

CAREER MANAGEMENT CENTER

2017 EMPLOYMENT REPORT

CONFIDENT LEADERS, COLLABORATIVE TO THE CORE

CAREER MANAGEMENT CENTER

CUSTOM RECRUITMENT, MEANINGFUL RELATIONSHIPS

The Kellogg School's employment outcomes showcase the strong demand for our talent. The Full-Time MBA class of 2017 was one of the most diverse classes in Kellogg history, including a record 43 percent women. Additionally, the class came from a variety of backgrounds, geographies and industries.

We welcomed these students with our innovative curriculum, helping them build a balanced and dynamic skillset including 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 (CMC) staff.

We are proud of the level of success achieved by our students, in partnership with you. This year, 94 percent of the graduating Full-Time MBA class received an offer by three months post-graduation. This is illustrative of Kellogg's ability to empower students to compete successfully for jobs with top MBA employers across industries and functions.

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

Sincerely,



Liza Kirkpatrick

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

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

Please note that this 2017 Employment Report, along with the 2016 and 2015 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.

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EXECUTIVE SUMMARY

This 2017 Employment Report presents the first destination employment outcomes associated with the graduating Kellogg Full-Time MBA class of 2017 and the internship outcomes for the Kellogg Full-Time MBA class of 2018. Data includes graduates and students from our One-Year MBA, Two-Year MBA and MMM Programs.

KELLOGG BRAVE LEADERS ARE CONFIDENT, PROACTIVE AND GROWTH-MINDED, ENABLING BOTH AN IMMEDIATE AND LASTING IMPACT ON ORGANIZATIONS

Distinctive Kellogg Leadership

Distinctive Kellogg leaders strategically collaborate across organizations, sectors and boundaries, with agility and confidence that sets them apart.

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 skillsets and a global acuity built from transformative experiences in and out of the classroom.

These attributes are why Kellogg talent continues to be in strong demand from a diverse range of employers, from startups to Fortune 500 companies in industries including technology, finance, consulting and CPG. Kellogg leaders also excel at navigating complex, matrixed organizations. Regardless of an organization's size or industry, Kellogg leaders have a lasting impact on a company's success.

The Kellogg Career Management Center Partnership

Kellogg's Career Management Center is a recognized industry leader that partners with students and employers throughout the recruitment process. The CMC connects employers with students for internship and full-time job opportunities through the traditional on-campus recruiting process as well as non-traditional just-in-time hiring. The bottom line: Kellogg's CMC helps companies find the right talent for lasting relationships and mutual, beneficial growth.

"Kellogg gave me the confidence and skillset to succeed. Being a part of the MMM program, I gained valuable design experience and working knowledge of business fundamentals that has enabled me to succeed in technology companies for my internship and now in my full-time job."

JANIE SMITH MMM '17



CONNECTING STUDENTS AND RECRUITERS

THE **KELLOGG CAREER MANAGEMENT CENTER FOR EMPLOYERS** CONNECTS STUDENTS AND RECRUITERS SO THEY CAN FORGE MEANINGFUL ONE-TO-ONE RELATIONSHIPS.

MBA Recruitment Pillars

MBA RECRUITING IS RELATIONSHIP-BASED

Kellogg students are most compelled to engage with recruiters and strongly consider employment offers when recruiters build a meaningful, one-to-one relationship with students. We encourage recruiters to reach out directly to students, introduce the students 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 your 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 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 just-in-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.



FULL-TIME CLASS OF 2017
EMPLOYMENT

PROFILE

FULL-TIME CLASS OF 2017*

Graduates at a glance

DEMOGRAPHICS

Students graduating in the Full-Time Class of 2017	678
One-Year MBA students	132
Two-Year MBA students	488
MMM students ¹	58
Age range at graduation	25-41
Work experience range (middle 80%)	3-7 years
Women	43%
U.S. Minority	23%
International citizenship	40%

GEOGRAPHIC REGION OF MBA ENTRANTS²

Mid-Atlantic	5.9%
Midwest	17.6%
Northeast	17.0%
South	4.4%
Southwest	5.0%
West	11.7%
International	38.4%
Africa	0.7%
Australia and Pacific Islands	0.5%
Canada	2.1%
Central and South Asia	6.2%
East and Southeast Asia	14.0%
Eastern Europe	0.7%
Mexico, Caribbean and Latin America	8.6%
Middle East	2.4%
Western Europe	3.2%

Employment snapshot

EMPLOYMENT SUMMARY

Total seeking employment	556
Not seeking employment	
Company-sponsored / already employed	100
Continuing education	2
Postponing job search	4
Starting a new business ³	12
Not seeking employment (other)	3
Total not seeking employment	121
Not reported	1
Total students	678

TIMING OF OFFERS/ACCEPTANCES — FULL-TIME CLASS OF 2017⁴

By graduation	
Student received a job offer	85.4%
Student accepted a job	79.5%
By three months post-graduation	
Student received a job offer	94.1%
Student accepted a job	90.8%

“Kellogg has a strong culture of collaboration. Being able to combine this team-based approach with technical skills and hands-on experience was invaluable and critical to my successful pursuit of a job in private equity.”

AJ BROWN '17

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

¹ Dual-degree (MBA+MSDI) program in design and operations

² Represents 2Y, 1Y and MMM Classes of 2017

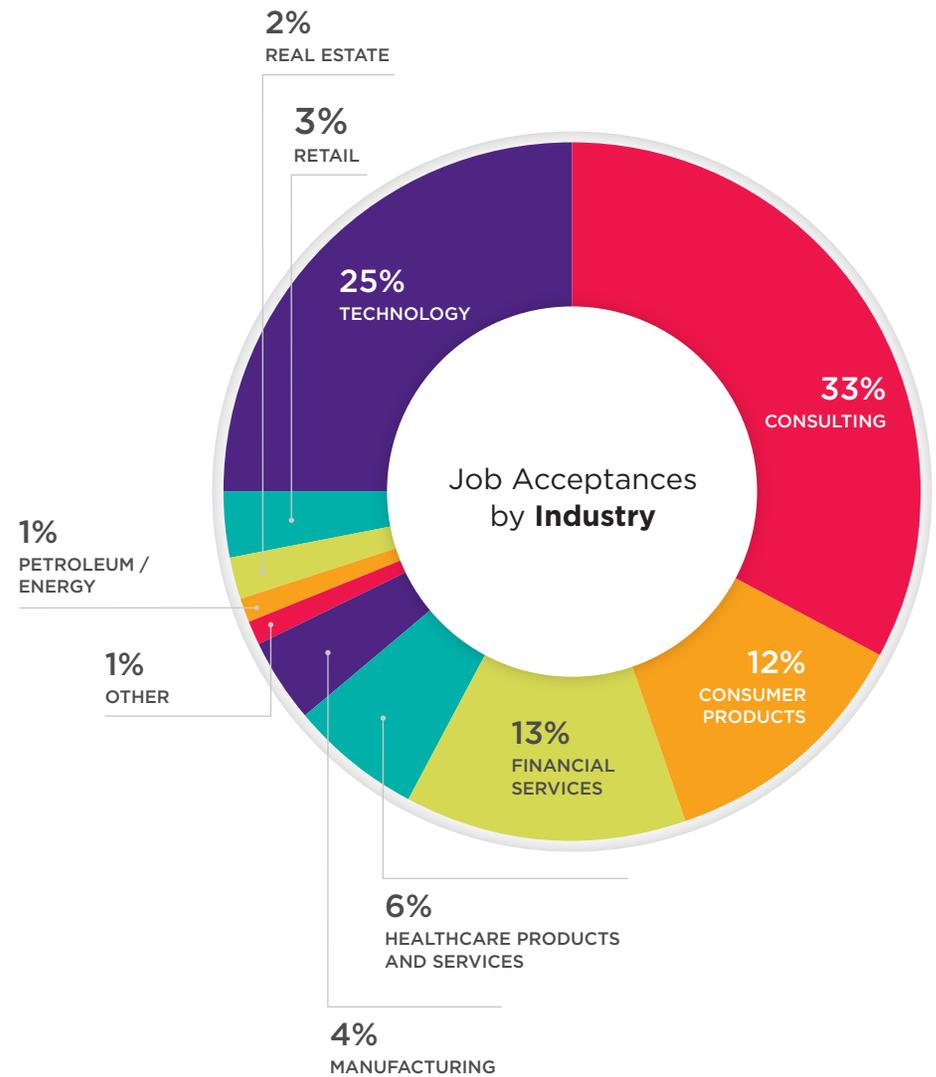
³ Students exclusively focused on starting a new business

