

# 2015 RECRUITMENT REPORT

**PREPARED TO LEAD.  
PRIMED FOR GROWTH.**

CAREER MANAGEMENT CENTER

Northwestern  
**Kellogg**  
School of Management

## CAREER MANAGEMENT CENTER

Partnering with Kellogg students and employers to promote lifelong professional and organizational growth.

## UNPRECEDENTED SUCCESS, IN PARTNERSHIP WITH YOU

Over the past two years, Kellogg has invested deeply in fostering the best MBA talent in the world. The Full-Time MBA class of 2015 came to Kellogg from diverse geographies, cultures and industries, with unique interests and a passion for leading in today's rapidly changing business landscape.

We welcomed these students with an innovative curriculum, new insights rooted in world-renowned research and challenging opportunities in real-world settings. They built meaningful relationships with each other and the broader Kellogg community of alumni, faculty, employers and Career Management Center staff.

We are delighted by the unprecedented level of success achieved by our students, in partnership with you. This year, 95 percent of the graduating Full-Time MBA class received an offer by three months post-graduation. This is illustrative of Kellogg's ability to effectively empower students to compete successfully for jobs with top MBA employers.

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,

**Mark Gasche**

Managing Director, Career Management Center

**Liza Kirkpatrick**

Director, Career Management Center

Full-Time MBA Program

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

*Please note that this 2015 Recruitment Report and last year's 2014 Employment Report include 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, Part-Time MBA on-campus recruiting and sponsored populations. As a result, benchmarking this report against previous reports is not advised.*

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## CAREER MANAGEMENT CENTER

# EXECUTIVE SUMMARY

This 2015 Recruitment Report presents the first-destination employment outcomes associated with the graduating Kellogg Full-Time MBA class of 2015 and the internship outcomes for the Kellogg Full-Time MBA class of 2016. Data includes graduates and students from our One-Year MBA, Two-Year MBA and MMM programs.



# DEVELOPING LEADERS WHO INSPIRE GROWTH IN PEOPLE, ORGANIZATIONS AND MARKETS.

## BRAVE LEADERS

The world needs brave leaders who understand the power of business to create positive impact — leaders who are agile and resilient, high-impact and low-ego, visionary and purposeful. To be effective they must be able to navigate across sectors and boundaries, strategically collaborating regardless of the challenges they face.

That is our purpose at Kellogg: to educate, equip and inspire brave leaders who build strong organizations and wisely leverage the power of markets to create lasting value.

## INNOVATIVE CURRICULUM

We are continually evolving and shaping our curriculum to help students develop into this type of leader. More than **25 percent of our course offerings are new** within the past three years to accurately reflect the changing marketplace. Our curriculum equips students with new approaches to problem-solving, ones that depend on cutting-edge marketplace knowledge and insight across disciplines and functions.

Informed by input from our students and recruiting partners, Kellogg established **pathways**, an integrated, cross-functional sequence of courses designed to address a particular skill set or industry for which there is active demand. Current pathways include data analytics, entrepreneurship, growth and scaling, health enterprise management, real estate, social impact, and venture capital and private equity.

The result of our collective efforts is a talented group of students seeking opportunities to have a meaningful impact on your organization.

**25%** of our course offerings are new

## EMPLOYER COLLABORATION

At Facebook headquarters in Silicon Valley, Kellogg faculty members and prominent Bay Area-alumni met to discuss Kellogg's approach to data analytics. The insights gleaned directly impacted our new data analytics curriculum, which includes 11 courses, the new most robust in the industry.

# CONNECTING STUDENTS AND RECRUITERS

The Kellogg Career Management Center for Employers focuses on connecting students and recruiters so they can forge a mutually beneficial relationship.

## 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 or 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 want to know 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 year into the spring and summer. Successful recruiters use multiple channels and student touch points 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 2015 EMPLOYMENT



*“Collaboration sets Kellogg apart. As a global project manager, I was given a lot of responsibility and visibility at a huge company right away. The collaboration skills I learned at Kellogg helped me to navigate an expansive environment, build cross-functional relationships and instantly form my new network.”*

**Moneeza Popatia '15**

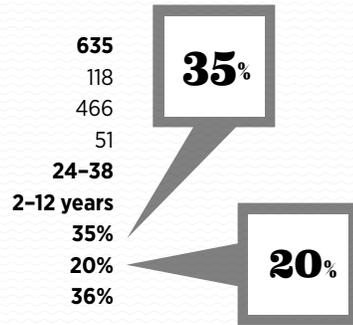
# PROFILE

## FULL-TIME CLASS OF 2015

### GRADUATES AT A GLANCE

#### DEMOGRAPHICS

<b>Students graduating in the Class of 2015</b>	<b>635</b>
One-Year MBA students	118
Two-Year MBA students	466
MMM students <sup>1</sup>	51
<b>Age range at graduation</b>	<b>24–38</b>
<b>Work experience range</b>	<b>2–12 years</b>
<b>Women</b>	<b>35%</b>
<b>U.S. minority</b>	<b>20%</b>
<b>International citizenship</b>	<b>36%</b>



#### GEOGRAPHIC REGION OF MBA ENTRANTS<sup>2 3</sup>

<b>Mid-Atlantic</b>	<b>8%</b>
<b>Midwest</b>	<b>18%</b>
<b>Northeast</b>	<b>15%</b>
<b>South</b>	<b>4%</b>
<b>Southwest</b>	<b>3%</b>
<b>West</b>	<b>12%</b>
<b>International</b>	<b>41%</b>
Africa	1%
Australia and Pacific Islands	1%
Canada	2%
Central and South Asia	7%
East and Southeast Asia	15%
Eastern Europe	1%
Mexico, Caribbean and Latin America	10%
Middle East	1%
Western Europe	4%

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

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

<sup>2</sup> Represents 2Y and MMM entering class of 2013 and 1Y entering class of 2014.

<sup>3</sup> U.S. military was excluded.

### EMPLOYMENT SNAPSHOT

#### EMPLOYMENT SUMMARY

<b>Total seeking employment</b>	<b>519</b>
<b>Not seeking employment</b>	
Company-sponsored/already employed	94
Continuing education	3
Postponing job search	5
Starting a new business <sup>1</sup>	11
Not seeking employment	3
<b>Total not seeking employment</b>	<b>116</b>
<b>Not reported</b>	<b>0</b>
<b>Total students</b>	<b>635</b>

#### TIMING OF OFFERS/ACCEPTANCES — CLASS OF 2015<sup>2</sup>

<b>By graduation</b>	
Student received a job offer	88.2%
Student accepted a job	83.6%
<b>By three months post graduation</b>	
Student received a job offer	<b>95.0%</b>
Student accepted a job	92.1%

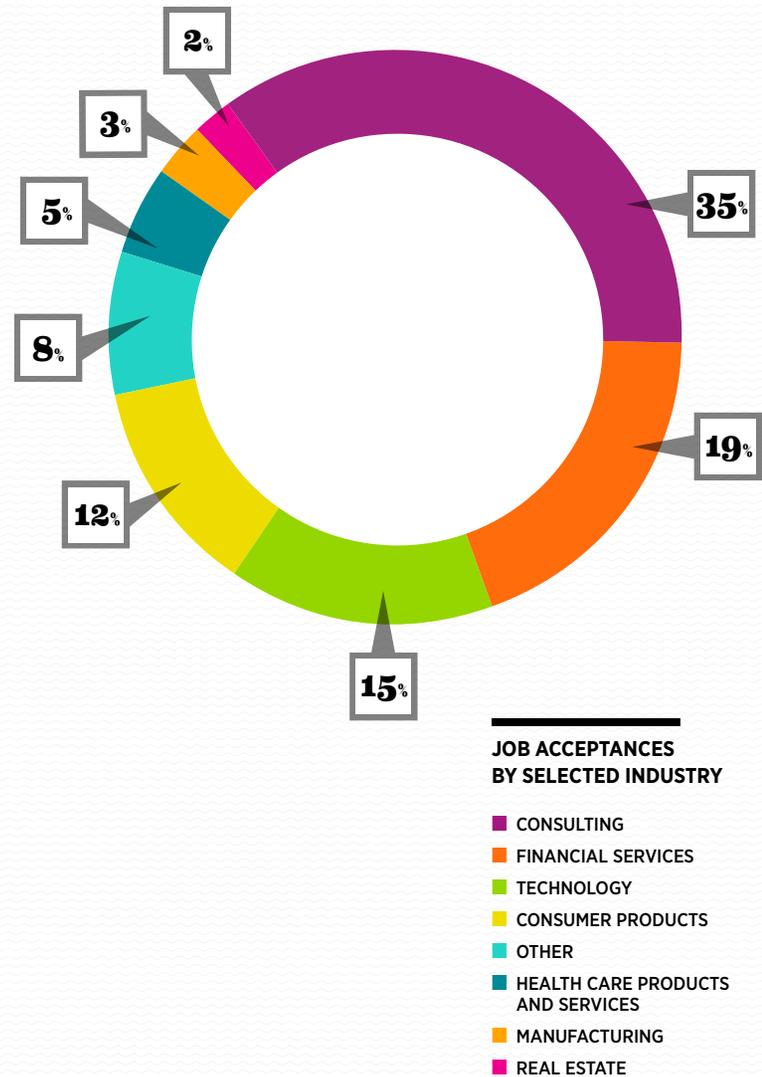
<sup>1</sup> Students exclusively focused on starting a new business.

