MBA Class of 2020
Full-time Employment Statistics
### MBA Full-time Data
#### Class of 2020

**Compensation Summary**

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Base</td>
<td>$125,000</td>
<td>$130,000</td>
</tr>
<tr>
<td>Average Base</td>
<td>$127,495</td>
<td>$132,844</td>
</tr>
<tr>
<td>Median Signing Bonus</td>
<td>$32,500</td>
<td>$30,000</td>
</tr>
<tr>
<td>Average Signing Bonus</td>
<td>$37,925</td>
<td>$28,673</td>
</tr>
<tr>
<td>High - Low Range</td>
<td>$230,000-$87,000</td>
<td>$170,000-$85,000</td>
</tr>
</tbody>
</table>

**Source of Employment**

<table>
<thead>
<tr>
<th>Source of Employment</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>USC Marshall-Facilitated Resources</td>
<td>61%</td>
<td></td>
</tr>
<tr>
<td>- Resume Collections, Job Postings, On-Campus Interviews</td>
<td>22%</td>
<td></td>
</tr>
<tr>
<td>Summer Internship Employer</td>
<td>32%</td>
<td></td>
</tr>
<tr>
<td>Alumni, Faculty, Staff Referral</td>
<td>8%</td>
<td></td>
</tr>
<tr>
<td>Student-Facilitated Activities</td>
<td>39%</td>
<td></td>
</tr>
<tr>
<td>- Personal Network - Family, Friends</td>
<td>11%</td>
<td></td>
</tr>
<tr>
<td>- Other Student Facilitated Activity</td>
<td>3%</td>
<td></td>
</tr>
<tr>
<td>- Company Website/Online Resources</td>
<td>15%</td>
<td></td>
</tr>
<tr>
<td>- Previous Employer</td>
<td>10%</td>
<td></td>
</tr>
</tbody>
</table>

**Class Profiles (upon enrollment)**

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students</td>
<td>214</td>
<td>217</td>
</tr>
<tr>
<td>Admit Rate</td>
<td>30%</td>
<td>24%</td>
</tr>
<tr>
<td>Average Age at Matriculation</td>
<td>29</td>
<td>28</td>
</tr>
<tr>
<td>Average Work Experience</td>
<td>5.5</td>
<td>5.0</td>
</tr>
<tr>
<td>Average GMAT</td>
<td>708</td>
<td>707</td>
</tr>
<tr>
<td>Average Undergraduate GPA</td>
<td>3.54</td>
<td>3.55</td>
</tr>
<tr>
<td>% Female</td>
<td>42%</td>
<td>40%</td>
</tr>
<tr>
<td>% International</td>
<td>32%</td>
<td>12%</td>
</tr>
<tr>
<td>% Historically Underrepresented Students*</td>
<td>19%</td>
<td>23%</td>
</tr>
</tbody>
</table>

*As a percentage of domestic population

#### Employment and Median Salary by Geographic Location

- **West**: 88%
- **Northeast**: 2%
- **Mid-Atlantic**: 2%
- **Midwest**: 3%
- **South**: 8%
- **Southwest**: 3%
- **International**: 2%