⁴ Students who were seeking employment

MAJOR INDUSTRIES

CHOSEN BY GRADUATES, 2013-2017

INDUSTRY	ACCEPTANCES (%) ¹				
	2017	2016	2015	2014	2013
Consulting	33%	33%	35%	35%	36%
Consumer Products	12%	14%	12%	11%	10%
Financial Services	13%	13%	19%	14%	20%
Healthcare Products and Services	6%	7%	5%	6%	4%
Manufacturing	4%	3%	3%	5%	4%
Media / Entertainment	†	1%	†	1%	2%
Nonprofit	†	†	†	†	1%
Other	1%	1%	4%	3%	3%
Petroleum / Energy	1%	2%	†	2%	2%
Real Estate	2%	3%	2%	1%	2%
Retail	3%	2%	4%	3%	3%
Technology	25%	22%	15%	18%	12%
Transportation & Logistics Services	†	1%	1%	0%	1%



¹ 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 2017¹

INDUSTRY	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
Consulting	32.9%	65,000	190,000	142,988	147,000
Consumer Packaged Goods	11.7%	90,000	140,000	110,561	107,000
Apparel / Textiles	1.2%	120,000	120,000	120,000	120,000
Electronics	0.4%	*	*	*	*
Food and Beverage	5.2%	90,000	130,000	110,260	106,500
Household / Personal	4.5%	90,000	110,000	105,477	106,500
Luxury Goods	0.2%	*	*	*	*
Other	0.2%	*	*	*	*
Energy	0.8%	97,000	125,000	109,875	108,750
Alternative Energy	0.4%	*	*	*	*
General	0.2%	*	*	*	*
Utility Services (Electric / Water / etc.)	0.2%	*	*	*	*
Financial Services	12.9%	72,800	250,000	129,161	125,000
Commercial Banking	0.2%	*	*	*	*
Diversified Financial Services	1.9%	95,000	135,000	111,111	110,000
Hedge Funds	0.6%	*	*	*	*
Insurance	0.2%	*	*	*	*
Investment Banking / Brokerage	5.9%	74,188	150,000	128,075	125,000
Investment Management	0.2%	*	*	*	*
Private Equity	3.3%	90,000	250,000	145,000	140,000
Venture Capital	0.6%	*	*	*	*
Government	0.2%	*	*	*	*
Healthcare	5.9%	55,266	145,000	114,820	120,000
General	1.2%	105,000	115,000	107,500	106,000
Medical Devices	0.8%	80,000	130,000	105,000	105,000
Pharmaceutical Manufacturers	0.8%	115,000	120,700	116,900	115,000
Pharmaceutical Other	0.6%	*	*	*	*
Providers & Services	2.1%	55,266	140,000	115,027	125,000
Other	0.4%	*	*	*	*
Hospitality	0.2%	*	*	*	*

INDUSTRY	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
Manufacturing	3.9%	100,000	136,680	116,010	117,000
Aerospace / Aviation / Defense	0.2%	*	*	*	*
Automotive	1.0%	113,000	120,000	114,750	113,000
Chemicals	0.2%	*	*	*	*
General	0.6%	*	*	*	*
Heavy Equipment	0.2%	*	*	*	*
Packaging	0.2%	*	*	*	*
Other	1.5%	100,000	120,000	115,000	119,000
Media / Entertainment	0.2%	*	*	*	*
Nonprofit	0.4%	*	*	*	*
Other	1.2%	45,000	175,000	111,667	115,000
Agribusiness	0.4%	*	*	*	*
Economic Development / Microfinance	0.2%	*	*	*	*
For-Profit Education	0.4%	*	*	*	*
Sports & Sports Management	0.2%	*	*	*	*
Real Estate	2.1%	90,000	135,000	105,755	102,000
Commercial	1.5%	90,000	135,000	104,600	98,000
General	0.4%	*	*	*	*
Services	0.2%	*	*	*	*
Retail	2.5%	60,000	120,000	103,833	107,500
Technology	24.9%	64,000	175,000	123,780	125,000
Equipment / Hardware / Networking	2.7%	100,000	145,000	128,000	131,000
General	2.1%	100,000	135,000	120,778	125,000
Internet Services / E-Commerce	10.7%	80,000	150,000	120,525	120,000
Multimedia Products & Services	0.4%	*	*	*	*
Software	7.2%	64,000	175,000	127,147	130,000
Telecommunications Services	1.6%	95,137	156,000	134,205	145,500
Other	0.2%	*	*	*	*
Transportation & Logistics Services	0.2%	*	*	*	*

¹ 94% of job-accepting graduates reported useable salary information.
* Reporting numbers insufficient to provide salary data.

