

2012

# BABSON MBA EMPLOYMENT REPORT

**NO. 1** IN ENTREPRENEURSHIP  
FOR 19 CONSECUTIVE YEARS  
– U.S. News & World Report, 1994–2012



**BABSON'S GRADUATES BUILD MORE THAN JUST A STRONG BUSINESS FOUNDATION.  
THEY GAIN AN ENTREPRENEURIAL MINDSET THAT ALLOWS THEM TO OVERCOME OBSTACLES  
AND CREATE OPPORTUNITIES IN ORGANIZATIONS OF ALL TYPES AND SIZES.**

BABSON

We are proud to share the 2012 highlights of our students from F.W. Olin Graduate School of Business at Babson College. Babson understands that the world needs new ideas and innovative solutions from visionary leaders who can bring social and economic value to organizations of all types and sizes.

These leaders are our students. Our students are entrepreneurs of all kinds.

Babson MBA graduates, through Babson's one-of-a-kind Entrepreneurial Thought and Action® methodology, identify and capitalize on opportunities, providing solutions to real-world business problems.

Students gain strong foundational business skills and an entrepreneurial mindset that allows them to conceive change, articulate a vision, and inspire and motivate others. This is what makes Babson such a unique player in the graduate business school landscape.

Partner with Babson, and you can leverage talent that is ready to make a positive difference from day one.

**Cheri Paulson**  
*Director, Graduate Center for Career Development*

# 2012 STUDENT POPULATION OVERVIEW

## FULL-TIME POPULATION

Students enrolled in the One-Year and Two-Year programs desire a full-time MBA experience. These students are either redirecting their careers or looking for an accelerated learning environment.

AVERAGE YEARS OF WORK EXPERIENCE: **5**  
AVERAGE AGE: **28**  
WOMEN: **29%**  
MINORITIES: **25%**  
INTERNATIONAL: **42%**  
NUMBER OF COUNTRIES REPRESENTED: **29**

*This representative sample of the full-time population consists of 231 students in the One-Year and Two-Year programs who graduated at the end of the 2012 academic year.*

## WORKING PROFESSIONAL POPULATION

Students enrolled in the part-time Evening and Fast Track programs pursue their MBAs to advance their current careers or to switch industries and job functions entirely.

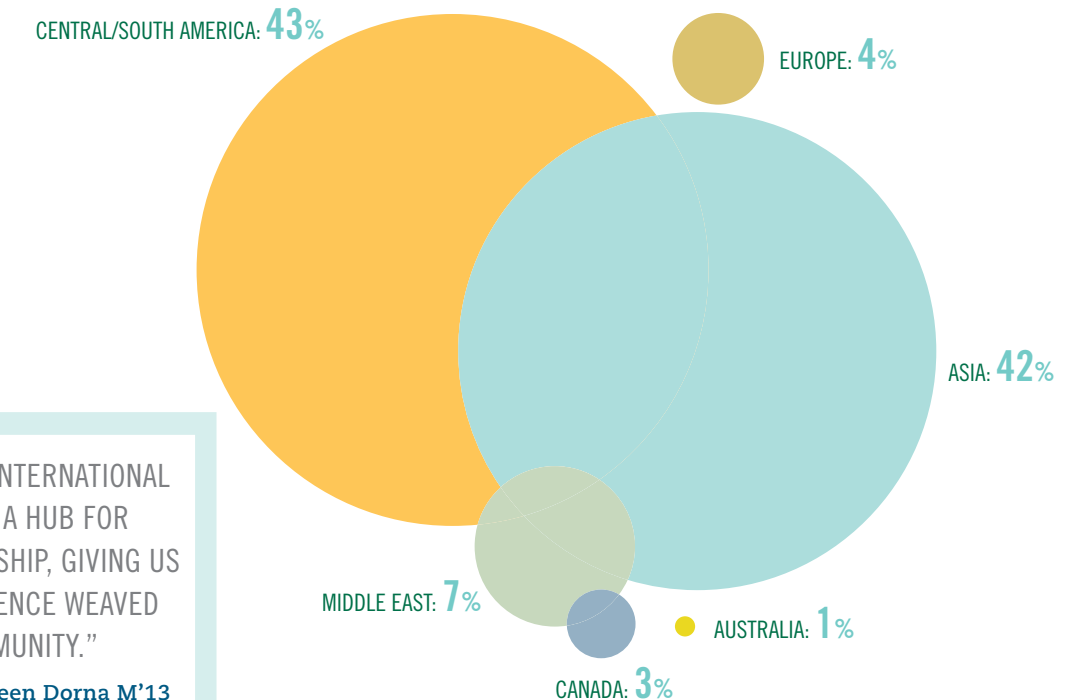
AVERAGE YEARS OF WORK EXPERIENCE: **7**  
AVERAGE AGE: **32**  
WOMEN: **30%**  
MINORITIES: **28%**  
INTERNATIONAL: **18%**  
NUMBER OF COUNTRIES REPRESENTED: **23**

