



# CLASS OF 2020 FULL-TIME MBA EMPLOYMENT REPORT

**UCLA**

**Anderson**  
School of Management

## MESSAGE FROM THE ASSISTANT DEAN



To Our Esteemed Recruiting Partners and Students,

2020 was a year that started with hope but soon spiraled into sadness, desperation, and uncertainty. We felt the effects here in Los Angeles when our staff was sent home to work after just stepping foot in our brand new building, Marion Anderson Hall, at the beginning of the year. The building is gorgeous and the Parker Career Management Center is in a fabulous location with sunlight, ample and spacious interview rooms, and a welcoming atmosphere. Soon after the school staff was sent home, we started noticing an effect on our employment. It felt as if Los Angeles had come to a standstill. We had over 25 rescinds of internships and a few for full-time. Certain industries put a halt on all hiring, waiting to see the effects of the pandemic on their businesses. All that said, the Parker team is extremely grateful for our corporate partnerships, and we and our students understand why companies in certain industries had to wait to learn more before moving forward.

On the other hand, so many of our corporate partners stepped up on multiple fronts. First were the companies that immediately went into a solution mode and planned for a virtual summer internship. Others created a shorter-term “experience” internship and made full-time offers. Certain companies just kept hiring. The Parker team also implemented a few initiatives. The first was partnering with the [UCLA Anderson Venture Accelerator](#) so that their current and alumni companies could have the opportunity to hire our students. We also created an Alumni Posting Initiative, reaching out to self-identifying CEOs and founders to see if they had room for interns. Plenty came out and gave students full internships or rich, project-based experiences, some of which have since turned into full-time offers. Finally, we quickly pivoted our annual spring career fair into a virtual format, giving companies an opportunity to make a presentation, host small group coffee chats, or even interview students using a virtual platform. We also partnered with some of our peer schools in a multi-school fair. All of these partnerships and initiatives allowed us to achieve almost 100% employment for the intern class of 2021. We are very proud of our students for being resilient and flexible and for opening their minds to explore opportunities. As of right now, despite the continuing effect of the pandemic, the class of 2021 has kept pace with or passed the past couple of years for percentage of offers from summer internships, which proves that our alumni and corporate partners provided great opportunities for our students.

What's next? As campus starts to re-open, we project that we'll have a hybrid model through spring and summer and possibly into the fall. This is across academics, internships, recruiting and even within student clubs and events. Some corporate partners have told us that they plan to be remote in hiring throughout the fall, while others are inquiring about returning to campus. The Parker team is committed to partner with companies to find the optimal recruiting strategies and are enthusiastic to continue to enhance our cherished corporate relationships, and when appropriate, we'll be excited to show you our new space and allow you to take advantage of all we have to offer. Likewise, we look forward to seeing how the initiatives we have put in place this school year lead to students finding opportunities that fulfill the goals they set when they decided to come to UCLA Anderson. Thank you all for your partnership, and please do not hesitate to reach out to anyone on the Parker team.

Sincerely,

**Regina Regazzi '97**  
**Assistant Dean, Parker Career Management Center**

# Think in the next.

The next business model. The next wave of technology.  
Here, we are intently focused on the future of business.

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# CLASS OF 2020 FULL-TIME EMPLOYMENT

## DEMOGRAPHIC PROFILE

Total Applicant Pool	3,423
Number of Entering Class	359
Average Years of Work Experience	5
Women	35%
International Citizens	33%
Countries Represented	40

*\*There were four graduates who obtained a joint degree with the following programs at UCLA: Medicine and Public Health..*

