>8,072</b>	<b>8,167</b>
Customer Relations	0.2	*	*	*	*
General Management	4.4	2,200	13,500	8,589	8,500
General Manufacturing	0.2	*	*	*	*
Project Management	1.0	2,400	10,500	6,292	7,000
Rotational/Development Program	1.2	6,400	10,000	8,380	9,333
Service Operations	0.4	*	*	*	*
<b>Human Resources</b>	<b>0.6</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>

FUNCTION	PERCENT(%) <sup>3</sup>	LOW(\$)	HIGH(\$)	AVG(\$)	MEDIAN(\$)
<b>Marketing/Sales</b>	<b>13.3</b>	<b>2,000</b>	<b>13,800</b>	<b>7,379</b>	<b>7,680</b>
Brand Management	8.2	2,400	13,800	7,776	7,680
Buyer/Merchandising	0.4	*	*	*	*
General	2.5	2,000	11,000	6,695	6,500
Merchandising/Retail	0.4	*	*	*	*
Product Development	0.4	*	*	*	*
Product Marketing Management	0.2	*	*	*	*
Research/Consumer Insights	0.6	*	*	*	*
Sales	0.2	*	*	*	*
Other Marketing/Sales	0.4	*	*	*	*
<b>Operations/Logistics</b>	<b>1.6</b>	<b>2,000</b>	<b>10,000</b>	<b>6,895</b>	<b>7,250</b>
Operations/Production	1.0	2,000	10,000	6,260	6,000
Purchasing	0.2	*	*	*	*
Supply Chain/Logistics	0.4	*	*	*	*
<b>Other</b>	<b>3.2</b>	<b>2,000</b>	<b>12,500</b>	<b>5,830</b>	<b>4,900</b>
Administration	0.2	*	*	*	*
Data Analytics/Data Science	0.6	*	*	*	*
Economic Analysis/Research	0.4	*	*	*	*
Entrepreneurship	0.4	*	*	*	*
Other	1.6	2,000	12,500	5,967	4,150
<b>Technology</b>	<b>13.1</b>	<b>1,849</b>	<b>12,000</b>	<b>8,178</b>	<b>8,500</b>
Business Analysis and Design	1.6	3,600	11,200	7,688	8,000
E-Commerce/Internet/ Website Management	0.4	*	*	*	*
General	2.5	1,849	9,208	7,804	8,480
Integration/Implementation	0.2	*	*	*	*
Product Management	8.4	4,000	12,000	8,442	8,814

<sup>1</sup> One percent of students reported accepting an unpaid summer internship

<sup>2</sup> Data for sponsored students reporting summer internship details is included in this table

<sup>3</sup> Six students reported accepting multiple internships

\* Reporting numbers insufficient to provide salary data



# SOURCES OF ACCEPTED INTERNSHIP JOB OFFERS

CLASS OF 2020

<b>SCHOOL-FACILITATED</b>	<b>79.6%</b>
Alumni Referral	3.3%
Kellogg Job Board posting	22.5%
Off-Campus interview (school-facilitated)	4.7%
On-Campus interview	45.0%
Resume Book	1.0%
Other (school-facilitated)	3.1%
<b>STUDENT-INITIATED</b>	<b>20.4%</b>
Conference	2.0%
External Job Board	6.3%
Off-Campus interview (student initiative)	9.5%
Previous Employer	1.4%
Other (student initiative)	1.2%