<sup>2</sup> Students who were seeking employment.

# MAJOR INDUSTRIES

CHOSEN BY GRADUATES, 2011-2015

INDUSTRY	ACCEPTANCES (%) <sup>1</sup>				
	2015	2014	2013	2012	2011
Consulting	35	35	36	35	37
Consumer Products	12	11	10	11	11
Financial Services	19	14	20	20	19
Health Care Products and Services	5	6	4	6	6
Manufacturing	3	5	4	5	4
Media/Entertainment	+	1	2	+	1
Nonprofit	+	+	1	+	0
Other	8	6	6	7	7
Petroleum/Energy	+	2	2	1	2
Real Estate	2	1	2	1	2
Technology	15	18	12	13	11



<sup>1</sup> Percentages have been rounded to the nearest whole number and may not add up to 100 percent.

<sup>+</sup> Less than 1 percent of accepted jobs.

## BASE SALARY ACCEPTANCES BY INDUSTRY, FULL-TIME CLASS OF 2015

INDUSTRY	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>Consulting</b>	<b>34.6</b>	<b>78,000</b>	<b>170,000</b>	<b>133,253</b>	<b>140,000</b>
<b>Consumer Products</b>	<b>11.8</b>	<b>90,000</b>	<b>132,000</b>	<b>105,164</b>	<b>105,000</b>
Apparel/Textiles	0.6	*	*	*	*
Electronics	0.2	*	*	*	*
Food and Beverage	8.0	95,000	132,000	104,568	105,000
Household/Personal	2.4	100,000	115,000	104,091	103,000
Luxury Goods	0.2	*	*	*	*
Other	0.4	*	*	*	*
<b>Financial Services</b>	<b>19.4</b>	<b>36,000</b>	<b>200,000</b>	<b>125,415</b>	<b>125,000</b>
Diversified Financial Services	4.1	100,000	150,000	119,453	115,000
General	0.2	*	*	*	*
Hedge Funds	0.2	*	*	*	*
Investment Banking/Brokerage	7.5	95,000	155,000	124,550	125,000
Investment Management	1.8	100,000	130,000	122,125	125,000
Private Equity	4.1	90,000	200,000	142,105	150,000
Venture Capital	1.3	36,000	150,000	111,833	125,000
Other	0.2	*	*	*	*
<b>Health Care Products and Services</b>	<b>5.4</b>	<b>71,000</b>	<b>150,000</b>	<b>112,960</b>	<b>115,000</b>
General	2.2	85,000	150,000	112,300	112,000
Medical Devices	0.4	*	*	*	*
Pharmaceutical Distribution/Wholesale	0.2	*	*	*	*
Pharmaceutical Manufacturers	0.6	*	*	*	*
Pharmaceutical Other	0.9	71,000	110,000	92,250	100,000
Providers and Services	1.1	120,000	150,000	126,000	120,000
<b>Manufacturing</b>	<b>3.0</b>	<b>86,000</b>	<b>161,500</b>	<b>115,850</b>	<b>113,500</b>
Automotive	0.9	100,000	161,500	116,975	103,200
Heavy Equipment	0.2	*	*	*	*
Other	1.9	86,000	135,000	116,000	117,000
<b>Media/Entertainment</b>	<b>0.6</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>
<b>Nonprofit</b>	<b>0.6</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>

INDUSTRY	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>Other</b>	<b>7.5</b>	<b>60,000</b>	<b>135,000</b>	<b>102,758</b>	<b>105,000</b>
Agribusiness	1.3	102,000	120,000	109,837	107,500
Education (For Profit)	0.4	*	*	*	*
Hospitality/Tourism	0.6	*	*	*	*
Retail	3.7	80,000	110,000	104,041	110,000
Sports and Sports Management	0.6	*	*	*	*
Transportation/Logistics	0.9	94,800	107,000	101,700	102,500
<b>Petroleum/Energy</b>	<b>0.6</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>
<b>Real Estate</b>	<b>1.9</b>	<b>60,000</b>	<b>125,000</b>	<b>95,313</b>	<b>98,750</b>
Commercial	1.3	60,000	125,000	94,167	95,000
General	0.6	*	*	*	*
<b>Technology</b>	<b>14.6</b>	<b>73,500</b>	<b>145,000</b>	<b>119,459</b>	<b>120,000</b>
Equipment/Hardware/Networking	1.9	100,000	140,000	124,222	128,000
General	2.4	87,514	130,000	116,271	120,000
Internet Services/E-Commerce	4.7	73,500	135,000	117,713	117,000
Software	4.3	75,000	130,000	116,579	121,500
Telecommunication Services	1.3	115,000	145,000	134,167	135,000

\* Reporting numbers insufficient to provide salary data.

# SIGN-ON BONUS ACCEPTANCES

## BY INDUSTRY, FULL-TIME CLASS OF 2015

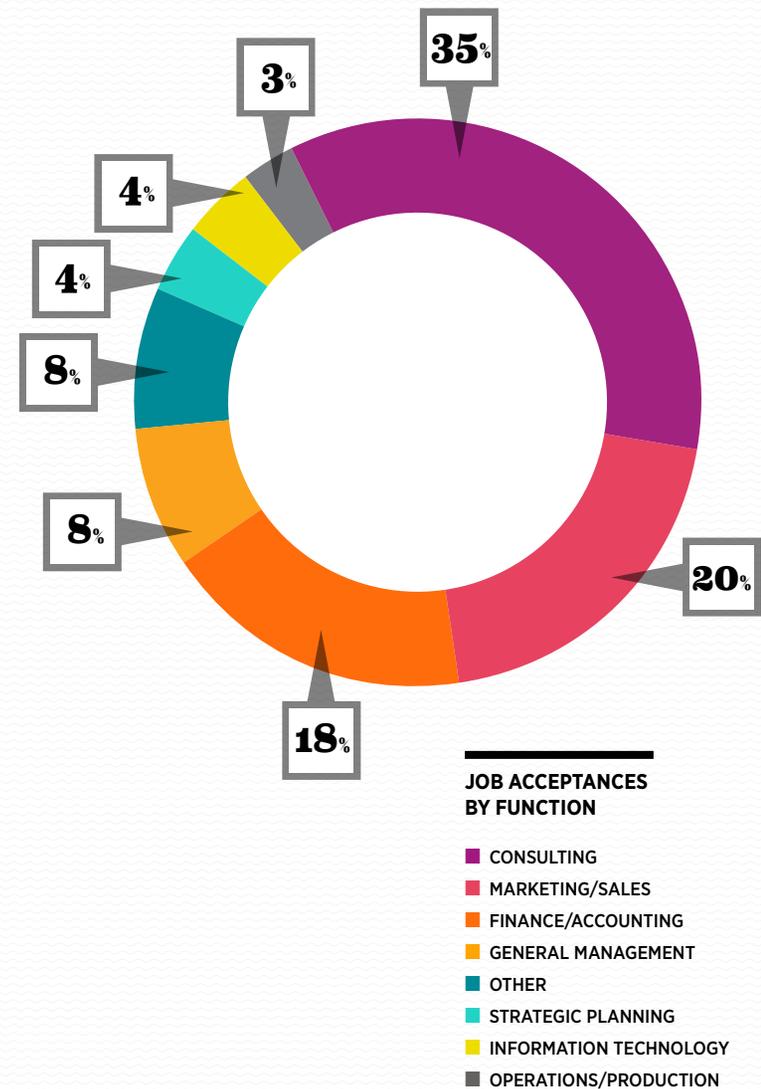
INDUSTRY*	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>Consulting</b>	<b>10,000</b>	<b>97,000</b>	<b>27,151</b>	<b>25,000</b>
<b>Consumer Products</b>	<b>15,000</b>	<b>85,000</b>	<b>25,220</b>	<b>25,000</b>
Food and Beverage	15,000	85,000	26,444	25,000
Household/Personal	20,000	30,000	23,182	20,000
<b>Financial Services</b>	<b>5,000</b>	<b>60,000</b>	<b>35,957</b>	<b>40,000</b>
Diversified Financial Services	12,500	57,500	32,045	30,000
Investment Banking/Brokerage	7,500	60,000	45,091	48,750
Investment Management	7,500	40,000	25,900	25,000
<b>Health Care Products and Services</b>	<b>10,000</b>	<b>50,000</b>	<b>27,333</b>	<b>30,000</b>
General	20,000	32,000	26,889	30,000
<b>Manufacturing</b>	<b>15,000</b>	<b>25,000</b>	<b>21,667</b>	<b>25,000</b>
Other	15,000	25,000	20,714	20,000
<b>Other</b>	<b>3,000</b>	<b>75,000</b>	<b>20,947</b>	<b>20,000</b>
Agribusiness	10,000	20,000	15,550	16,000
Retail	3,000	75,000	24,250	20,000
<b>Technology</b>	<b>5,000</b>	<b>77,000</b>	<b>29,144</b>	<b>25,250</b>
Equipment/Hardware/Networking	10,000	55,000	33,333	30,000
General	15,000	30,000	20,143	20,000
Internet Services/E-Commerce	10,000	77,000	34,615	25,500
Software	5,000	50,000	29,449	25,593
Telecommunication Services	10,000	30,000	19,000	20,000