## PRE-MBA INDUSTRY EXPERIENCES

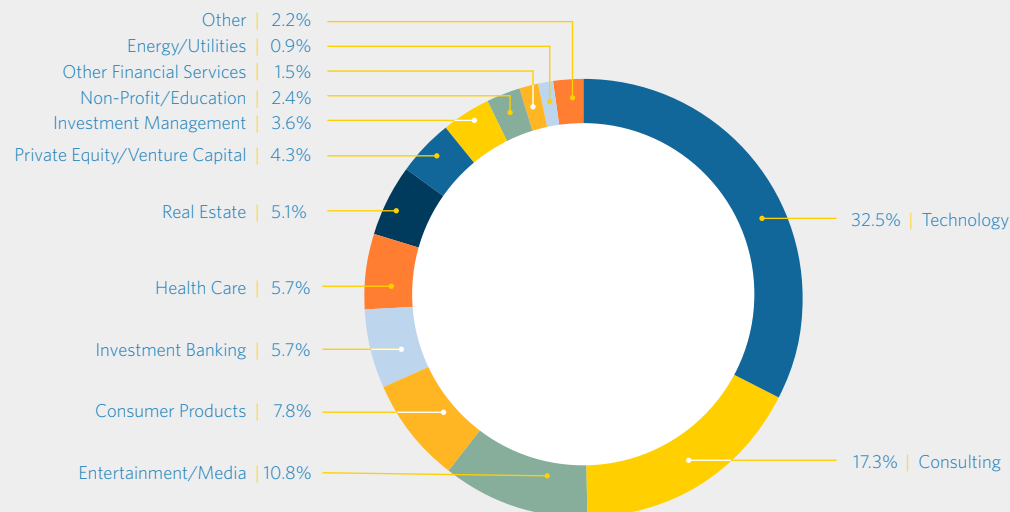
Finance	25%
Technology	22%
Consulting	14%
Public Sector/Non-Profit	10%
Consumer Goods	9%
Entertainment/Media	7%
Healthcare	7%
Real Estate	6%



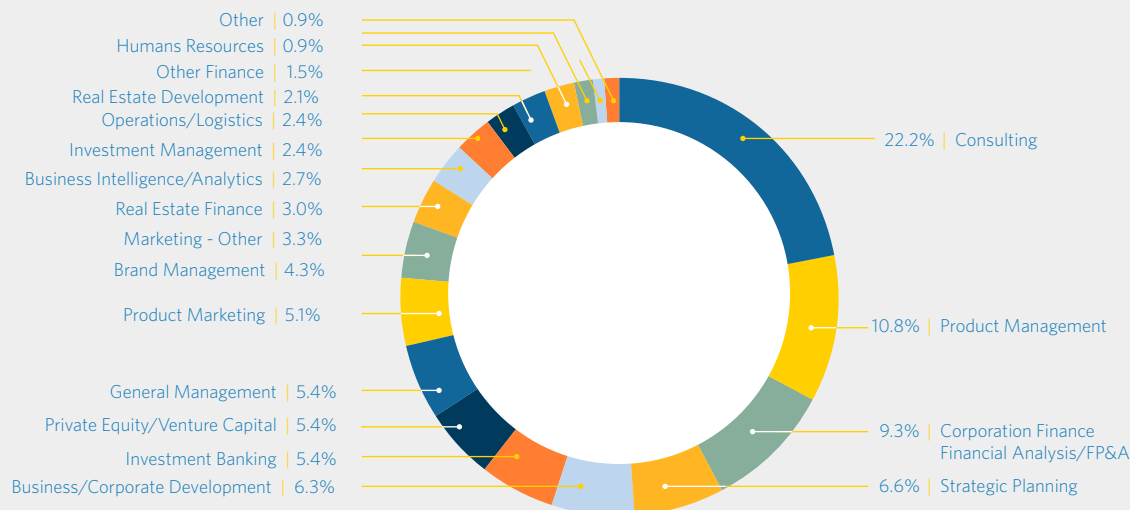
UCLA Anderson is a member of the Consortium,  
with 38 Fellows in the Class of 2020.

FTMBA Class of 2020 students spent the summer of 2019 (between their 1st and 2nd years) in internships in the following industries and functions.