# MAJOR EMPLOYERS OF SUMMER INTERNS<sup>1</sup>

CLASS OF 2020

## COMPANIES HIRING THREE OR MORE STUDENTS<sup>2</sup>

<b>Consulting</b>		<b>Manufacturing</b>	
A.T. Kearney	4	Cummins Inc.	3
Accenture Strategy	6	ECOLAB Inc.	3
Bain & Company	19	Fortive Corporation	6
The Boston Consulting Group	42	<b>Nonprofit</b>	
Deloitte Consulting LLP	13	REDF	5
EY	3	<b>Retail</b>	
IDEO	5	Walmart, Inc.	4
KPMG STRATEGY	6	<b>Technology</b>	
L.E.K. Consulting	3	Adobe Systems	5
McKinsey & Company	23	Amazon	23
PwC Strategy&	8	Apple Inc.	6
ZS Associates	4	Cisco Systems	5
<b>Consumer Packaged Goods</b>		Google	11
Anheuser-Busch InBev	3	HP Inc.	4
The Coca-Cola Company	4	Intuit Inc.	3
Diageo plc	3	Microsoft Corporation	8
Nike, Inc.	4	Oracle Corporation	3
PepsiCo, Inc.	8	salesforce.com	4
Procter & Gamble	3	Tovala	3
Tyson Foods	4	VISA Inc.	4
		Zillow Group	3
<b>Financial Services</b>		<b>TOTAL HIRES</b>	<b>287</b>
Goldman Sachs & Co.	3		
J.P. Morgan	4		
William Blair	5		
<b>Healthcare</b>			
DaVita	4		
Intuitive Surgical	3		





RECRUITING  
**PARTNERS**



# CORPORATE RECRUITING PARTNERS

2018-2019

The following organizations recruited student from the Kellogg School of Management during academic year 2018-2019.\*

3M - Strategic Business Development  
7Wire Ventures  
A Better Chicago  
A.T. Kearney  
Abbott  
AbbVie  
Accenture Strategy  
ActiveCampaign, LLC  
Activision Blizzard  
Adobe Systems  
Advanced Microgrid Solutions  
Advantage Capital  
Advantage Partners  
Advent International  
Advocate Aurora Health  
Afresh Technologies Inc.  
Agoda  
Airtable  
Alchemy Special Opportunities  
Alexander Group  
AlixPartners  
Allianz Real Estate  
Allstate Insurance Company  
Alpine Investors  
Altice USA  
Amazon  
American Airlines, Inc.  
American Express  
Amgen Inc.  
Amphenol Corporation  
Analysis Group, Inc.  
Anheuser-Busch InBev  
Apple Inc.

Archegos Capital Management  
Aristotle Capital Management, LLC  
Asana Partners  
Aspen Dental Management, Inc. (ADMI)  
AstraZeneca  
AT&T  
Aurea Software  
Avenues: The World School  
Backcountry.com LLC  
Bain & Company  
Bank of America Merrill Lynch  
Barclays Capital  
BASE Equity Partners, L.P.  
Baxter Healthcare  
Bayer Corporation  
BCG Digital Ventures  
Beam Suntory  
Benford Capital Partners, LLC  
Bennett Day School  
Bicknell Family Holding Company  
Bind On-Demand Health Insurance  
BIP Capital  
Blue Canyon Partners, Inc.  
Blue Cross Blue Shield IL, MT, NM, OK, TX  
Blueground  
Board of Regents - University of California  
The Boston Consulting Group  
Boston Scientific  
Box  
Braze  
BrewBike  
Bridge Investments  
The Bridgespan Group

Bridgewater Associates, LP  
Brunswick Corporation  
Bungalow Inc.  
CaaStle  
Cain Brothers & Company, LLC  
Cambridge Group  
Camden Property Trust  
Capgemini Consulting  
Capital Group  
Capsule  
Cardinal Health  
Carlyle Group  
CCB Private Equity Investment Management  
Celgene  
CHA Health Systems  
The Chartis Group  
Chevron  
Chicago Capital Partners  
Chicago Ventures  
Cigna  
CIRCOR International  
Cisco Systems  
Citi  
CITIC Private Equity Funds Management Co., Ltd.  
CIVC  
Civic Consulting Alliance  
Cleveland Clinic  
Clinton Health Access Initiative  
The Clorox Company  
Clovis Oncology

CME Group Inc.  
The Coca-Cola Company  
Cohesion  
Colfax Corporation  
Colgate-Palmolive Company  
Confluent  
Connecticut Innovations  
Constellation Brands  
Corbett Technology Solutions, Inc.  
Cornerstone Research  
Coursera  
CPP Investment Board  
Credit Suisse  
CreditNinja  
Cruise Automation  
Cummins Inc.  
CVS Health  
Cypress Creek Renewables  
Daily Harvest  
Danaher Corporation  
Datadog  
DaVita  
Dealicious  
Dell Technologies  
Deloitte Consulting LLP  
Delta Air Lines  
Diageo plc  
DICK'S Sporting Goods  
DiDi  
Dimensional Fund Advisors