\* This table includes only those industries where at least 50% of accepted offers reported a sign-on bonus. For the class of 2015, 63% of accepted offers reported receiving a sign-on bonus.

# MAJOR FUNCTIONS

CHOSEN BY GRADUATES, 2011-2015

FUNCTION	ACCEPTANCES (%) <sup>1</sup>				
	2015	2014	2013	2012	2011
Consulting	35	35	36	37	38
Finance/Accounting	18	13	20	19	18
General Management	8	9	10	7	8
Human Resources	†	0	†	†	0
Information Technology	4	5	2	1	1
Marketing/Sales	20	21	19	23	23
Operations/Production	3	3	1	2	1
Other	8	9	6	7	6
Strategic Planning	4	5	6	4	5



<sup>1</sup> Percentages have been rounded to the nearest whole number and may not add up to 100 percent.

† Less than 1 percent of accepted jobs.

## BASE SALARY ACCEPTANCES

### BY FUNCTION, FULL-TIME CLASS OF 2015

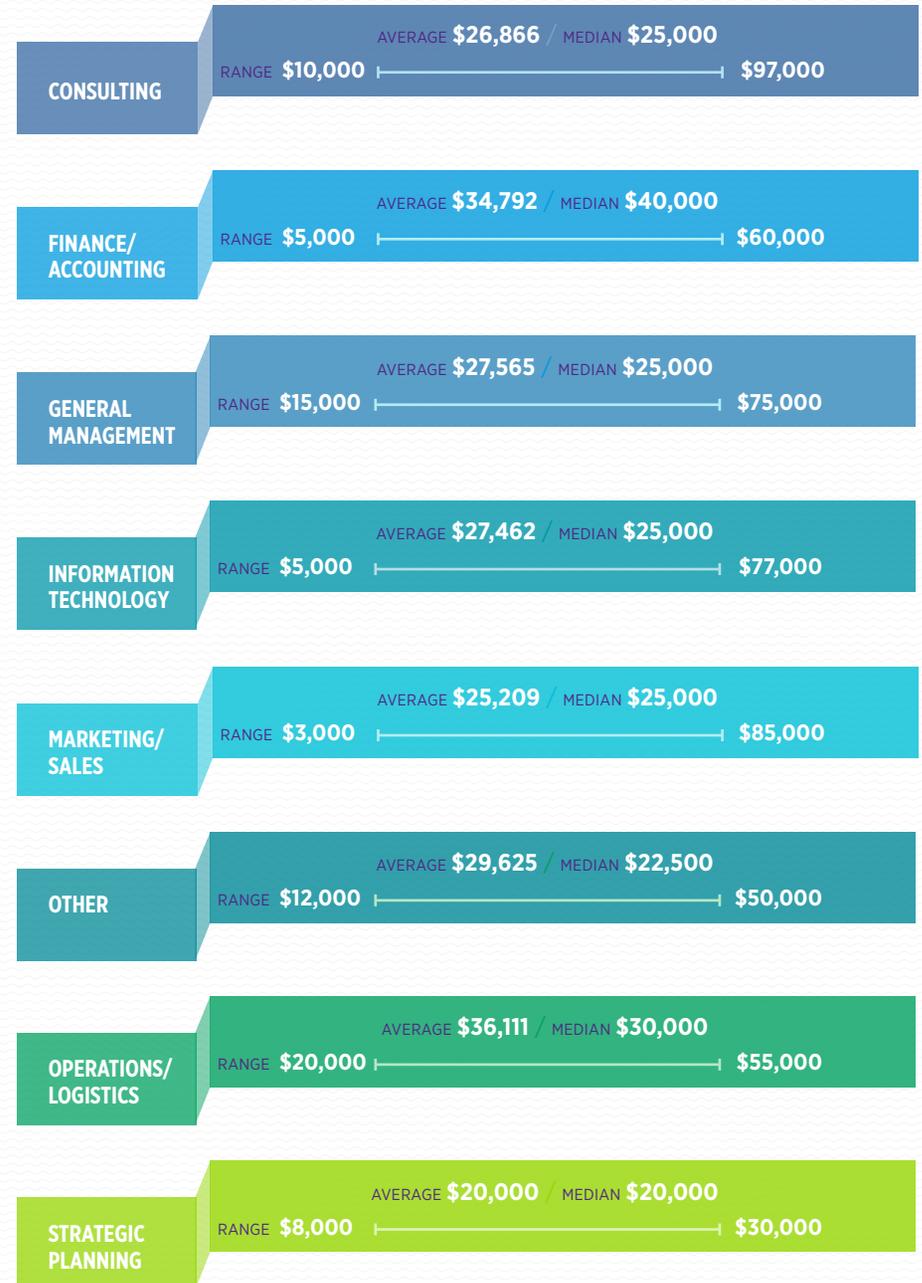
FUNCTION	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>Consulting</b>	<b>35.0</b>	<b>36,000</b>	<b>170,000</b>	<b>132,256</b>	<b>140,000</b>
<b>Finance/Accounting</b>	<b>18.0</b>	<b>71,000</b>	<b>200,000</b>	<b>125,361</b>	<b>125,000</b>
Analyst/Research	0.4	*	*	*	*
Commercial Banking	0.2	*	*	*	*
Corporate Finance	2.2	71,000	120,000	106,100	109,000
General	1.5	100,000	135,000	114,286	110,000
Investment Banking	7.3	100,000	155,000	126,743	125,000
Investment Management	2.2	90,000	200,000	136,200	127,500
Mergers and Acquisitions	2.6	100,000	165,000	131,250	127,500
Private Client Services/Wealth Mgmt	0.4	*	*	*	*
Risk Management	0.2	*	*	*	*
Treasury	0.4	*	*	*	*
Other	0.6	*	*	*	*
<b>General Management</b>	<b>7.7</b>	<b>85,000</b>	<b>150,000</b>	<b>113,517</b>	<b>115,000</b>
Customer Relations	0.2	*	*	*	*
General Management	3.6	97,500	150,000	116,241	115,000
Project Management	1.1	97,000	120,000	111,800	115,000
Retail Management	0.2	*	*	*	*
Rotational/Development Program	2.2	95,500	125,000	112,450	114,500
Other	0.4	*	*	*	*
<b>Human Resources</b>	<b>0.4</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>
<b>Information Technology</b>	<b>4.3</b>	<b>107,000</b>	<b>140,000</b>	<b>122,525</b>	<b>122,000</b>
Business Analysis and Design	0.9	110,000	130,000	120,000	120,000
E-Commerce/Internet/Web Site Mgmt	1.5	107,000	135,000	121,929	120,000
General	1.7	115,000	140,000	124,125	122,500
Integration/Implementation	0.2	*	*	*	*

FUNCTION	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>Marketing/Sales</b>	<b>20.0</b>	<b>52,000</b>	<b>161,500</b>	<b>107,208</b>	<b>105,000</b>
Brand/Product Management	12.3	85,000	161,500	107,140	105,000
Buyer/Merchandising	2.0	73,500	110,000	104,180	110,000
General	4.3	52,000	132,000	107,529	110,000
Merchandising/Retail	0.4	*	*	*	*
Product Development	0.2	*	*	*	*
Sales	0.4	*	*	*	*
Other	0.4	*	*	*	*
<b>Operations/Logistics</b>	<b>2.6</b>	<b>80,000</b>	<b>130,000</b>	<b>115,833</b>	<b>119,000</b>
Engineering	0.2	*	*	*	*
Operations/Production	1.1	114,000	130,000	122,800	125,000
Purchasing	0.2	*	*	*	*
Supply Chain/Logistics	1.1	80,000	128,000	110,600	110,000
<b>Other</b>	<b>7.9</b>	<b>60,000</b>	<b>150,000</b>	<b>109,485</b>	<b>110,000</b>
Administration	0.2	*	*	*	*
Business Development	3.3	60,000	150,000	112,831	110,000
Corporate Development	0.6	*	*	*	*
Entrepreneurship	0.4	*	*	*	*
Fundraising/Development	0.4	*	*	*	*
Health Care/Medical Professional	0.2	*	*	*	*
Real Estate	2.0	60,000	125,000	95,000	97,500
Research & Development	0.2	*	*	*	*
Other	0.6	*	*	*	*
<b>Strategic Planning</b>	<b>4.1</b>	<b>94,800</b>	<b>141,000</b>	<b>118,070</b>	<b>117,021</b>

\* Reporting numbers insufficient to provide salary data.