SIGN-ON BONUS ACCEPTANCES

BY INDUSTRY, FULL-TIME CLASS OF 2017*

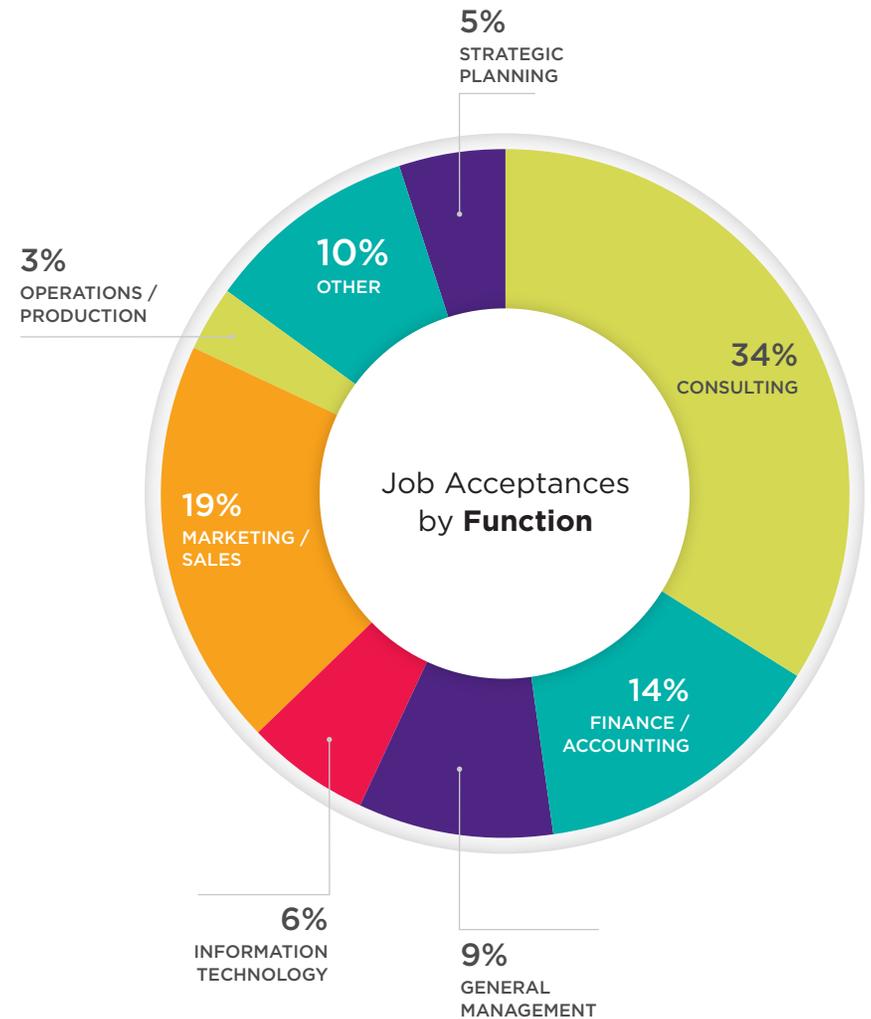
INDUSTRY*	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
Consulting	2,000	55,000	27,072	25,000
Consumer Packaged Goods	5,000	45,000	25,780	25,000
Apparel / Textiles	20,000	30,000	21,667	20,000
Food and Beverage	5,000	45,000	26,250	25,000
Household / Personal	10,000	35,000	28,917	31,500
Financial Services	5,000	62,500	34,941	40,000
Diversified Financial Services	15,000	40,000	27,500	25,000
Investment Banking / Brokerage	10,000	62,500	44,792	50,000
Private Equity	5,000	50,000	18,280	14,520
Healthcare	5,000	60,000	23,655	20,000
General	20,000	36,282	25,656	22,000
Providers & Services	5,000	30,000	18,000	20,000
Manufacturing	10,000	96,000	27,286	25,000
Other	20,000	25,000	22,667	23,000
Retail	5,000	40,000	21,667	20,000
Technology	5,000	60,000	26,558	25,250
General	15,000	30,000	23,000	25,000
Internet Services / E-Commerce	5,000	60,000	27,623	25,500
Software	10,000	60,000	26,739	25,000
Telecommunications Services	12,000	27,000	19,833	20,000

* This table includes only those industries where at least 50% of accepted offers reported a sign-on bonus.
For the Class of 2017, 61.4% of accepted offers reported receiving a sign-on bonus.

MAJOR FUNCTIONS

CHOSEN BY GRADUATES, 2013-2017

FUNCTION	ACCEPTANCES (%) ¹				
	2017	2016	2015	2014	2013
Consulting	34%	33%	35%	35%	36%
Finance / Accounting	14%	16%	18%	13%	20%
General Management	9%	8%	8%	9%	10%
Human Resources	†	1%	†	0%	†
Information Technology	6%	4%	4%	5%	2%
Marketing / Sales	19%	20%	20%	21%	19%
Operations / Production	3%	3%	3%	3%	1%
Other	10%	9%	8%	9%	6%
Strategic Planning	5%	5%	4%	5%	6%



¹ 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 2017¹

FUNCTION	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
Consulting	33.5%	65,000	190,000	142,457	147,000
Finance / Accounting	14.4%	72,800	250,000	126,420	125,000
Analyst / Research	0.2%	*	*	*	*
Corporate Finance	3.1%	95,000	129,000	113,467	115,000
General	1.2%	116,000	120,000	119,200	120,000
Investment Banking	5.0%	74,188	150,000	126,008	125,000
Investment Management	1.4%	72,800	225,000	126,114	120,000
Mergers & Acquisitions	2.1%	90,000	250,000	149,500	145,000
Private Client Services / Wealth Management	0.2%	*	*	*	*
Restructure / Turnaround	0.2%	*	*	*	*
Treasury	0.2%	*	*	*	*
Other	0.8%	112,000	140,000	127,500	129,000
General Management	8.8%	55,266	150,000	114,897	120,000
General	3.9%	80,000	150,000	120,220	120,000
Other Manufacturing	0.2%	*	*	*	*
Project Management	1.2%	67,320	125,000	108,720	120,000
Rotational / Development Program	3.1%	55,266	130,000	110,339	115,000
Other	0.4%	*	*	*	*
Human Resources	0.4%	*	*	*	*
Information Technology	5.5%	80,000	175,000	124,692	126,500
Business Analysis and Design	0.8%	116,000	146,000	130,750	130,500
E-Commerce / Internet / Website Mgmt	1.0%	120,000	138,000	128,200	125,000
General	3.7%	80,000	175,000	122,235	120,000

FUNCTION	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
Marketing / Sales	19.1%	60,000	156,000	114,865	115,000
Brand / Product Management	13.4%	80,000	156,000	113,831	108,000
Buyer / Merchandising	0.2%	*	*	*	*
General	3.5%	100,000	145,000	119,731	120,000
Product Development	0.6%	*	*	*	*
Sales	1.2%	115,000	130,000	121,400	120,000
Other	0.2%	*	*	*	*
Operations / Logistics	2.7%	45,000	150,000	113,750	121,500
Operations / Production	1.7%	45,000	150,000	105,625	105,000
Purchasing	0.6%	*	*	*	*
Supply Chain / Logistics	0.4%	*	*	*	*
Other	10.3%	64,000	200,000	118,761	122,500
Business Development	4.1%	64,000	153,000	115,577	122,500
Corporate Development	0.8%	75,000	120,000	98,750	100,000
Data Analytics	0.6%	*	*	*	*
Engineering - General	0.2%	*	*	*	*
Healthcare / Medical Professional	0.4%	*	*	*	*
Real Estate - General	2.1%	90,000	135,000	106,625	102,000
Strategic Planning	5.3%	95,137	175,000	123,236	118,500

¹ 94% of job-accepting graduates reported useable salary information.

* Reporting numbers insufficient to provide salary data

SIGN-ON BONUS ACCEPTANCES

BY FUNCTION, FULL-TIME CLASS OF 2017

FUNCTION*	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
Consulting	2,000	55,000	27,194	25,000
Finance / Accounting	10,000	62,500	34,017	35,000
Corporate Finance	15,000	40,000	27,844	25,000
General	10,000	35,000	22,625	22,750
Investment Banking	15,000	62,500	43,553	50,000
Mergers & Acquisitions	10,000	62,500	32,083	25,000
General Management	5,000	96,000	24,476	20,000
General	5,000	96,000	25,133	20,000
Rotational / Development Program	20,000	40,000	25,426	25,000
Information Technology	5,000	48,500	28,933	25,500
E-Commerce / Internet / Website Mgmt	25,500	42,000	33,750	33,750
Marketing / Sales	5,000	60,000	25,659	25,000
Brand / Product Management	5,000	50,000	26,214	25,000
General	15,000	25,000	22,444	25,000
Operations / Logistics	5,000	50,000	24,375	25,000
Operations / Production	5,000	50,000	25,000	22,500
Strategic Planning	10,000	40,000	21,579	25,000

* This table includes only those industries where at least 50% of accepted offers reported a sign-on bonus.
For the Class of 2017, 61.4% of accepted offers reported receiving a sign-on bonus.