Discover Financial Services  
DocuSign  
Dorilton Capital  
Dow Chemical Company  
Draper Richards Kaplan Foundation  
DTE Energy Resources  
Dundee Venture Capital  
Dupont  
E & J Gallo Winery  
Earle & Company  
Eastdil Secured  
Eaton Vance Investment Managers  
ECOLAB Inc.  
The Edgewater Funds  
Edison Partners  
Education Pioneers  
Edwards Lifesciences  
Eli Lilly and Company  
Emerson  
Environmental Law & Policy Center  
EquityZen  
The Estée Lauder Companies  
Ethical Apparel Africa  
Evercore Partners  
Exelon Corporation  
Expedia, Inc.  
ExplORer Surgical  
ExxonMobil  
EY  
EY-Parthenon  
Facebook  
Factor 75  
Fair Financial  
Falabella  
Federal Bureau of Investigation  
Fidelity Investments  
Fifield Companies  
Filld, Inc.  
Formaspace  
Fortive Corporation  
frank body LLC  
Future Finance

GAMCO Investors  
Gartner  
Gauge Capital  
Genentech, Inc.  
General Mills  
General Motors Company  
Genesis Private Equity Management  
Genesys  
Genpact  
GIC Special Investments  
GlaxoSmithKline  
Goldman Sachs & Co.  
Google  
GoPro  
Granicus  
Great Hill Partners  
Greystar Real Estate Partners, LLC  
Grosvenor Holdings  
Guardian Life  
H&M  
Harris Associates LP  
Harris Williams & Co.  
Harvest2O  
Hatch  
Heinen's Grocery Stores  
Hewlett Packard Enterprise  
Hilton  
Hines  
Home Chef  
HomeAway  
Honeywell  
Houlihan Lokey  
HP Inc.  
Hudson Executive Capital  
Humana, Inc.  
IA Collaborative  
IBM  
IDEO  
Indigo Ag  
Innogy Renewables US  
Integral Ad Science  
Intel Corporation  
Interior Define

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“Kellogg’s students are unique because they combine operational excellence with a heavy emphasis on people, culture and values. These values perfectly align with Alpine’s which is why we’ve seen several Kellogg alumni become some of our most exceptional CEOs.”

**- JACOB BALLEY, ALPINE INVESTORS**

Intermountain Healthcare  
International Finance Corporation  
Intuit Inc.  
Intuitive Surgical  
Inversiones Petrohue  
Invesco  
IRI  
Itaú Unibanco  
J.P. Morgan  
Jefferies LLC  
Jingdong  
Johnson & Johnson  
JPMorgan Chase & Co.  
JUUL Labs, Inc.  
Kabbage, Inc.  
Kalderos  
Karisimbi Business Partners  
Kellogg School of Management -  
Northwestern University  
Kelso & Company  
Keurig Dr Pepper  
Kimberly-Clark Corporation  
Kinfield  
KKR & Co. L.P.  
KPMG STRATEGY  
The Kraft Heinz Company  
L.E.K. Consulting  
Lazard Frères & Co. LLC  
Levi Strauss & Co.  
Lincoln International LLC  
Lindsay Goldberg  
LinkedIn  
Live Nation  
L’Oreal  
LTW Investments  
Lumiata, Inc.

Luxottica Group  
M1 Finance  
M80 Partners  
Macquarie Capital  
Madison Dearborn Partners, LLC  
Madison Square Garden  
Manley’s Boiler  
Mars, Incorporated  
MasterCard Worldwide  
The Mathews Company  
MatrixConsulting  
McDonald’s Corporation  
McKinsey & Company  
McMaster University  
McNally Capital  
Medtronic, Inc.  
MetLife, Inc.  
MHT Partners  
Microsoft Corporation  
MillerCoors  
Minerva Capital Group  
MM.LaFleur  
Moelis & Company  
Morgan Stanley  
Mount Sinai Health System  
Multiples Alternate Asset Management  
Munich Re America  
MW Industries  
Narrative Science  
National Basketball Association  
National Public Radio  
Navigant Consulting, Inc.  
Ncyber  
NEST 360  
Netflix, Inc.  
New Water Capital