*Cannot report salary fewer than 3 data points*

**Salary Data by Function**

<table>
<thead>
<tr>
<th>Function</th>
<th>% of Class</th>
<th>Average</th>
<th>Median</th>
<th>High-Low Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>34%</td>
<td>$147,894</td>
<td>$155,000</td>
<td>$170,000 - $300,000</td>
</tr>
<tr>
<td>Management Consulting</td>
<td>24%</td>
<td>$153,818</td>
<td>$160,000</td>
<td>$170,000 - $220,000</td>
</tr>
<tr>
<td>Strategic Planning/Internal</td>
<td>3%</td>
<td>$115,000</td>
<td>$110,000</td>
<td>$140,000 - $90,000</td>
</tr>
<tr>
<td>Technology</td>
<td>7%</td>
<td>$134,313</td>
<td>$127,000</td>
<td>$160,000 - $115,000</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>33%</td>
<td>$111,768</td>
<td>$114,200</td>
<td>$145,000 - $95,000</td>
</tr>
<tr>
<td>Brand/Product Management</td>
<td>22%</td>
<td>$121,891</td>
<td>$119,000</td>
<td>$145,000 - $101,000</td>
</tr>
<tr>
<td>Sales Strategy</td>
<td>5%</td>
<td>$109,680</td>
<td>$114,000</td>
<td>$115,000 - $95,000</td>
</tr>
<tr>
<td>Business Development</td>
<td>5%</td>
<td>$109,680</td>
<td>$114,000</td>
<td>$115,000 - $95,000</td>
</tr>
<tr>
<td>Market Research/Public Relations</td>
<td>1%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Financial Services</td>
<td>18%</td>
<td>$133,652</td>
<td>$128,000</td>
<td>$160,000 - $97,500</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>9%</td>
<td>$126,973</td>
<td>$130,000</td>
<td>$160,000 - $97,500</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>4%</td>
<td>$150,000</td>
<td>$150,000</td>
<td>$150,000 - $150,000</td>
</tr>
<tr>
<td>Real Estate</td>
<td>3%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Finance – Other</td>
<td>2%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Operations/Logistics</td>
<td>7%</td>
<td>$133,813</td>
<td>$128,000</td>
<td>$160,000 - $120,000</td>
</tr>
<tr>
<td>Information Technology (MIS)</td>
<td>5%</td>
<td>$119,813</td>
<td>$107,500</td>
<td>$150,000 - $85,000</td>
</tr>
<tr>
<td>General Management</td>
<td>3%</td>
<td>$153,000</td>
<td>$125,000</td>
<td>$150,000 - $120,000</td>
</tr>
</tbody>
</table>

*Cannot report salary fewer than 3 data points*

**Salary Data by Industry**

<table>
<thead>
<tr>
<th>Industry</th>
<th>% of Class</th>
<th>Average</th>
<th>Median</th>
<th>High-Low Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>28%</td>
<td>$152,407</td>
<td>$160,000</td>
<td>$170,000 - $95,000</td>
</tr>
<tr>
<td>Technology</td>
<td>27%</td>
<td>$128,672</td>
<td>$130,000</td>
<td>$153,000 - $102,000</td>
</tr>
<tr>
<td>Media/Entertainment/Interactive Gaming</td>
<td>11%</td>
<td>$108,627</td>
<td>$110,000</td>
<td>$130,000 - $90,000</td>
</tr>
<tr>
<td>Consumer Packaged Goods</td>
<td>9%</td>
<td>$105,700</td>
<td>$109,000</td>
<td>$110,000 - $85,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>8%</td>
<td>$126,973</td>
<td>$150,000</td>
<td>$150,000 - $150,000</td>
</tr>
<tr>
<td>Biotech/Pharm/Healthcare</td>
<td>5%</td>
<td>$177,817</td>
<td>$121,350</td>
<td>$125,000 - $100,000</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
<td>$133,652</td>
<td>$125,000</td>
<td>$150,000 - $90,000</td>
</tr>
<tr>
<td>Real Estate</td>
<td>4%</td>
<td>$126,973</td>
<td>$125,000</td>
<td>$140,000 - $120,000</td>
</tr>
<tr>
<td>Non-Profit</td>
<td>2%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>1%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Energy/Utilities</td>
<td>1%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

*As a percentage of domestic population

1 includes hardware, networking, software, systems, telecom
2 includes apparel/textiles, food/beverage, household/personal, toys/entertainment
3 includes advisory, investment banking, investment management, private wealth management
4 includes transportation, hospitality/tourism and insurance

*Cannot report salary fewer than 3 data points*
## MBA Internship Data
### Class of 2021