## SIGN-ON BONUS ACCEPTANCES BY FUNCTION, FULL-TIME CLASS OF 2015

FUNCTION*	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>Consulting</b>	<b>10,000</b>	<b>97,000</b>	<b>26,866</b>	<b>25,000</b>
<b>Finance/Accounting</b>	<b>5,000</b>	<b>60,000</b>	<b>34,792</b>	<b>40,000</b>
Corporate Finance	10,000	57,000	28,875	20,000
General	5,000	30,000	20,286	20,000
Investment Banking	7,500	60,000	46,341	50,000
<b>General Management</b>	<b>15,000</b>	<b>75,000</b>	<b>27,565</b>	<b>25,000</b>
General Management	15,000	75,000	27,278	20,000
Rotational/Development Program	20,000	50,000	28,111	25,000
<b>Information Technology</b>	<b>5,000</b>	<b>77,000</b>	<b>27,462</b>	<b>25,000</b>
Ecommerce/Internet/Web Site Mgmt	10,000	77,000	30,400	20,000
General	15,000	40,000	27,500	25,000
<b>Marketing/Sales</b>	<b>3,000</b>	<b>85,000</b>	<b>25,209</b>	<b>25,000</b>
Buyer/Merchandising	3,000	26,185	19,884	20,000
Brand/Product Management	10,000	77,000	25,200	25,000
General	10,000	85,000	28,250	27,500
<b>Operations/Logistics</b>	<b>20,000</b>	<b>55,000</b>	<b>36,111</b>	<b>30,000</b>
Operations/Production	30,000	40,000	32,500	30,000
Supply Chain/Logistics	20,000	55,000	36,250	35,000
<b>Other</b>	<b>12,000</b>	<b>50,000</b>	<b>29,625</b>	<b>22,500</b>
<b>Strategic Planning</b>	<b>8,000</b>	<b>30,000</b>	<b>20,000</b>	<b>20,000</b>



\* This table includes only those industries where at least 50% of accepted offers reported a sign-on bonus. For the class of 2015, 63% of accepted offers reported receiving a sign-on bonus.

# GEOGRAPHIC REGION

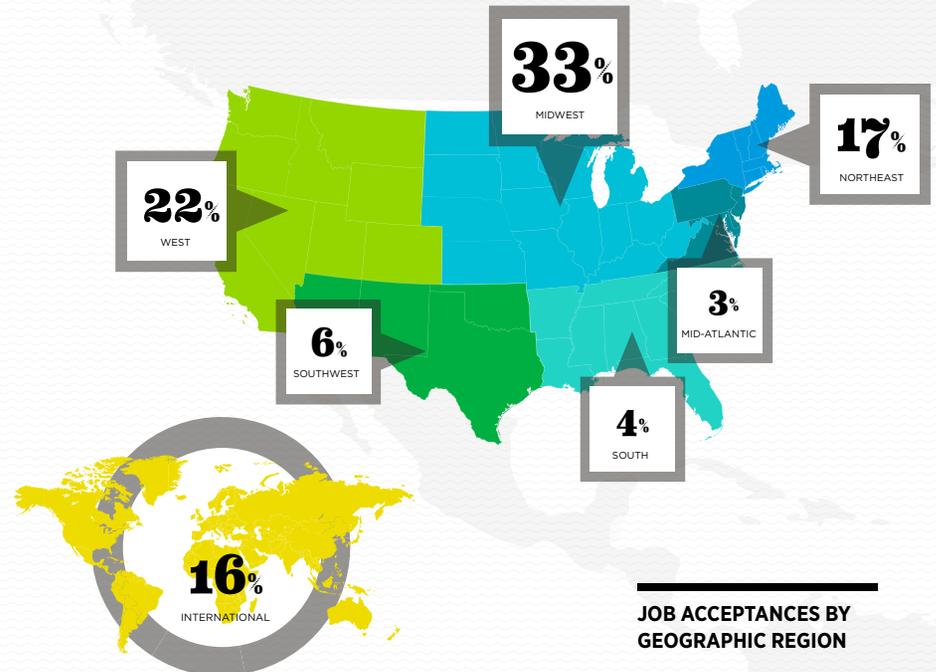
FULL-TIME CLASS OF 2015

## BASE SALARY ACCEPTANCES

REGION	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>United States</b>	<b>84.3</b>	<b>52,000</b>	<b>200,000</b>	<b>123,514</b>	<b>125,000</b>
<b>Mid-Atlantic</b>	<b>3.0</b>	<b>90,000</b>	<b>150,000</b>	<b>119,357</b>	<b>120,000</b>
Philadelphia Metro	0.6	*	*	*	*
Washington D.C. Metro	1.5	90,000	141,000	123,714	135,000
Other	0.9	100,000	110,000	103,750	102,500
<b>Midwest</b>	<b>32.8</b>	<b>52,000</b>	<b>200,000</b>	<b>121,931</b>	<b>125,000</b>
Chicago Metro	26.0	52,000	200,000	124,203	135,000
Detroit Metro	0.6	*	*	*	*
Minneapolis/St. Paul Metro	4.3	102,000	140,000	113,800	110,000
Other	1.9	102,500	135,000	110,833	106,000
<b>Northeast</b>	<b>17.4</b>	<b>90,000</b>	<b>161,500</b>	<b>122,740</b>	<b>125,000</b>
Boston Metro	3.7	95,000	140,000	122,941	125,000
New York City Metro	11.8	90,000	161,500	124,300	125,000
Other	1.9	100,000	140,000	113,000	104,000
<b>South</b>	<b>3.7</b>	<b>60,000</b>	<b>150,000</b>	<b>118,812</b>	<b>120,000</b>
Atlanta Metro	1.9	94,800	140,000	124,422	125,000
Miami Metro	0.9	100,000	150,000	125,000	125,000
Other	0.9	60,000	130,000	100,000	105,000
<b>Southwest</b>	<b>5.6</b>	<b>95,000</b>	<b>165,000</b>	<b>131,492</b>	<b>137,500</b>
Dallas Metro	2.0	95,000	165,000	133,556	140,000
Denver Metro	1.5	105,000	160,000	127,143	120,000
Houston Metro	1.7	125,000	141,800	137,100	140,000
Other	0.4	*	*	*	*
<b>West</b>	<b>21.8</b>	<b>95,500</b>	<b>200,000</b>	<b>125,818</b>	<b>125,000</b>
Los Angeles Metro	2.1	95,500	150,000	124,850	130,000
San Francisco Metro	13.7	100,000	200,000	129,031	130,000
Seattle Metro	4.9	107,000	135,000	119,913	117,000
Other	1.1	110,000	120,000	113,800	114,000

\* Reporting numbers insufficient to provide salary data.