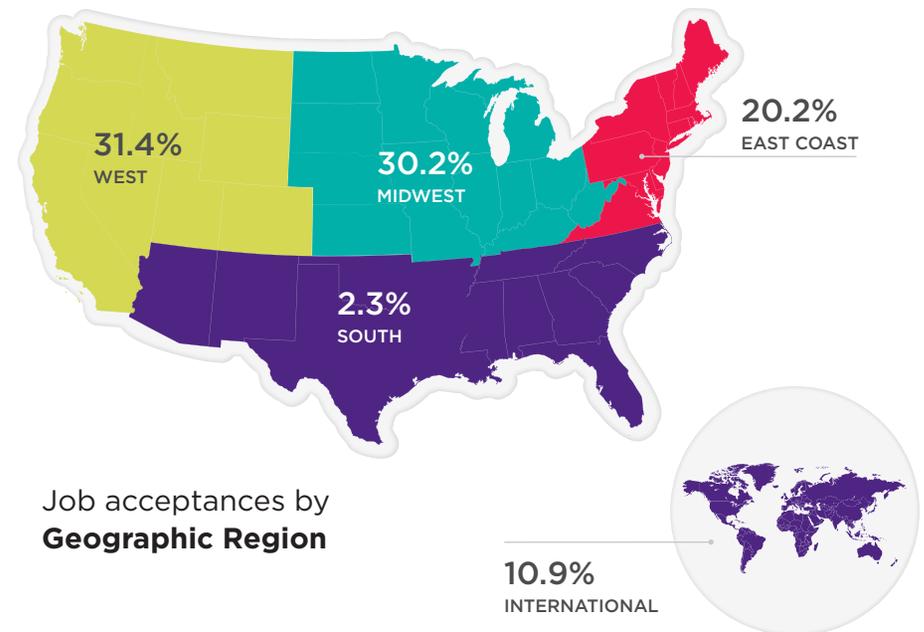
GEOGRAPHIC REGION

FULL-TIME CLASS OF 2017¹

BASE SALARY ACCEPTANCES

REGION	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
UNITED STATES	89.1%	45,000	250,000	129,529	127,000
Mid-Atlantic	2.5%	105,000	181,000	136,917	140,000
Philadelphia Metro	0.4%	*	*	*	*
Washington D.C. Metro	1.5%	125,000	181,000	144,000	140,000
Other	0.6%	*	*	*	*
Midwest	30.2%	75,000	250,000	130,692	130,000
Chicago Metro	24.6%	75,000	250,000	134,278	145,000
Detroit Metro	1.0%	113,000	120,000	115,000	113,000
Minneapolis Metro	1.5%	80,000	147,000	113,857	120,000
Other	3.1%	80,000	147,000	115,812	110,000
Northeast	17.7%	45,000	225,000	130,092	130,000
Boston Metro	3.3%	90,000	225,000	142,938	146,000
NYC Metro	13.8%	45,000	175,000	127,398	125,000
Other	0.6%	*	*	*	*
South	2.5%	55,266	147,000	111,664	117,500
Atlanta Metro	0.4%	*	*	*	*
Miami Metro	0.4%	*	*	*	*
Other	1.7%	55,266	125,000	107,871	116,000
Southwest	4.8%	80,000	170,000	132,804	144,000
Dallas Metro	2.8%	100,000	152,500	132,357	142,000
Houston Metro	1.0%	147,000	170,000	152,875	147,250
Other	1.0%	80,000	160,000	118,000	125,000
West	31.4%	64,000	200,000	128,437	125,000
Los Angeles Metro	2.3%	97,000	147,000	122,409	120,000
San Diego Metro	0.6%	*	*	*	*
San Francisco Metro	17.4%	64,000	200,000	132,886	131,000
Seattle Metro	9.0%	110,000	148,000	124,000	120,000
Other	2.1%	110,000	125,000	120,500	120,000

REGION	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
INTERNATIONAL	10.9%	60,000	190,000	106,604	102,000
Africa	0.2%	*	*	*	*
Asia	5.6%	65,000	190,000	111,864	110,000
Australia and Oceania	0.4%	*	*	*	*
Central America and the Caribbean	0.2%	*	*	*	*
Europe - Free Trade Zone	1.0%	80,000	115,000	100,863	100,000
Middle East and North Africa	0.6%	*	*	*	*
North America (non-U.S.)	0.2%	*	*	*	*
South America	2.7%	60,000	120,000	94,426	95,000



¹ 94% of job-accepting graduates reported useable salary information.

* Reporting numbers insufficient to provide salary data.

BASE SALARY ACCEPTANCES

FULL-TIME CLASS OF 2017

BY WORK EXPERIENCE

YEARS OF EXPERIENCE	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
1 to 3 years	0.8%	*	*	*	*
3 to 5 years	61.6%	64,000	225,000	128,686	125,000
More than five years	37.6%	45,000	250,000	125,361	124,000

*Reporting numbers insufficient to provide salary data

BY UNDERGRADUATE DEGREE

DEGREE	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
Business	36.6%	45,000	250,000	127,499	125,000
Technical	27.9%	60,000	170,000	128,021	130,000
Other	35.4%	55,266	225,000	126,042	125,000

SOURCES OF ACCEPTED FULL-TIME JOB OFFERS

FULL-TIME CLASS OF 2017

School-facilitated	73.9%
Alumni referral	3.3%
Kellogg Job Board posting	5.7%
Off-campus interview (school-facilitated)	5.3%
On-campus interview	24.8%
Resume book	1.2%
Summer employer (school-facilitated)	32.9%
Other (school-facilitated)	0.6%

Student-initiated	26.1%
External job board	2.1%
Off-campus interview (student-initiated)	11.5%
Previous employer	2.9%
Summer employer (student-initiated)	7.8%
Other (student-initiated)	1.8%

MAJOR EMPLOYERS

FULL-TIME CLASS OF 2017

COMPANIES HIRING THREE OR MORE STUDENTS*

Consulting	
Accenture Strategy	6
Bain & Company	28
The Boston Consulting Group	36
Cambridge Group	3
Deloitte Consulting LLP	4
L.E.K. Consulting	8
McKinsey & Company	40
Oliver Wyman	4
Roland Berger	3
Strategy&	8
Consumer Packaged Goods	
Anheuser-Busch InBev	4
The Clorox Company	3
Colgate-Palmolive Company	3
The Kraft Heinz Company	3
Nike, Inc.	6
PepsiCo, Inc.	6
Procter & Gamble	4
SC Johnson	6
Unilever Food Solutions	5
Financial Services	
American Express	3
Discover Financial Services	3
Evercore Partners	3
Goldman, Sachs & Co.	3
J.P. Morgan	3
Morgan Stanley	3
William Blair	3

Healthcare	
DaVita	5
Johnson & Johnson	3
Manufacturing	
Cummins Inc.	3
Danaher Corporation	4
General Motors Company	3
Technology	
Adobe Systems	6
Amazon	32
Apple Inc.	9
Cisco Systems	5
Google	3
Intuit Inc.	5
Microsoft Corporation	10
Salesforce.com	5
TOTAL HIRES	294

*Does not include sponsored students



FULL-TIME CLASS OF 2018
**SUMMER
INTERNSHIPS**

SUMMER INTERNSHIP PROFILE

CLASS OF 2018 SUMMER INTERNS

DEMOGRAPHICS

Students graduating in the class of 2018	537
Two-Year MBA students	477
MMM students ¹	60

100% of first-year students seeking internships received an offer.