### Organizations that hired USC Marshall students for full-time positions

**2020 Full-Time Companies**

- Abernathy MacGregor Group
- Accenture
- Adobe
- Alvarez & Marsal
- Amazon
- Amgen, Inc.
- Analysis Group
- Anaplan
- Apple, Inc.
- Applebee’s International, Inc.
- AT&T
- Autodesk
- Barclays Capital
- BCG
- Bliss Point Media
- Blizzard Entertainment
- Boston Consulting Group
- Capgemini US, LLC
- Capital Group
- CenturyLink
- Cisco Systems
- City of Hope
- CoEfficient Labs
- Columbia Property Trust
- Credit Suisse
- Deloitte
- Digital Extremes
- DoorDash
- Electronic Arts
- EY
- Facebook
- Gartner
- Goldman Sachs
- Google
- GotTheTest
- Greenwich St. Capital
- HBO Max
- Healthcare Startup
- Henkel Corporation
- Houlihan Lokey
- IBM
- Insight Technology Solutions
- Jam City
- Johnson & Johnson
- King’s Hawaiian
- KPMG LLP
- L.E.K. Consulting
- LG
- LOTaDATA, Inc.
- LPL Financial Holdings Inc
- MetLife, Inc.
- Microsoft
- Moelis & Company
- Moreton & Company
- mPulse Mobile
- National Football League
- Nestle USA
- New Code Inc.
- OnPrem Solution Partners
- Ormco Corporation
- Perella Weinberg Partners
- Pharmavite
- Piper Sandler
- Pluto TV
- Prado
- Premier Truck Group
- Presidio Bay Adventures
- PwC
- RapidDeploy
- Real Vision
- Revolve
- Riot Games
- Ruggable
- Salesforce
- Sam Precellerator
- Scopely
- Sense360
- Sensor Tower, Inc.
- SketchyMedical
- Skylight Investment
- Snap, Inc.
- SoCal Edison
- Splunk Inc.
- Stamps.com
- Stripe Inc.
- Techstars LA
- Tesla Motors
- Topanga Managing
- Tossware
- Trip.com Group Limited
- Universal Music Group
- Uplight Inc
- Velocity Snack Brands
- VMware
- Warner Music Group
- Western Digital
- Zynga

### Salary Data by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>% of Class</th>
<th>Average</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology</td>
<td>28%</td>
<td>$7,807</td>
<td>$8,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>18%</td>
<td>$10,581</td>
<td>$12,000</td>
</tr>
<tr>
<td>Media/Entertainment/Interactive</td>
<td>15%</td>
<td>$6,062</td>
<td>$5,481</td>
</tr>
<tr>
<td>Consumer Packaged Goods</td>
<td>12%</td>
<td>$7,218</td>
<td>$7,901</td>
</tr>
<tr>
<td>Consulting</td>
<td>11%</td>
<td>$10,417</td>
<td>$11,200</td>
</tr>
<tr>
<td>Biotech/Pharma/Healthcare</td>
<td>6%</td>
<td>$7,899</td>
<td>$7,673</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>5%</td>
<td>$7,392</td>
<td>$6,960</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>2%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Real Estate</td>
<td>1%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Energy/Utilities</td>
<td>1%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Non-Profit</td>
<td>1%</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