REGION	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>International</b>	<b>15.7</b>	<b>36,000</b>	<b>154,248</b>	<b>109,074</b>	<b>110,000</b>
Asia	8.2	36,000	154,248	112,628	110,000
Central America and the Caribbean	0.9	97,500	120,000	108,825	108,899
Europe Free Trade Area	2.1	78,000	125,000	106,812	111,060
North America (non-U.S.)	1.3	100,000	145,000	126,500	127,000
South America	3.2	80,000	120,000	94,913	92,000

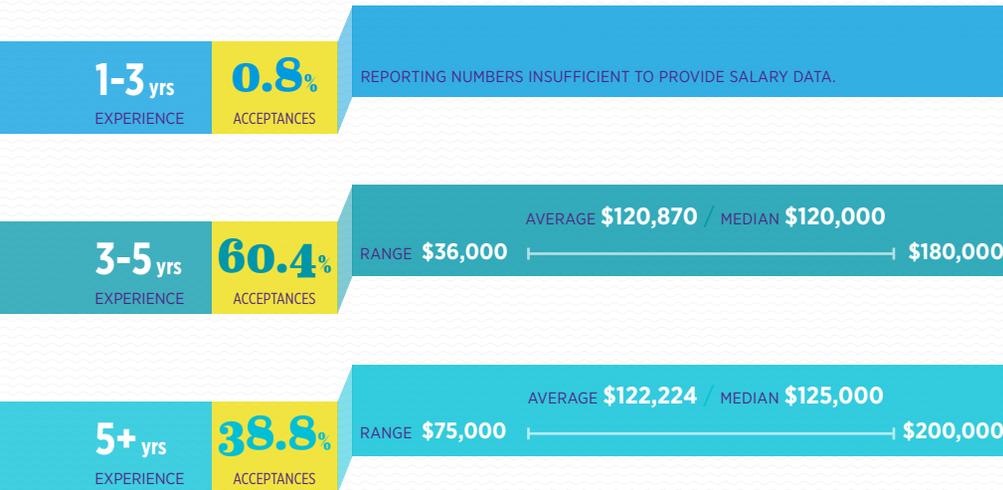


**JOB ACCEPTANCES BY GEOGRAPHIC REGION**

# BASE SALARY ACCEPTANCES

FULL-TIME CLASS OF 2015

## BY WORK EXPERIENCE



## BY UNDERGRADUATE DEGREE

DEGREE	PERCENT (%)	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
Business	37.5	36,000	200,000	120,264	120,000
Technical	30.0	78,000	160,000	122,737	125,000
Other	32.5	52,000	170,000	121,112	124,000

# MAJOR EMPLOYERS

FULL-TIME CLASS OF 2015

## COMPANIES HIRING THREE OR MORE STUDENTS\*

Consulting		Health Care Products and Services	
Accenture	5	Baxter International	3
A.T. Kearney	3	DaVita Healthcare Partners, Inc.	3
Bain & Company	28	Eli Lilly and Company	3
The Boston Consulting Group	26	Johnson & Johnson	3
Deloitte LLP	20	Manufacturing	
McKinsey & Company	34	General Motors Company	3
PwC Strategy&	18	Other	
Samsung Global Strategy Group	7	Falabella	3
Consumer Products		Target Corporation	7
General Mills Inc.	4	Technology	
The Kraft Heinz Company	12	Adobe Systems Incorporated	3
MillerCoors LLC	4	Amazon.com, Inc.	16
Nike, Inc.	3	Apple Inc.	6
PepsiCo, Inc.	4	Cisco Systems	4
Unilever	3	Google Inc.	7
Financial Services		Microsoft	9
American Express Company	3	<b>TOTAL HIRES</b>	<b>278</b>
Bank of America Merrill Lynch	5		
Citi	7		
Discover Financial Services	3		
Goldman, Sachs & Co.	7		
Jefferies LLC	3		
J.P. Morgan	6		
Lincoln International LLC	3		

# SOURCES OF ACCEPTED FULL-TIME JOB OFFERS

FULL-TIME CLASS OF 2015

School-facilitated		79.8%		Student-initiated		20.2%	
Alumni referral	3.0%	Conference	0.6%				
Kellogg Job Board posting	10.3%	External job board	1.7%				
Off-campus interview (school-facilitated)	6.0%	Off-campus interview (student-initiated)	9.7%				
On-campus interview	19.3%	Previous employer	2.6%				
Résumé Book	1.1%	Summer employer (student-initiated)	4.1%				
Summer employer (school-facilitated)	39.5%	Other	1.5%				
Other (school-facilitated)	0.6%						

\*Does not include sponsored students.

# CLASS OF 2016 SUMMER INTERNSHIPS



*“Kellogg’s curriculum is at the forefront of solving business problems using data. The data analytics coursework helped me become a data-driven manager, able to identify meaningful insights from a broad range of data. Kellogg gives you the tools, and then context to apply analytical thinking to real business cases in and out of the classroom.”*

**Jeff Hoffman '16**

# SUMMER INTERNSHIP PROFILE

## CLASS OF 2016 SUMMER INTERNS

### DEMOGRAPHICS

<b>Students graduating in the class of 2016</b>	<b>520</b>
Two-Year MBA students	461
MMM students <sup>1</sup>	59

### EMPLOYMENT SUMMARY

<b>Total seeking employment</b>	<b>505</b>
<b>Not seeking employment</b>	
Continuing education	1
Starting a new business <sup>2</sup>	8
Other	6
<b>Total not seeking employment</b>	<b>15</b>
<b>Total students</b>	<b>520</b>

**99.8%** of first-year students seeking internships received an offer.

## MAJOR INDUSTRIES

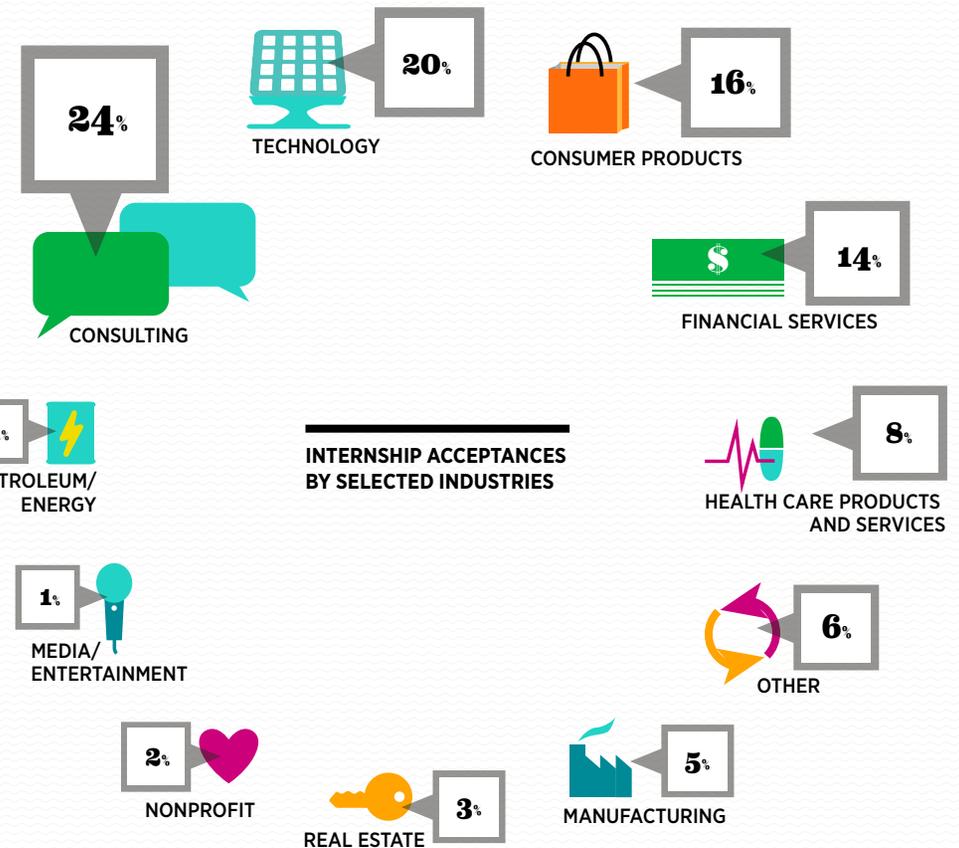
### CHOSEN BY SUMMER INTERNS, 2011-2015

INDUSTRY	ACCEPTANCES (%)				
	2015	2014	2013	2012	2011
Consulting	24	24	24	26	25
Consumer Products	16	15	13	13	14
Financial Services	14	19	17	21	19
Health Care Products and Services	8	8	7	5	8
Manufacturing	5	4	6	5	5
Media/Entertainment	1	1	1	2	1
Nonprofit	2	4	3	3	3
Other	6	7	10	8	8
Petroleum/Energy	1	2	2	1	2
Real Estate	3	1	1	1	2
Technology	20	15	16	14	14

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> Students exclusively focused on starting a new business.