*This representative sample of the working professional population consists of 293 students in the Evening and Fast Track programs who enrolled during the 2011–2012 academic year.*

## ALUMNI COMMUNITY

Babson's alumni community—35,000 people in more than 100 countries and all 50 U.S. states—gives the institution unprecedented international reach. Students and employers can tap into this professional network to make lasting career connections.

## INTERNATIONAL FULL-TIME POPULATION BY REGION



“WITH A LARGE DIVERSE INTERNATIONAL POPULATION, BABSON IS A HUB FOR GLOBAL ENTREPRENEURSHIP, GIVING US A TRULY GLOBAL EXPERIENCE WEAVED INTO A CLOSE KNIT COMMUNITY.”

– Praveen Dorna M’13

## COUNTRIES WITH 3+ GRADUATE STUDENTS

BRAZIL CANADA CHILE CHINA COSTA RICA INDIA JAPAN  
MEXICO PAKISTAN PERU SAUDI ARABIA THAILAND VENEZUELA

*This representative sample of the international population consists of 97 students in the One-Year and Two-Year programs who graduated at the end of the 2012 academic year.*

# FULL-TIME EMPLOYMENT

## CLASS OF 2012 CAREER STATISTICS

WITHIN THREE MONTHS OF GRADUATION:

**88%**

ACCEPTED A JOB OFFER\*

« Domestic Students: 86% « International Students: 89%

**91%** OFFERED A JOB\*



**17%**

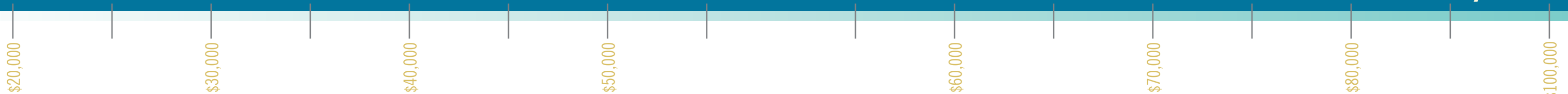
STARTED A BUSINESS

**7%** JOINED A FAMILY BUSINESS

\*OF THOSE SEEKING EMPLOYMENT

### AVERAGE BASE SALARY

**\$89,742**



“WHETHER YOU’RE A CEO OF A TWO-PERSON STARTUP OR A CORPORATE ENTREPRENEUR IN A 15,000-PERSON COMPANY, BABSON GIVES YOU THE TOOLS YOU NEED TO LEAD AND INNOVATE.”