EMPLOYMENT SUMMARY

Total seeking employment	519
Not seeking employment	
Company-sponsored / already employed	2
Continuing education	1
Starting a new business ²	6
Not seeking employment (other)	5
Total not seeking employment	14
Not reported	4
Total students	537

¹ Dual-degree (MBA+MSDI) program in design and operations

² Students exclusively focused on starting a new business

“Working closely with the Kellogg CMC helped me re-evaluate my career goals and learn to pitch myself. I was able to intern in the technology industry. The experience confirmed that this is the industry I want to work in post-Kellogg.”

RUSSELL FOXWORTHY '18

MAJOR INDUSTRIES

CHOSEN BY SUMMER INTERNS, 2013-2017

INDUSTRY	ACCEPTANCES (%)*				
	2017	2016	2015	2014	2013
Consulting	23%	25%	24%	24%	24%
Consumer Products	10%	13%	16%	15%	13%
Financial Services	14%	15%	14%	19%	17%
Government	0%	†	†	0%	0%
Healthcare Products and Services	9%	8%	8%	8%	7%
Manufacturing	6%	4%	5%	4%	6%
Media / Entertainment	1%	2%	1%	1%	1%
Nonprofit	2%	2%	2%	4%	3%
Other	2%	5%	3%	3%	3%
Petroleum / Energy	1%	†	1%	2%	2%
Real Estate	2%	2%	3%	1%	1%
Retail	3%	3%	3%	4%	7%
Technology	26%	21%	20%	15%	16%
Transportation & Logistics Services	1%	1%	†	0%	†

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

† Less than 1% of accepted jobs

MONTHLY SALARIES¹

BY INDUSTRY, SUMMER INTERNS, CLASS OF 2018²

INDUSTRY	PERCENT (%) ³	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
Consulting	23.3%	2,595	14,000	10,734	12,000
Consumer Products	9.7%	1,200	14,504	6,751	7,000
Apparel / Textiles	1.4%	1,890	14,504	7,957	6,428
Food and Beverage	4.1%	3,200	8,750	6,745	7,200
General	0.2%	*	*	*	*
Household / Personal	3.0%	1,200	10,000	6,338	7,077
Luxury Goods	0.2%	*	*	*	*
Other	0.8%	6,923	10,416	8,485	8,300
Energy	1.2%	3,688	10,000	6,437	6,500
Alternative Energy	0.2%	*	*	*	*
General	0.2%	*	*	*	*
Oil / Gas	0.2%	*	*	*	*
Utility Services (Electric / Water / etc.)	0.6%	*	*	*	*
Financial Services	14.4%	800	12,500	8,245	9,717
Commercial Banking	1.4%	5,700	11,762	9,388	10,417
Diversified Financial Services	0.8%	7,800	9,833	8,433	8,050
General	0.2%	*	*	*	*
Hedge Funds	0.4%	*	*	*	*
Investment Banking / Brokerage	5.5%	6,400	12,500	10,184	10,412
Investment Management	0.8%	5,600	10,000	6,800	5,800
Private Equity	3.1%	800	12,000	6,429	6,250
Venture Capital	1.8%	2,400	10,000	5,007	5,000
Other	0.4%	*	*	*	*
Healthcare	8.9%	1,700	9,500	6,858	7,692
Biotechnology	0.2%	*	*	*	*
General	2.2%	4,000	8,700	6,765	6,400
Medical Devices	1.8%	4,000	8,500	7,427	7,760
Pharmaceutical Manufacturers	1.2%	5,000	9,500	7,081	6,800
Pharmaceutical Other	1.0%	7,200	8,800	7,921	7,794
Providers & Services	2.3%	1,700	8,700	6,005	7,780
Other	0.2%	*	*	*	*
Manufacturing	5.7%	960	9,500	7,658	8,500
Aerospace / Aviation / Defense	0.4%	*	*	*	*
Automotive	0.6%	*	*	*	*
Chemicals	0.4%	*	*	*	*

INDUSTRY	PERCENT (%) ³	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
General	1.4%	8,500	8,500	8,500	8,500
Heavy Equipment	0.2%	*	*	*	*
Other	2.7%	3,000	9,500	8,036	8,500
Media / Entertainment	1.2%	1,667	7,000	4,045	4,400
Entertainment / Leisure / Recreation	0.2%	*	*	*	*
General	0.6%	*	*	*	*
Publishing (Print / Web)	0.2%	*	*	*	*
Radio / TV / Cable / Film	0.2%	*	*	*	*
Nonprofit	2.0%	1,200	7,000	3,500	2,450
Education	0.2%	*	*	*	*
Consulting	0.8%	1,200	2,400	1,850	1,900
General	1.0%	1,600	7,000	5,020	5,200
Other	1.6%	3,000	8,333	6,165	6,933
Agribusiness	0.2%	*	*	*	*
Hospitality / Tourism	0.6%	*	*	*	*
International Trade - Import / Export	0.2%	*	*	*	*
Law / Legal Services	0.2%	*	*	*	*
Sports & Sports Management	0.4%	*	*	*	*
Real Estate	2.0%	2,400	9,615	6,268	6,400
Commercial	1.0%	2,400	9,615	6,763	6,600
General	0.6%	*	*	*	*
Services	0.4%	*	*	*	*
Retail	3.3%	2,400	16,000	6,308	6,400
Technology	26.1%	750	11,078	7,263	8,000
Equipment / Hardware / Networking	3.3%	4,800	10,000	7,854	8,800
General	6.1%	4,133	11,078	7,389	7,500
Internet Services / E-Commerce	8.9%	750	9,533	7,173	8,000
Multimedia Products & Services	0.2%	*	*	*	*
Software	5.4%	1,600	9,000	7,415	8,000
Services	0.6%	*	*	*	*
Other	1.6%	2,500	10,417	5,288	5,500
Transportation & Logistics Services	0.6%	*	*	*	*

¹ 1% of students reported accepting an unpaid summer internship.

² Data for sponsored students reporting summer internship details is included in this table.