# MONTHLY SALARIES<sup>1</sup>

## BY INDUSTRY, SUMMER INTERNS, CLASS OF 2016<sup>2</sup>

INDUSTRY	PERCENT (%) <sup>3</sup>	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>Consulting</b>	<b>23.7</b>	<b>2,400</b>	<b>12,600</b>	<b>10,379</b>	<b>11,000</b>
<b>Consumer Products</b>	<b>16.2</b>	<b>1,000</b>	<b>12,000</b>	<b>6,308</b>	<b>6,400</b>
Apparel/Textiles	2.2	5,750	6,306	5,932	5,821
Electronics	0.4	*	*	*	*
Food and Beverage	8.9	1,000	12,000	6,295	6,400
Household/Personal	3.3	6,080	7,338	6,908	6,980
Luxury Goods	0.4	*	*	*	*
Other	1.0	2,640	8,300	5,372	6,346
<b>Financial Services</b>	<b>14.4</b>	<b>400</b>	<b>13,200</b>	<b>8,314</b>	<b>10,000</b>
Diversified Financial Services	0.8	2,000	10,417	7,958	9,708
Hedge Funds	0.4	*	*	*	*
Investment Banking/Brokerage	6.3	1,041	12,500	10,112	10,416
Investment Management	2.2	400	13,200	7,425	8,467
Private Equity	3.1	3,200	12,500	6,914	6,000
Venture Capital	1.6	2,000	9,750	5,008	4,000
<b>Government</b>	<b>0.2</b>	*	*	*	*
<b>Health Care Products and Services</b>	<b>7.5</b>	<b>1,700</b>	<b>8,400</b>	<b>6,471</b>	<b>6,600</b>
Biotechnology	0.2	*	*	*	*
General	3.1	1,700	8,000	6,231	6,400
Medical Devices	0.2	*	*	*	*
Pharmaceutical Manufacturers	0.8	5,920	8,333	7,246	7,365
Pharmaceutical Other	1.2	3,750	7,400	6,214	6,950
Providers and Services	2.0	3,500	8,333	6,298	6,660
<b>Manufacturing</b>	<b>4.9</b>	<b>2,000</b>	<b>20,000</b>	<b>7,414</b>	<b>7,000</b>
Automotive	2.0	2,000	8,000	6,020	6,600
General	0.4	*	*	*	*
Other	2.5	6,500	20,000	8,485	7,000
<b>Media/Entertainment</b>	<b>1.2</b>	<b>1,000</b>	<b>8,680</b>	<b>4,833</b>	<b>5,560</b>
<b>Nonprofit</b>	<b>2.4</b>	<b>1,200</b>	<b>5,000</b>	<b>2,650</b>	<b>2,650</b>

INDUSTRY	PERCENT (%) <sup>3</sup>	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>Other</b>	<b>5.7</b>	<b>2,000</b>	<b>9,815</b>	<b>6,270</b>	<b>6,390</b>
Aerospace/Aviation/Defense	0.2	*	*	*	*
Agribusiness	0.6	*	*	*	*
Education (For Profit)	0.2	*	*	*	*
Engineering Services	0.2	*	*	*	*
Hospitality/Tourism	1.2	4,800	7,000	5,967	6,000
International Trade – Import/Export	0.2	*	*	*	*
Retail	2.7	4,000	7,000	6,175	6,400
Sports and Sports Management	0.2	*	*	*	*
Transportation/Logistics	0.2	*	*	*	*
<b>Petroleum/Energy</b>	<b>1.0</b>	<b>6,933</b>	<b>11,000</b>	<b>8,907</b>	<b>8,858</b>
<b>Real Estate</b>	<b>2.5</b>	<b>2,000</b>	<b>10,416</b>	<b>5,811</b>	<b>5,200</b>
<b>Technology</b>	<b>20.3</b>	<b>1,250</b>	<b>14,000</b>	<b>7,053</b>	<b>7,460</b>
Equipment/Hardware/Networking	4.7	3,533	9,900	7,427	8,800
General	5.7	4,800	11,000	7,513	7,800
Internet Services/E-Commerce	4.9	1,250	9,000	6,362	7,180
Multimedia Products and Services	0.4	*	*	*	*
Software	2.8	2,500	9,200	6,475	7,200
Telecommunications Manufacturing	0.2	*	*	*	*
Telecommunications Services	1.4	5,200	9,000	7,362	7,626
Other	0.2	*	*	*	*

<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.

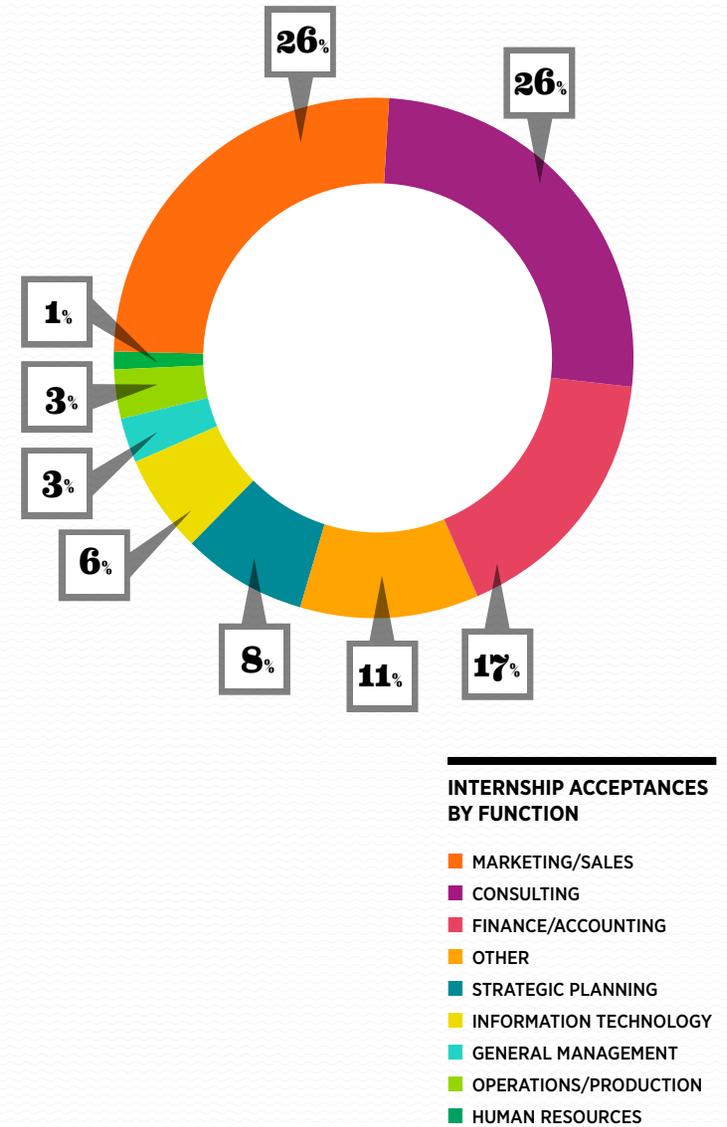
<sup>3</sup> Six students reported accepting multiple internships.

\* Reporting numbers insufficient to provide salary data.

# MAJOR FUNCTIONS

CHOSEN BY SUMMER INTERNS, 2011-2015

FUNCTION	ACCEPTANCES (%) <sup>1</sup>				
	2015	2014	2013	2012	2011
Consulting	26	25	24	28	27
Finance/Accounting	17	18	16	19	19
General Management	3	4	6	3	5
Human Resources	1	1	1	+	+
Information Technology	6	4	3	1	2
Marketing/Sales	26	27	26	24	24
Operations/Production	3	2	2	2	2
Other	11	13	14	16	14
Strategic Planning	8	6	8	8	7



<sup>1</sup> Percentages have been rounded to the nearest whole number and may not add up to 100 percent.

<sup>+</sup> Less than 1 percent of accepted internships.