### Salary Data by Function

<table>
<thead>
<tr>
<th>Function</th>
<th>% of Class</th>
<th>Average</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing/Sales</td>
<td>40%</td>
<td>$6,139</td>
<td>$6,816</td>
</tr>
<tr>
<td>Brand/Product Mgmt</td>
<td>23%</td>
<td>$6,473</td>
<td>$6,925</td>
</tr>
<tr>
<td>Sales Strategy</td>
<td>7%</td>
<td>$6,369</td>
<td>$6,846</td>
</tr>
<tr>
<td>Business Dev</td>
<td>7%</td>
<td>$6,708</td>
<td>$6,756</td>
</tr>
<tr>
<td>Market Research</td>
<td>2%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Financial Services</td>
<td>26%</td>
<td>$10,118</td>
<td>$10,457</td>
</tr>
<tr>
<td>Industry Finance</td>
<td>9%</td>
<td>$8,683</td>
<td>$8,341</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>7%</td>
<td>$10,050</td>
<td>$12,300</td>
</tr>
<tr>
<td>Mergers/Acquisitions</td>
<td>5%</td>
<td>$8,129</td>
<td>$8,648</td>
</tr>
<tr>
<td>Investment Mgmt</td>
<td>3%</td>
<td>$7,298</td>
<td>$9,208</td>
</tr>
<tr>
<td>Private Wealth Mgmt</td>
<td>2%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Consulting</td>
<td>20%</td>
<td>$10,015</td>
<td>$11,200</td>
</tr>
<tr>
<td>Management Consulting</td>
<td>11%</td>
<td>$10,392</td>
<td>$11,200</td>
</tr>
<tr>
<td>Strategic Planning/ Internal</td>
<td>7%</td>
<td>$7,146</td>
<td>$7,332</td>
</tr>
<tr>
<td>Human Resources</td>
<td>1%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Technology</td>
<td>1%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>General Management/ LDRP</td>
<td>7%</td>
<td>$7,626</td>
<td>$8,301</td>
</tr>
<tr>
<td>Operations/Logistics/Supply Chain</td>
<td>5%</td>
<td>$7,638</td>
<td>$7,873</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

*Cannot report salary fewer than 3 data points*

---

1 includes hardware, networking, software, systems, telecom
2 includes advisory, investment banking, investment management, private wealth management
3 includes apparel/textiles, cannabis, food/beverage, household/personal, toys/entertainment
MBA Internship Data Class of 2021

Organizations that hired USC Marshall MBA students for internship and summer work experiences

Adobe
Align Impact
Amazon
American Express
Amgen, Inc.
Analysis Group
Apple, Inc.
Artet Cannabis Aperitif
AT&T
Bank of America Merrill Lynch
Bank of the West
Barclays Investment Bank
Calgrove Media LLC
Cannabicol
Capital Group Companies, Inc.
Cisco Systems
Compell’d
Crossroads Solar, Inc.
CTBC Bank Corp.
Danaher
Deloitte
Descrip
E&J Gallo Winery
EdgeSoft, Inc.
Emerson
Epson America, Inc.
EverWest Real Estate Investors
Everytable
Evgo
EvoNexus
EY
Facebook
Goldman Sachs
Goldstone Investment Limited
Google
Harris Williams & Co.
Heali
Healthcare Partners, LLC
HEB Real Estate
Houlihan Lokey
Intrepid (MUFG)
Intuit
Jam City
Johnson & Johnson
JP Morgan
Juniper Networks Inc.
Kast
KPMG LLP
Kuai
Maestro Interactive
MeetingAtlas
Microsoft
MicroVention-Terumo
Million Dollar Baby Co.
Moeller & Company
Moev
Monrow
Morgan Stanley
MP Materials
National Football League (NFL)
Navy Federal Credit Union
NBCUniversal
Nestle USA
Nike, Inc
Open Risk Technologies Inc.
OptumCare Management, LLC
Oriza Prior
Pacific Life
Palm Tree
 Paramount Pictures
PayPal
Perella Weinberg Partners
Piper Sandler
Province, Inc.
PwC
Rivian
Sage Intacct
Salesforce
Sensible Weather
Soda Labs Inc.
SpaceX
Statis Lab
Suit Up Brands LLC
Syllable
Take-Two Interactive, Inc.
Technology Capital Partners
TeraData
Texas Instruments
The Walt Disney Company
The Wonderful Company
Tic Toc Games
ToonStar
TransDigm Group Inc.
Trava Capital
Universal Pictures

The Marshall School of Business adheres to the MBA Career Services & Employer Alliance (MBACSEA) Standards for Reporting MBA Employment Statistics. Conformance to this business school industry standard ensures accurate and comparable employment data. Percent of graduates for whom we have post-graduation information is 97%