## INDUSTRY BREAKDOWN PERCENT OF INTERNSHIPS



## FUNCTION BREAKDOWN PERCENT OF INTERNSHIPS





# EMPLOYMENT SUMMARY

## EMPLOYMENT PROFILE

	Permanent U.S. Work Authorization	Non-Permanent U.S. Work Authorization	Number of Students	Percent of Total Students
Total Students	256	99	355	100.0%
Students Reporting Employment Information				
Seeking Employment	222	78	300	84.5%
Not Seeking Employment	23	14	37	10.4%
Company Sponsored	8	9	17	4.8%
Starting Own Company	10	5	15	4.2%
Other Reasons	5	0	5	1.4%
No Information Available	11	7	18	5.1%



## JOB OFFERS

	Number of Students	Percent of Students <sup>1</sup>
By graduation	208	69.3%
Permanent US Work Authorization	151	50.3%
Non-Permanent US Work Authorization	57	19.0%
By 3 months after graduation <sup>2</sup>	250	83.3%
Permanent US Work Authorization	183	61.0%
Non-Permanent US Work Authorization	67	22.3%

## JOB ACCEPTANCES

By graduation	191	63.7%
Permanent US Work Authorization	136	45.3%
Non-Permanent US Work Authorization	55	18.3%
By 3 months after graduation <sup>2</sup>	235	78.3%
Permanent US Work Authorization	171	57.0%
Non-Permanent US Work Authorization	64	21.3%

<sup>1</sup> Percentages were calculated from the number of students who were seeking employment.

<sup>2</sup> Graduation date was June 12, 2020 and 3-months post-graduation was September 12, 2020.

# CLASS OF 2020 FULL-TIME EMPLOYMENT

## COMPENSATION SUMMARY

	Percent of Students Reporting Salary Data <sup>1</sup>	Mean	Median	Range
Annual Base Salary	94.0%	\$132,460	\$130,000	\$55,000-\$210,000
Permanent US Work Authorization	95.9%	\$132,957	\$130,000	\$55,000-\$210,000
Non-Permanent US Work Authorization	89.1%	\$131,030	\$130,000	\$62,000-\$180,000
Signing Bonus	70.6%	\$31,239	\$30,000	\$4,000-\$80,000
Permanent US Work Authorization	72.0%	\$28,125	\$30,000	\$4,000-\$70,000
Non-Permanent US Work Authorization	66.7%	\$40,908	\$50,000	\$5,000-\$80,000

Graduates receiving stock and/or equity as part of their compensation package . . . . . 30.6%

<sup>1</sup> Percentages were calculated from the number of students who accepted employment by 3 months after graduation.

Mean Annual Base Salary increased by approximately three percent from 2019.

Percent of graduates receiving stock/equity as part of their compensation package rose to 30.6 percent in 2020 from 24.3 percent in 2019.

Almost 20 percent of job acceptances were from Campus Recruiting and myCareer Job Postings, a slight increase from 2019.



Nearly 40 percent of students' job acceptances came from their summer internships facilitated by UCLA Anderson, remaining on par with previous years.