NextGen Growth Partners  
Nike, Inc.  
Nissan North America, Inc.  
The Noble Network of Charter Schools  
Northwestern Mutual Capital  
Norwest Equity Partners  
Nova Credit  
Oak Street Health  
Oars + Alps  
OCA Ventures  
Okta, Inc.  
Oliver Wyman  
Olympus Capital  
Omada Health  
Optoro  
Optum  
Oracle Corporation  
OurCrowd  
Oxeon Venture Studio / Town Hall Ventures  
Paper Source  
Partners Group  
Payoneer  
Peanut Butter  
PepsiCo, Inc.  
Pete for America  
PetSmart  
Pfungsten Partners, LLC  
Pfizer, Inc  
Phoenix Bean LLC  
Piper Jaffray & Co.  
PJT Partners  
Platte River Equity  
Plug and Play Ventures  
Pluralsight  
Polymath Ventures  
Porch.com  
Premier Nutrition Corp.  
Princess Cruises  
Procure Technologies  
Procter & Gamble  
Prolog Ventures  
Prophet Brand Strategy

PVH Corp  
PwC Strategy&  
Rakuten, Inc.  
Raymond James Financial, Inc.  
REDF  
Regatta Medical  
Regeneron  
Related  
Restaurant Brands International, Inc  
Ridgeline  
Riot Games  
RippleWorks  
Ritual Technologies Inc.  
Robert W. Baird & Co. Incorporated  
Roland Berger  
Rothy's  
Rotunda Capital Partners  
Royal Dutch Shell  
Ruggable  
Russell Reynolds Associates  
SAAM  
SAIF Partners  
Sakara Life  
salesforce.com  
Samsung Electronics America  
Samsung Global Strategy Group  
Samsung NEXT  
Sandalphon Capital  
Santander Bank, N.A.  
SC Johnson  
Sephora  
ServiceNow  
Shanghai Disney Resort  
Shore Capital Partners  
Shutterfly  
Siam Commercial Bank  
Siemens AG  
Silver Oak Services Partners, LLC  
Singerman Real Estate  
Sky Island Capital  
Slack  
Snap Inc.  
Social Finance US

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“Kellogg students are consistently well-prepared for today’s fast changing world. Businesses and institutions need more leaders that strike a balance of strategic aptitude with practical and emotional intelligence to create enduring change that makes an impact. Kellogg delivers those leaders.”

**- RICH NANDA, DELOITTE CONSULTING LLP**

Solstice  
Solv Health  
Starbucks Coffee Company  
Starwood Capital Group  
STATS LLC  
Stax Inc.  
Sterling Partners  
Stitch Fix  
Sunny River Management  
The Surge Institute  
Sweetwater Spectrum  
Swiggy  
SYPartners  
Takeda Pharmaceuticals USA, Inc.  
Tally  
Tampa Bay Rays  
Target Corporation  
Tempus  
Tencent  
Tesla  
Thomas Electronics, Inc.  
Thompson Street Capital Partners  
Tiffany & Co.  
Tinder  
TJM Capital Partners  
T-Mobile USA  
Tovala  
Trinity Hunt Partners  
TripAdvisor  
Tudor, Pickering, Holt & Co.  
Twitter  
Tyree & D'Angelo Partners  
Tyson Foods  
Tyton Partners  
U.S.-China Green Fund  
Uber

UNICEF USA  
United Airlines  
UnitedHealth Group  
UnitedHealth Group Ventures  
University of North Carolina  
Uplift  
UPMC Enterprises  
USAA  
Vail Resorts Inc.  
The Vanguard Group, Inc.  
Verizon  
Via  
VISA Inc.  
Vista Consulting Group  
Vista Equity Partners  
VMware  
Walmart, Inc.  
The Walt Disney Studios  
Warner Bros. Entertainment Inc.  
Waterbom Bali  
Wayfair  
Weedmaps  
Well Data Labs  
Wells Fargo  
West Monroe Partners  
William Blair  
The Wine Group Inc.  
Wipro  
The Wonderful Company  
Workday, Inc.  
Wyndham Worldwide  
Zillow Group  
ZOOX, Inc.  
ZS Associates  
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