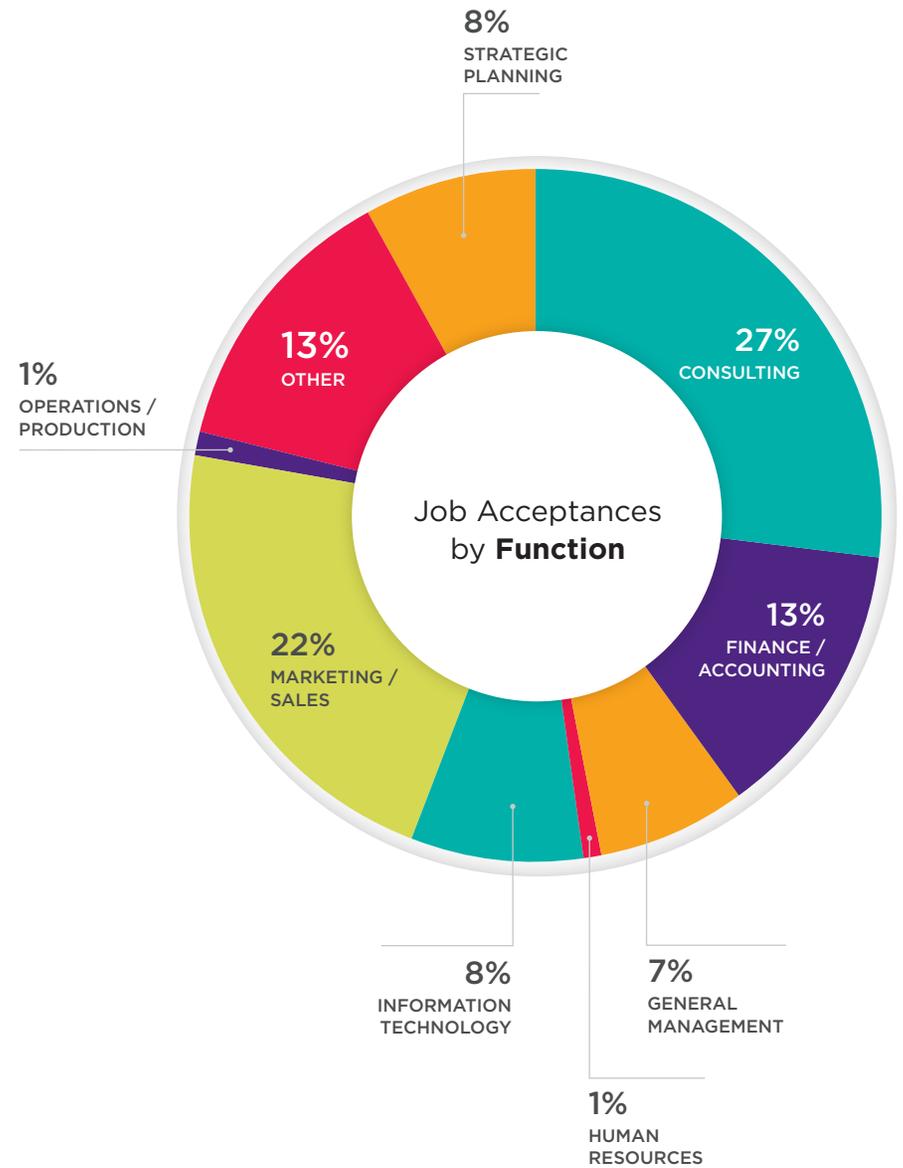
³ Two students reported accepting multiple internships.

* Reporting numbers insufficient to provide salary data.

MAJOR FUNCTIONS

CHOSEN BY SUMMER INTERNS, 2013-2017

FUNCTION	ACCEPTANCES (%)*				
	2017	2016	2015	2014	2013
Consulting	27%	28%	26%	25%	24%
Finance / Accounting	13%	16%	17%	18%	16%
General Management	7%	4%	3%	4%	6%
Human Resources	1%	1%	1%	1%	1%
Information Technology	8%	5%	6%	4%	3%
Marketing / Sales	22%	23%	26%	27%	26%
Operations / Production	1%	2%	3%	2%	2%
Other	13%	13%	11%	13%	14%
Strategic Planning	8%	8%	8%	6%	8%



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

† Less than 1% of accepted internships

MONTHLY SALARIES¹

BY FUNCTION, SUMMER INTERNS, CLASS OF 2018²

FUNCTION	PERCENT (%) ³	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
Consulting	26.7%	1,200	14,000	10,159	11,500
Finance / Accounting	12.8%	800	12,500	8,549	10,000
Analyst / Research	0.7%	*	*	*	*
Corporate Finance	1.2%	4,800	7,933	6,516	6,637
General	1.7%	3,688	10,000	7,189	8,000
Investment Banking	4.5%	9,500	12,500	10,591	10,417
Investment Management	1.4%	4,026	12,000	8,680	10,000
Mergers & Acquisitions	1.2%	800	10,416	6,803	9,000
Private Client Services / Wealth Management	0.7%	*	*	*	*
Other	1.4%	3,467	10,833	7,714	8,000
General Management	6.6%	2,400	10,417	7,704	8,009
General	3.3%	2,400	10,416	7,645	8,500
Project Management	0.8%	7,400	10,000	8,475	8,250
Retail Management	0.4%	*	*	*	*
Rotational / Development Program	1.9%	3,467	10,417	7,367	8,017
Other	0.2%	*	*	*	*
Human Resources	1.4%	2,880	8,500	6,410	7,400
Information Technology	8.3%	750	9,533	6,729	8,000
Business Analysis and Design	1.7%	2,880	8,800	7,098	8,000
E-Commerce / Internet / Website Mgmt	1.9%	1,944	8,800	6,794	8,000
General	4.3%	750	9,533	6,468	7,680
Integration / Implementation	0.2%	*	*	*	*
Systems Management	0.2%	*	*	*	*
Marketing / Sales	21.7%	1,200	16,000	7,213	7,269
Buyer / Merchandising	0.4%	*	*	*	*
Brand / Product Management	13.4%	3,200	9,208	7,235	7,200
General	5.2%	4,000	16,000	7,244	7,500
Market Research	0.2%	*	*	*	*
Product Development	1.4%	4,000	8,400	6,871	8,000
Sales	0.4%	*	*	*	*
Other	0.7%	*	*	*	*

FUNCTION	PERCENT (%) ³	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
Operations / Logistics	1.2%	4,000	8,800	7,539	8,356
Operations/Production	1.0%	4,000	8,800	7,287	7,911
Supply Chain / Logistics	0.2%	*	*	*	*
Other	13.4%	1,200	14,504	6,278	6,500
Business Development	2.9%	1,700	8,800	5,709	6,040
Corporate Development	1.9%	1,600	10,417	7,187	8,000
Data Analytics	1.9%	2,500	14,504	8,025	7,000
Economic Analysis / Research	0.2%	*	*	*	*
Entrepreneurship	1.7%	1,200	12,000	6,025	6,250
Healthcare / Medical Professional	0.4%	*	*	*	*
Real Estate - Asset / Property Mgmt	0.2%	*	*	*	*
Real Estate - Development / Construction	0.2%	*	*	*	*
Real Estate - Finance	0.8%	6,400	9,615	7,854	7,700
Real Estate - General	0.4%	*	*	*	*
Real Estate - Other	0.2%	*	*	*	*
Other	2.6%	1,890	8,500	5,339	6,500
Strategic Planning	7.9%	960	10,000	6,274	7,000

¹ 1% of students reported accepting an unpaid summer internship.