# MONTHLY SALARIES<sup>1</sup>

## BY FUNCTION, SUMMER INTERNS, CLASS OF 2016<sup>2</sup>

FUNCTION	PERCENT (%) <sup>3</sup>	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>Consulting</b>	<b>26.0</b>	<b>1,200</b>	<b>12,600</b>	<b>9,767</b>	<b>10,600</b>
<b>Finance/Accounting</b>	<b>16.6</b>	<b>400</b>	<b>13,200</b>	<b>8,290</b>	<b>9,000</b>
Administration	0.2	*	*	*	*
Analyst/Research	0.8	*	*	*	*
Corporate Finance	2.4	2,000	8,858	6,822	7,101
General	2.0	4,000	11,000	7,551	8,000
Investment Banking	5.9	1,041	12,500	10,111	10,416
Investment Management	2.3	400	13,200	7,993	10,000
Mergers and Acquisitions	1.0	3,200	7,300	5,400	6,000
Private Client Services/Wealth Mgmt	0.4	*	*	*	*
Public Finance	0.2	*	*	*	*
Restructure/Turnaround	0.2	*	*	*	*
Sales and Trading	0.2	*	*	*	*
Treasury	0.2	*	*	*	*
Other	0.8	3,000	8,000	5,400	5,300
<b>General Management</b>	<b>2.8</b>	<b>5,000</b>	<b>20,000</b>	<b>8,490</b>	<b>7,225</b>
General Management	2.0	6,600	20,000	9,409	8,050
Project Management	0.2	*	*	*	*
Rotational/Development Program	0.6	*	*	*	*
<b>Human Resources</b>	<b>0.6</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>
<b>Information Technology</b>	<b>5.7</b>	<b>1,250</b>	<b>10,000</b>	<b>7,200</b>	<b>8,000</b>
Business Analysis and Design	1.0	4,800	9,900	7,607	8,000
E-Commerce/Internet/Website Mgmt	1.0	3,250	8,000	5,980	6,272
General	3.7	1,250	10,000	7,426	8,000

FUNCTION	PERCENT (%) <sup>3</sup>	LOW (\$)	HIGH (\$)	AVERAGE (\$)	MEDIAN (\$)
<b>Marketing/Sales</b>	<b>26.2</b>	<b>1,700</b>	<b>14,000</b>	<b>6,497</b>	<b>6,800</b>
Brand/Product Management	14.8	1,700	14,000	6,541	6,800
Buyer/Merchandising	0.4	*	*	*	*
Communications/Public Relations	0.2	*	*	*	*
General	6.9	1,920	8,800	5,861	6,068
Product Development	2.3	6,000	9,200	7,637	7,626
Other	1.6	2,640	12,000	6,685	5,964
<b>Operations/Logistics</b>	<b>3.2</b>	<b>2,000</b>	<b>12,000</b>	<b>6,862</b>	<b>6,160</b>
Manufacturing	1.2	2,000	9,680	6,272	6,075
Operations/Production	1.4	3,500	8,800	7,144	8,800
Supply Chain/Logistics	0.6	*	*	*	*
<b>Other</b>	<b>11.2</b>	<b>1,000</b>	<b>10,416</b>	<b>5,912</b>	<b>6,400</b>
Business Development	5.5	1,000	8,800	5,555	6,500
Corporate Development	1.0	5,200	9,585	7,237	7,000
Entrepreneurship	0.6	*	*	*	*
Fundraising/Development	0.2	*	*	*	*
Health Care/Medical Professional	0.2	*	*	*	*
Real Estate	2.3	2,000	10,416	5,742	5,100
Other	1.4	4,600	8,833	7,208	8,167
<b>Strategic Planning</b>	<b>7.7</b>	<b>1,000</b>	<b>9,815</b>	<b>6,537</b>	<b>6,850</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 EMPLOYERS OF SUMMER INTERNS

CLASS OF 2016

## COMPANIES HIRING THREE OR MORE STUDENTS\*

Consulting		Health Care Products and Services	
Accenture	5	BD (Becton, Dickinson and Company)	3
A.T. Kearney	4	DaVita Healthcare Partners, Inc.	4
Bain & Company	17	Eli Lilly and Company	3
The Boston Consulting Group	18	Johnson & Johnson	5
Deloitte LLP	21	Medtronic	4
EY LLP	4	Manufacturing	
McKinsey & Company	21	Colfax Corporation	3
PwC Strategy&	5	General Motors Company	4
Treacy & Company	3	Other	
ZS Associates, Inc.	3	Starbucks Corporation	5
Consumer Products		Starwood Hotels & Resorts Worldwide, Inc.	4
Anheuser-Busch InBev	4	Technology	
The Kraft Heinz Company	8	Adobe Systems Incorporated	3
Mars, Incorporated-Wrigley	3	Amazon.com, Inc.	9
Mattel, Inc.	4	Apple Inc.	15
MillerCoors LLC	5	Cisco Systems	6
Mondeléz International, Inc.	3	Dell Inc.	8
Nike, Inc.	11	Google Inc.	18
PepsiCo, Inc.	6	LinkedIn Corporation	3
SC Johnson	6	SanDisk Corporation	3
Unilever	3	Visa Inc.	3
Financial Services		<b>TOTAL HIRES</b>	<b>284</b>
Advent International Corporation	3		
Bank of America Merrill Lynch	7		
Citi	3		
Goldman, Sachs & Co.	9		
J.P. Morgan	5		

# SOURCES OF ACCEPTED INTERNSHIP JOB OFFERS

CLASS OF 2016

School-facilitated		78.1%		Student-initiated		21.9%	
Alumni referral	2.0%	Conference	2.3%				
Employer information meeting/dinner	0.4%	External job board	2.0%				
Kellogg Job Board posting	16.2%	Off-campus interview (student-initiated)	15.8%				
Off-campus interview (school-facilitated)	13.0%	Previous employer	1.0%				
On-campus interview	43.5%	Other (student-initiated)	0.8%				
Résumé Book	1.6%						
Other (school-facilitated)	1.4%						

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

# RECRUITING PARTNERS



*"I'm ecstatic about Kellogg students. They thrive in our firm as we help our clients win in disruptive times. The Kellogg students' ability to collaborate, innovate and lead makes them ideal consultants who are positioned for success at the firm."*

**Deloitte Recruiter**

# CORPORATE RECRUITING PARTNERS

2014-2015

The following organizations recruited students from the Kellogg School of Management during fiscal year 2015.

- 2x Consumer Products Growth Partners
- ▣ 3M
- ☞ Abbott
- ☞ AbbVie Inc.
- ▣ Accenture
- ▣ Adobe Systems Incorporated
- ADP, LLC
- Advent International Corporation
- AEW Capital Management, LP
- Alliar
- \* Alpine Investors
- Alvarez & Marsal Holdings, LLC
- ▣ Amazon.com, Inc.
- ▣ American Airlines, Inc.
- \* American Express Company
- ☞ Amgen Inc.
- ☞ Amphenol Corporation
- Anheuser-Busch InBev
- ▣ Apple Inc.
- Apple Leisure Group
- ☞ AQR Capital Management, LLC
- Archer Daniels Midland Company
- ATI Physical Therapy
- A.T. Kearney
- Audax Group
- Autodesk, Inc.
- Axia Limited
- ☞ Axiom Consulting Partners LLC
- ▣ Bain & Company
- ☞ Bank of America Merrill Lynch
- ☞ Barclays
- ▣ Baxter International
- ☞ BD (Becton, Dickinson and Company)
- Bedrock Real Estate Services
- Benford Capital Partners, LLC
- BioMarin Pharmaceutical Inc.
- Björd Inc.
- \* Blue Canyon Partners, Inc.
- Blue Lake Capital Corp.
- Bluestein & Associates LLC
- \* BMO Capital Markets
- \* BNP Paribas
- The Boeing Company
- Booz Allen Hamilton Inc.
- Bosch Auto Parts
- ☞ Bose Corporation
- ▣ The Boston Consulting Group
- Boston Scientific Corporation
- Box, Inc.
- Bray International, Inc.
- BRF S.A.
- Brideside Inc.
- The Bridgespan Group
- \* Brightstar Corp.
- \* Brown-Forman
- \* Brunswick Corporation
- BuiltWorlds LLC
- \* Cambridge Associates LLC
- ▣ The Cambridge Group
- \* Capgemini Consulting
- The Capital Group Companies, Inc.
- \* Capital One Financial Corp.
- CarTrawler
- ▣ Cargill, Incorporated
- CBRE, Inc.
- Cencosud S.A.
- \* Cerner Corporation
- The Chartis Group, LLC
- ▣ Chevron Corporation
- ☞ Cigna
- CIM Group
- ▣ Cisco Systems
- ▣ Citi
- CITIC Capital Partners
- ▣ The Clorox Company
- CMA CGM
- The Coca-Cola Company
- Cole Haan
- ▣ Colfax Corporation
- ☞ The Colgate-Palmolive Company
- Columbia Wanger Asset Management, LLC
- ConsumerAffairs.com Inc.
- Cornerstone Research, Inc.
- Correlation Consulting Ltd
- CPP Investment Board
- Credicorp Ltd.
- Credit Suisse
- ☞ Cummins Inc.
- ☞ CVS Health Corporation
- ▣ Danaher Corporation
- ▣ DaVita Healthcare Partners, Inc.
- ▣ Dell Inc.
- ▣ Deloitte LLP
- Delta Air Lines, Inc.
- Deutsche Bank Securities Inc.
- DeveloperProgram.com
- DeVry Education Group
- ☞ Diageo plc
- DILA Capital
- ☞ Dimensional Fund Advisors LP
- ▣ Discover Financial Services
- ▣ DISH Network L.L.C.
- Doblin, Inc.
- Doosan Corp.
- Double Down Interactive, LLC
- ☞ The Dow Chemical Co.
- Draper Nexus Venture Partners LLC
- Driehaus Capital Management LLC
- Drivemode, Inc.
- \* DTE Energy
- ☞ DuPont
- Durico Imaging
- The E15 Group
- ▣ E. & J. Gallo Winery
- ▣ Eaton
- ▣ Ecolab, Inc.
- Education Pioneers
- ☞ Eli Lilly and Company
- \* EMC Corp.
- ▣ Emerson Electric Co.
- Empresas CMPC S.A.
- Empresas Sutil
- Enova International, Inc.
- Equilibrium Capital Group, LLC
- Equinix Inc.
- Eventbrite
- ▣ Evercore Partners
- ☞ Exelon Corporation
- ▣ ExxonMobil Corp.
- ▣ EY LLP
- Facebook, Inc.
- Falabella
- FanDuel Inc.
- FastSpring
- ▣ Fiat Chrysler Automobiles (FCA)
- Fidelity Investments
- FirstRex Agreement Corp
- Fish4Hope
- Flextronics International
- Ford Motor Company
- Fortress Investments Group LLC
- Foxtrot Ventures, Inc.
- Fresh Nation LLC
- Frito-Lay North America Inc.
- frog design inc.
- ▣ Genentech Inc.
- ☞ General Electric
- General Growth Properties, Inc.
- ▣ General Mills Inc.