– Tom Smit M’12

**185%**

INCREASE FROM 2011 IN THE NUMBER OF COMPANY PARTNERSHIPS FOR INFOSESSIONS, VIRTUAL INFOSESSIONS, AND JUST-IN-TIME CAREER FAIR

**47%**

NEW COMPANY PARTNERSHIPS IN 2012

**44%**

U.S. BUSINESSES HIRED INTERNATIONAL STUDENTS WHO WERE SEEKING EMPLOYMENT

### GRADUATES BY INDUSTRY

CONSUMER PRODUCTS/RETAIL	22%
TECHNOLOGY	19%
FINANCIAL SERVICES	15%
LIFE SCIENCES/ HEALTH CARE	7%
MANUFACTURING	7%
CONSULTING	6%
NONPROFIT	4%
ENERGY	4%
PROFESSIONAL SERVICES	3%
REAL ESTATE	3%
TOURISM	3%
OTHER	7%

### GRADUATES BY JOB FUNCTION

MARKETING/SALES	33%
FINANCE/ACCOUNTING	21%
GENERAL MANAGEMENT	21%
CONSULTING	10%
OPERATIONS/PRODUCTION	6%
MANAGEMENT INFORMATION SYSTEMS	4%
OTHER	5%



# FULL-TIME EMPLOYMENT

CLASS OF 2012 SALARY

## BASE SALARY BY INDUSTRY

	MEAN	MEDIAN
MANUFACTURING	\$152,000	\$80,000
FINANCIAL SERVICES	\$98,769	\$90,000
CONSULTING	\$93,571	\$100,000
TECHNOLOGY	\$88,611	\$85,000
LIFE SCIENCES/HEALTH CARE	\$88,500	\$95,000
CONSUMER PRODUCTS	\$75,141	\$80,000

## BASE SALARY BY JOB FUNCTION

	MEAN	MEDIAN
GENERAL MANAGEMENT	\$110,526	\$90,000
FINANCE/ACCOUNTING	\$90,526	\$85,000
CONSULTING	\$89,500	\$95,000
MANAGEMENT INFORMATION SYSTEMS	\$88,125	\$86,250
MARKETING/SALES	\$81,273	\$85,000
OPERATIONS/PRODUCTION	\$77,625	\$75,500

# INTERNSHIP EMPLOYMENT

CLASS OF 2013 SUMMER INTERNSHIPS

“BABSON MBAs ARE SELF-MOTIVATED, WILLING TO WORK, AND BRING AN ENTREPRENEURIAL SPIRIT TO GO BEYOND THE ASSIGNED TASK.”

– Patricio Villarreal  
Imagen Dental

**85** / PERCENTAGE OF STUDENTS WHO SECURED INTERNSHIPS\*

**23** / COMPANIES THAT HIRED 2+ BABSON STUDENTS FOR INTERNSHIPS

\*Of 136 students seeking internships in the Full-Time class of 2013

## INTERNSHIPS BY INDUSTRY

TECHNOLOGY	16%
CONSUMER PRODUCTS/RETAIL	16%
LIFE SCIENCES/HEALTH CARE	15%
FINANCIAL SERVICES	13%
ENERGY	7%
NONPROFIT	7%
REAL ESTATE	6%
TOURISM	5%
EDUCATION	4%
CONSULTING	4%
MANUFACTURING	3%
PROFESSIONAL SERVICES	2%
OTHER	2%

## INTERNSHIPS BY JOB FUNCTION

MARKETING/SALES/COMMUNICATION	30%
FINANCE/ACCOUNTING	22%
CONSULTING	16%
OPERATIONS	10%
INFORMATION TECHNOLOGY	8%
GENERAL MANAGEMENT	3%
ADMINISTRATIVE	2%
OTHER	9%

# SAMPLING OF EMPLOYERS HIRING MEMBERS OF THE CLASS OF 2012\*

“BABSON MBA GRADS ‘UNLEASH THE POWER OF OUR PEOPLE’ THROUGH INNOVATION.”