² Data for sponsored students reporting summer internship details is included in this table.

³ Two students reported accepting multiple internships.

* Reporting numbers insufficient to provide salary data.

MAJOR EMPLOYERS OF SUMMER INTERNS

CLASS OF 2018

COMPANIES HIRING THREE OR MORE STUDENTS*

Consulting		Healthcare	
A.T. Kearney	5	DaVita	5
Accenture	5	Genentech, Inc.	3
Bain & Company	15	Johnson & Johnson	3
The Boston Consulting Group	29	Medtronic, Inc.	3
Deloitte Consulting LLP	13	Manufacturing	
Parthenon - EY	3	Danaher Corporation	5
KPMG STRATEGY	3	Fortive Corporation	7
L.E.K. Consulting	5	Other	
McKinsey & Company	25	Hilton Worldwide	3
Prophet Brand Strategy	3	Retail	
Consumer Products		Starbucks Coffee Company	5
Anheuser-Busch InBev	5	Walmart Stores, Inc.	3
Mars, Incorporated	4	Technology	
Nike, Inc.	7	Adobe Systems	3
PepsiCo, Inc.	5	Amazon	31
Procter & Gamble	4	Apple Inc.	8
Unilever Food Solutions	3	Dell Inc.	4
Financial Services		Facebook	6
Bank of America Merrill Lynch	5	Google	8
Evercore Partners	3	Microsoft Corporation	8
Goldman, Sachs & Co.	4	Salesforce.com	4
J.P. Morgan	3	Samsung Strategy & Innovation Center	4
JPMorgan Chase & Co.	5	VISA Inc.	3
William Blair	3	TOTAL HIRES	273

SOURCES OF ACCEPTED INTERNSHIP JOB OFFERS

CLASS OF 2018

	NUMBER	PERCENT (%)
School-facilitated		
Alumni referral	6	1.2%
Kellogg Job Board posting	103	20.4%
Off-Campus interview (school-facilitated)	30	5.9%
On-Campus interview	247	48.8%
Resume book	4	0.8%
Other (school-facilitated)	8	1.6%
Student-initiated		
Conference	7	1.4%
External job board	18	3.6%
Off-Campus interview (student-initiated)	75	14.8%
Previous employer	4	0.8%
Other (student-initiated)	4	0.8%

* Data for sponsored students reporting summer internship details is included in this table. Two students reported accepting multiple internships.



RECRUITING PARTNERS

CORPORATE RECRUITING PARTNERS

2016-2017

The following organizations recruited students from the Kellogg School of Management during academic year 2016/2017.

- ▣ 3M
- ▣ A.T. Kearney
- ☞ Abbott
- ☞ AbbVie
- AbleTo
- Accelerated Assets
- ▣ Accenture Strategy
- ACT in Africa
- ▣ Adobe Systems
- * Advantage Capital
- Aetna Inc.
- Align Capital Partners
- * AlixPartners LLC
- Allianz Real Estate of America
- * Alpine Investors
- ▣ Amazon
- ☞ Amcor
- ▣ American Airlines, Inc.
- ▣ American Express
- American Industrial Partners
- ☞ Amgen Inc.
- ☞ Amphenol Corporation
- Analysis Group, Inc.
- Analyte Health
- Andreessen Horowitz
- ☞ Anheuser-Busch InBev
- ▣ Apple Inc.
- AppNexus
- ☞ Archer Daniels Midland Company (ADM)
- Argonaut Private Equity
- Arity
- ☞ AstraZeneca
- ☞ AT&T
- athenahealth, Inc.
- Autodesk
- Away
- Backcountry.com LLC
- ▣ Bain & Company
- ☞ Bank of America Merrill Lynch
- ☞ Barclays Capital
- Basis Set Ventures
- ▣ Baxter Healthcare
- Bayer Corporation - Business Consulting North America
- ☞ BD (Becton, Dickinson and Company)
- Beacon Capital Partners
- Belkin International Inc.
- Benford Capital Partners, LLC
- Bill & Melinda Gates Foundation
- Blockchain
- Blue Apron
- * Blue Canyon Partners, Inc.
- Blue Cross Blue Shield
- ☞ BMO Capital Markets
- * BNP Paribas
- Boeing Company
- Booz Allen Hamilton
- ▣ The Boston Consulting Group
- Boston Scientific
- * Box
- Brickwork Software
- Bridges Ventures
- Briteseed
- BP
- British Telecommunications
- ▣ Brunswick Corporation
- Calvert Foundation
- ▣ Cambridge Group
- CancerIQ
- Capella Space Corporation
- * Capgemini Consulting
- ▣ Cargill
- * Causeway Capital Management LLC
- Causeway Media Partners
- CBRE
- Celgene
- Cencosud S.A.
- Chartis Group
- ▣ Chevron
- Chicago Mercantile Exchange Group (CME Group)
- China International Capital Corporation Limited
- Cicero Group
- ▣ Cigna
- CIM Group
- ▣ Cisco Systems

“Kellogg leaders are smart and confident with strong problem solving abilities. They are driven by challenges and make a positive impact starting on day one.”

JODI WASHINGTON

PROJECT MANAGEMENT, CISCO SYSTEMS

- Citadel LLC
- ☞ Citi
- City Capital Ventures
- Civic Consulting Alliance
- ▣ The Clorox Company
- CMR Falabella
- Cockroach Labs
- Cole-Parmer
- ▣ Colfax Corporation
- ☞ Colgate-Palmolive Company
- CommonBond
- CommonStock, Inc.
- ▣ Conagra Brands
- Conduent, Incorporated
- * Constellation Brands
- * Cornerstone Research
- Corpora Alimentos
- Cove Property Group
- CREDICORP
- Credit Karma
- Credit Suisse
- ☞ Cressey & Company LP
- Ctrip.com International Ltd.
- ☞ Cummins Inc.
- ▣ CVS Health
- Cypress Creek Renewables
- D & G Consulting
- ▣ Danaher Corporation
- ▣ Davita
- DDG Partners
- Dean & DeLuca
- ▣ Deere and Company - John Deere

Recruited on campus for:

* Full-time employees ☞ Summer interns ▣ Both full-time employees and summer interns