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\* Full-time employees

☞ Summer interns

▣ Both full-time employees and summer interns

- ▣ General Motors Company
- Generation Investment Management LLP
- Geofeedia
- ☞ GlaxoSmithKline
- ☞ Goldman, Sachs & Co.
- Google Inc.
- GoPro, Inc.
- GIC Private Limited
- Grand Crossing Capital LLC
- Graycourt Capital
- Green Bay Converting
- Greenhill & Co. Inc.
- ☞ Groupon Inc.
- Grupo Financiero Monex
- Grupo VerdeAzul SA
- ▣ HBM Holdings Company
- HealthTap
- ▣ The Hershey Company
- HFF Inc
- H.I.G. Capital LLC
- Hilton Worldwide Holdings Inc.
- Hines Interests Limited Partnership
- ☞ Houlihan Lokey, Inc.
- ▣ HSBC Holdings plc
- Hudson Advisors LLC
- Human Practice, Inc.
- \* Humana Inc.
- Huron Consulting Group
- Hyatt Hotels Corporation
- IA Collaborative
- \* IBM
- ICON plc
- ☞ IDEO
- \* Infosys Limited
- Inspire Ventures
- Inspiring Capital
- ▣ Intel Corporation
- \* International Finance Corporation
- ☞ Intuit Inc.
- New Ireland Ventures, LLC
- Jack Erwin
- Jefferies LLC
- ▣ Johnson & Johnson
- ☞ J.P. Morgan
- Kellogg School of Management at Northwestern University
- ☞ Keurig Green Mountain Inc.
- ☞ The Keystone Group
- Koa Organic Beverages LLC
- ☞ Kohl's
- ▣ KPMG LLP
- ▣ The Kraft Heinz Company
- Kurgo Products
- Kurt Salmon
- ▣ Land O'Lakes Inc.
- Lazard Frères & Co. LLC
- \* Lazard Middle Market LLC
- ▣ L.E.K. Consulting
- ▣ Liberty Mutual Group
- ▣ Lincoln International LLC
- Linden LLC
- LinkedIn Corporation
- Linsalata Capital Partners Inc.
- L'Oreal USA Inc.
- ▣ Luxottica Group
- \* M&T Bank Corp.
- \* Marakon
- Marriott International Inc.
- ▣ Mars, Incorporated
- ☞ Mars, Incorporated–Wrigley
- Maserati North America
- MatrixConsulting
- ☞ Mattel, Inc.
- ▣ McKesson Corporation
- McKinsey & Company
- McNally Capital LLC
- ☞ Mead Johnson Nutrition
- Medallia Inc.
- \* Medtronic
- Melhoramentos CMPC
- Memphis Grizzlies
- Meritz Asset Management Co., Ltd.
- ☞ MetLife, Inc.
- M.Gemi
- \* Microsoft
- ☞ MillerCoors LLC
- Mira Fitness
- ☞ Moelis & Company
- Moët Hennessy USA
- ☞ Mondeléz International, Inc.
- Moore Capital Management
- ☞ Morgan Stanley
- Motorola Mobility LLC.
- NFL Enterprises LLC
- National Park Service
- Natural Gas Partners
- ▣ Navigant Consulting, Inc.
- NEO Investimentos
- New York Public Radio
- NewSpring Capital
- ▣ Nike, Inc.
- \* Nissan North America, Inc.
- ☞ Nordstrom, Inc.
- Northern Trust Corporation
- \* Northwestern Mutual Capital LLC
- NCL Corporation Ltd.
- Novantas, Inc.
- \* Oliver Wyman
- OptumInsight, Inc.
- ☞ Pacific Alternative Asset Management Company, LLC
- Pacific Gas and Electric Company
- Pandora Media, Inc.
- \* Partners in Performance International Pty Ltd
- Pátria Investimentos Ltda.
- ☞ PepsiCo, Inc.
- Pfizer Inc.
- \* Philips
- Piece & Co.
- PIMCO
- Platte River Equity
- Pocket Gems, Inc.
- ☞ Point B, Inc.
- ▣ Polaris Industries Inc.
- Prime Advocates, Ltd.
- Pritzker Group
- ☞ Procter & Gamble
- ☞ Prophet
- \* Prudential Financial, Inc.
- PSP Investments
- PureCircle Ltd
- ▣ PwC Strategy&
- Qualtrics, LLC
- Quartet Health
- Reckitt Benckiser Group PLC
- RedBird Capital Partners
- Related
- Restaurant Brands International
- ▣ Robert W. Baird & Co. Incorporated
- Rocket Internet SE
- ▣ Roland Berger Strategy Consultants LLC
- RREEF Property Trust, Inc.
- RTI International
- salesforce.com, Inc.
- Samsung Global Strategy Group
- SanDisk Corporation
- SCF Partners
- ▣ Schlumberger Business Consulting
- ☞ SC Johnson
- \* Sears Holdings Corporation
- Sephora
- Shanghai Jiahua Investment Co., Ltd
- SharEd
- ☞ Sheffield Asset Management LLC
- Shenzhen Tenda Technology Co., Ltd.
- Shiseido Co., Ltd
- Shutterfly, Inc.
- \* Siemens AG
- Signia Venture Partners
- \* Simon-Kucher & Partners
- Slalom Consulting, LLC
- Sonen Capital, LLC

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- Spark Chicago
- ☞ Starbucks Corporation
- ☞ Starwood Hotels & Resorts Worldwide, Inc.
- \* Stax Inc.
- Sterling Partners
- St. Jude Medical, Inc.
- Story2, LLC
- Subway
- Superfly Productions, LLC
- ☐ Surgical Care Affiliates, Inc.
- Svoboda Capital Partners
- ☞ Symantec Corporation
- Syniverse Technologies
- ☐ Target Corporation
- Tarpon Investimentos SA
- ☐ Tata Consultancy Services Limited
- TeeSpring, Inc.
- Teralytics AG
- Tesla Motors, Inc.
- ThinkBöks LLC
- ThinkCERCA
- Third Sector Capital Partners, Inc.
- Time Equities Inc.
- Tishman Speyer
- Toyota Financial Services
- Transwestern
- ☐ Treacy & Company
- \* TripAdvisor, Inc.
- T. Rowe Price
- Turner Broadcasting System, Inc.
- Twitter Inc.
- Tyree & D'Angelo Partners
- ☞ Tyson Foods Inc.
- Uber Technologies, Inc.
- ☞ UBS
- \* UMT Consulting Group, LLC
- ☞ Unilever
- ☐ United Airlines, Inc.
- United Nations
- United Technologies Corporation
- ☞ UnitedHealth Group
- \* URS Corporation
- Valence Health
- The Vanguard Group Inc.
- VF Corporation
- ViaTechnik LLC
- Virtus Partners, LLC
- ☞ Visa Inc.
- \* VMware, Inc.
- Volcano Corporation
- Walgreen Company
- ☐ Wal-Mart Stores, Inc.
- The Walt Disney Co.
- Walton Street Capital, LLC
- \* Waterstone Management Group LLC
- Wells Fargo & Company
- ☐ William Blair
- ☐ The Wine Group
- Workday, Inc.
- \* Yelp Inc.
- Zillow
- Zomato Media Pvt Ltd.
- ☐ ZS Associates, Inc.
- Zynga Inc.

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☞ Summer interns

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