– Kimberly-Clark Corporation,  
Latin American Operations (LAO)

American International School / athenahealth / AVEO Pharmaceuticals Inc. / Banca Promérica / Bayer HealthCare / The Boston Red Sox / Boston Children's Hospital / Citizen's Energy Corp. / The Coca-Cola Company / Cognizant Technology Solutions Corporation / Compuware Corporation / Consilium Partners / Converse / Covidien / Credit Suisse Group / CVS Caremark / Dana-Farber Cancer Institute / Daymond John / Deloitte LLP / DePuy Companies / Duff & Phelps Corporation / eBay Inc. / EDENS / EF Education First Ltd. / EMC Corporation / EMD Millipore / Fidelity Investments / Fresenius Medical Care Holdings Inc. / frog design Inc. / General Electric Company (GE) / Grand Circle Corporation / Hasbro Inc. / Hastings Equity Partners LLC / Heineken Americas / IBM Corporation / Income Research & Management / Indeed / Intermedia Networks Inc. / Invomex / Kimberly-Clark Corporation / Lego Systems Inc. / L'Oréal Group / The Massachusetts Clean Energy Center (MassCEC) / Microsoft Corporation / Molex / NewDelta Capital Partners / Night Jockey / Objectiva Software Solutions / Ops-Core / Pegasystems Inc. / Portico Brewing Company / The Procter & Gamble Company (P&G) / Progress Partners Inc. / Progressive Asset Management Group / PUMA North America / Pythagoras Partners LLC / Salvatore Ferragamo / ScrubaDub Auto Wash Centers / Simon-Kucher & Partners / Sona Plastic Industries / Santander / Stanley Black & Decker Inc. / Staples Inc. / Stax Inc. / Steelwedge Software Inc. / TA Associates Realty / Technology Underwriting Greater Good / ThinkEquity / The TJX Companies Inc. / TopSource LLC / TripAdvisor LLC / Vinfen / Wakely Consulting Group / Welch Foods Inc. / WorldBusiness Capital Inc. / Zehnder America Inc. / Zipcar Inc.

\*Includes companies that hired from the full-time population for full-time employment

# CONNECT YOUR ORGANIZATION WITH BABSON



**EMPLOYER IN RESIDENCE:** Engage with students during on-campus, walk-in hours.



**COMPANY INFORMATION SESSIONS:** Gain brand recognition and discuss specific job openings.



**EXECUTIVE INDUSTRY PANELS:** Speak on a panel during a Babson industry-focused event.



**STUDENTS AS CONSULTANTS:** Give students real-world experience with a team-based consulting project for your company.



**STUDENT SITE VISITS:** Host a group of students at your office for a tour and presentation.



**CLASSROOM INVOLVEMENT:** Visit a classroom as a guest speaker, or sponsor a case study.



**MBA TUESDAYS:** Mingle with students during these casual, early-evening events.



**DEVELOPMENT LEARNING PARTNER:** Coach full-time MBA students in drafting their personal development plans.

LEARN MORE AT [WWW.BABSON.EDU/TALENT](http://WWW.BABSON.EDU/TALENT)

## BABSON COLLEGE: MAIN CAMPUS

231 Forest Street  
Wellesley, MA 02457

## BABSON BOSTON

253 Summer Street, Third Floor  
Boston, MA 02210

## BABSON SAN FRANCISCO

135 Main Street, Third Floor  
San Francisco, CA 94105




## GRADUATE CENTER FOR CAREER DEVELOPMENT (CCD)

For more information or to schedule a meeting with our relationship managers, 781-239-4210  
[mbarecruiting@babson.edu](mailto:mbarecruiting@babson.edu)



The F.W. Olin Graduate School of Business at Babson College adheres to the MBA Career Services Council (MBA CSC) Standards for Reporting MBA Employment Statistics. Unless otherwise noted, all data reported in this document follows the standards outlined on [mbacsc.org](http://mbacsc.org).

BABSON'S GRADUATES ARE THE LEADERS OUR FAST-PACED GLOBAL ECONOMY NEEDS MOST:  
THOSE THAT SUCCESSFULLY NAVIGATE CHANGE, ACCOMMODATE AMBIGUITY, SURMOUNT COMPLEXITY,  
AND MOTIVATE TEAMS IN A COMMON PURPOSE TO SOLVE COMPLEX ISSUES AROUND THE WORLD.

**BABSON MBA**

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