- ▣ Dell Inc.
- ▣ Deloitte Consulting LLP
Digital Ventures
- ▣ Discover Financial Services
Dollar Tree
- ☞ Dover Corporation
- ☞ Dow Chemical Company
Driven Brands
- * DTE Energy - DTE Energy Resources
- ☞ E & J Gallo Winery
Earnest
- ▣ Eaton
- ▣ ECOLAB Inc.
Eden Media Group, LLC
EDF Renewable Energy
The Edgewater Funds
- ▣ Edwards Lifesciences
- ☞ Eli Lilly and Company
Elite Dental Partners
- ▣ Emerson Electric Company
- * Ericsson
- ☞ Evercore Partners
- * Exelon Corporation
Expedia, Inc.
- ▣ ExxonMobil
EY
F. Hoffmann-La Roche
Facebook
Falabella
- ▣ FCA - Fiat Chrysler Automobiles
- * Federal Bureau of Investigation
Fidelity International
- ☞ Fidelity Investments
Fifth Wall
Formaspace
- ▣ Fortive Corporation
Foundry Commercial
Friedman Fleischer & Lowe
frog design inc. - Strategy
Gap Inc.
- * Genentech, Inc.
General Dynamics
- ☞ General Mills
- ▣ General Motors Company
Gett
- ☞ GlaxoSmithKline
Glenfarne Group
- ☞ Goldman, Sachs & Co.
Google
GoPro
Got It Inc.
Grand Rounds
Greystar Real Estate Partners, LLC
- GrubHub.com
- Guia Bolso
- Gwynnie Bee
- Harley-Davidson Motor Company
- ▣ HBM Holdings
Heitman
HERE Technologies
- * Hershey Company
- ☞ Hilton Worldwide
Hines
Home Advisor
- Honey-Can-Do International, LLC
- Horizon Pharma
Hospital for Special Surgery
- ▣ Houlihan Lokey
Hustle
HVH Patient Precision Analytics
IBM
Icon Global Supply
Impossible Objects
IMS Consulting Group
Industrial Growth Platform Inc.
Insikt Inc.
Inspiring Capital
Instacart
Instagram
- ☞ Intel Corporation
Intermountain Healthcare
- * International Finance Corporation
- ▣ Intuit Inc.
- ☞ Intuitive Surgical
IRI
- * Itaú Unibanco
iTrade Networks
J.P. Morgan
JLL
- ▣ Johnson & Johnson
- ▣ JPMorgan Chase & Co.
Juniper Networks
Kaiser Permanente
Kendo
- ▣ KPMG STRATEGY
- ▣ The Kraft Heinz Company
- ▣ L.E.K. Consulting
- Lancaster Pollard & Co.
Landmark Health
Lantern
LaSalle Capital Group
Learning Resources
Levy
- ▣ Lincoln International LLC
LinkedIn
LiveWatch Security
Living Proof
L’Oreal
- ▣ Luxottica Retail
Luxury Garage Sale
Lyft
MakeLeaps
MakerSights
Mallplaza
Management Consultancy International
- ▣ Mars, Incorporated
MasterCard Worldwide
- ☞ Mattel, Inc.
McDonald’s Corporation
McGraw Hill Education
- ☞ McKinsey & Company
- * Medline Industries, Inc.
Medtronic, Inc.
Meograph Inc
- ☞ MetLife, Inc.
MHT Partners
Mic
- ▣ Microsoft Corporation
- ▣ MillerCoors
- MLB Advanced Media
- ☞ Moelis & Company
Moon Capital Management
- ☞ Morgan Stanley
Motorola Solutions, Inc.
MTA New York City Transit
Naked Labs
National Football League
Nature Conservancy - California Chapter
- * Navigant Consulting, Inc.
New Capital Partners
New York Road Runners
- ▣ Nike, Inc.
- * Northwestern Mutual Capital Numo
Nuvo Group LTD
NVIDIA Corporation
Oars + Alps
Oasis Management
Old Oakland Golf Club
- * Oliver Wyman
Omidyar Network
Orchard Platform
Orion Resource Partners
OS Fund
- ☞ Pacific Alternative Asset Management Company
- * Palo Alto Networks
Pandora Media, Inc.
- ▣ Parthenon - EY
- * Partners in Performance International
PartySlate

Recruited on campus for:

* Full-time employees ☞ Summer interns ▣ Both full-time employees and summer interns

Pax Labs	Salesforce.com	Swanson Health Products	U.S.-China Green Fund	WeCasa
PayPal	☞ Samsung Global Strategy Group	* Symantec Corporation	Uber	Wells Fargo
☐ PepsiCo, Inc.	Samsung Research America	* Synchrony Financial	UI LABS	* West Monroe Partners
Personal Capital	Samsung Strategy & Innovation Center	☐ Takeda Pharmaceuticals USA, Inc.	UNC Healthcare	WestRock
Pfizer, Inc	Sandbox Industries	☐ Target Corporation	Under Armour	WeTravel Inc.
Phase Four	SanDisk	Tencent	☞ Unilever Food Solutions	WGL Energy Systems
PJT Partners	Sanofi Genzyme	Terragon	☐ United Airlines	☞ William Blair
Pressed Vibrance	☐ SC Johnson	* Tesla Motors	☞ UnitedHealth Group	Wind Point Partners
☐ Procter & Gamble	* Sears Holdings Corporation	The Capital Group	UpLift, Inc.	Windjammer Capital Investors LLC
☐ Prophet Brand Strategy	☞ Shire	The Cleveland Clinic	UprightLaw	Wise Apple
PupBox, Inc.	* Siemens AG	The Edgewater Funds	Uptake Technologies, Inc	Zenreach, Inc.
Qualcomm	Skycatch	* The Estée Lauder Companies	Urban Catalyst Partners	Zoma Capital
Quid	SmartAsset	The Surge Institute	Vanke	☐ ZS Associates
* Rakuten, Inc.	Spotify	☞ The Wine Group, Inc.	Veritas Investments	Zx Ventures
Raymond James Financial, Inc.	☞ Starbucks Coffee Company	* The Wonderful Company	Via	
REDF	StartUp Health	Third Sector Capital Partners, Inc.	Viacom, Inc.	
☐ Restaurant Brands International, Inc.	* Stax, Inc.	Tilia Holdings (Linden)	☞ VISA Inc.	
RiverGlade Capital	☐ Strategy&	TJM Capital Partners LLC	☞ VMware	
☞ Robert W. Baird & Co. Incorporated	Stroz Friedberg	T-Mobile US, Inc.	VRI, Inc.	
Rocketmiles	Stryker	Travelport	☐ Walmart Stores, Inc.	
☐ Roland Berger	Summit Partners	TripAdvisor	The Walt Disney Company	
* Russell Reynolds Associates, Inc.	SunBridge Capital Management, LLC	Twilio	Warby Parker	
Sabre	* Surgical Care Affiliates	Twitter	* Waterstone Management Group LLC	
		☐ Tyson Foods	☐ Wayfair	
		* Tyton Partners		

Recruited on campus for:

* Full-time employees ☞ Summer interns ☐ Both full-time employees and summer interns

CAREER MANAGEMENT CENTER

OUR TEAM

CMC LEADERSHIP

Liza Kirkpatrick
Senior Director, Full-Time
MBA Program

Adnan Rukieh
Director, Executive MBA
and Evening & Weekend
MBA Programs

Matthew Temple
Director, Alumni Career and
Professional Development

EMPLOYER RELATIONS

Mario Vela
Director, Employer Relations

Emily Foley
Assistant Director,
Business Development

Marissa Moore
Assistant Director,
Industry Relations

Sam Samberg
Assistant Director,
Industry Relations

Andrea Stoit
Assistant Director,
Business Development

Claire Walker
Assistant Director,
Industry Relations

Brittany Wisniewski
Assistant Director,
Business Development

CAREER ADVISING AND EDUCATION

Mary Simon
Director, Career Advising
and Education

Silvia Bajo
Associate Director

Aida Camara-Crowder
Associate Director

Carla Edelston
Associate Director

Tina Hagopian-Fahey
Associate Director

Eva Lu-Bonn
Associate Director

Joseph Patton
Associate Director

Megan Thomas
Associate Director

CMC LIBRARY

Ella Delaney
Associate Director,
CMC Library Manager

Cassandra Bails-McLeod
Library Assistant

Renée Stock
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