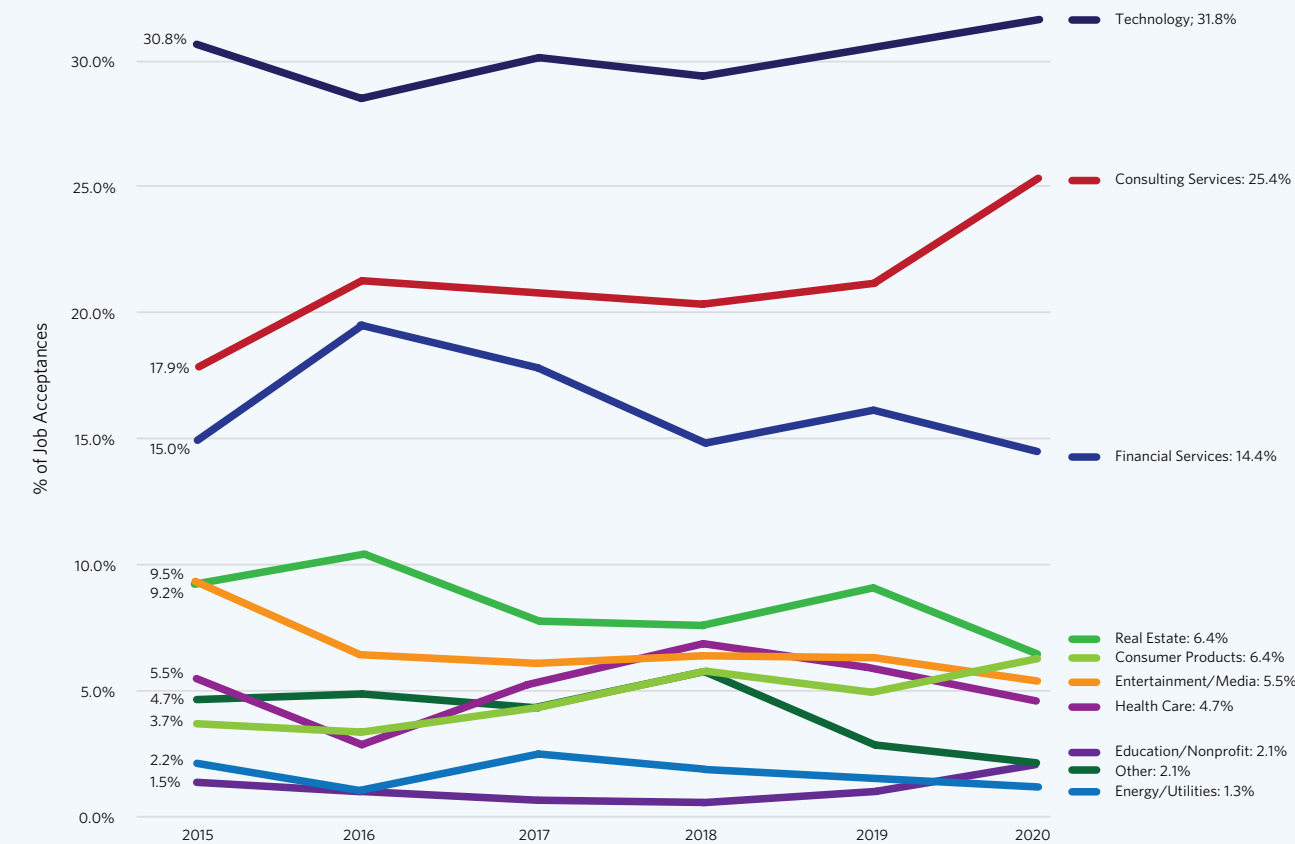
## SOURCE OF EMPLOYMENT

	Percent of Students <sup>1</sup>
<b>UCLA Anderson-Facilitated Resources</b> . . . . .	<b>68.1%</b>
Summer Internship Employer (Internship was found through Campus Recruiting Program) . . . . .	29.4%
myCareer Job Postings . . . . .	10.2%
Campus Recruiting Program (including myCareer Resume Collections) . . . . .	9.4%
Summer Internship Employer (Internship was found through other UCLA Anderson Resources) . . . . .	7.7%
UCLA Anderson Alumni(ae) and Classmates . . . . .	4.7%
Other Parker CMC Resources (Advisors, Events, Resume Database, Virtual Career Fair, etc.) . . . . .	2.1%
UCLA Anderson Resources - Clubs (Career Night, DOJs/Treks, etc.) . . . . .	1.7%
Other UCLA-related Resources/Contacts . . . . .	1.7%
National MBA Career Conferences (Consortium, Forte, NMBBAA, Prospanica, etc.) . . . . .	0.9%
UCLA Anderson Resources - Faculty & Research Centers . . . . .	0.4%
<b>Non-UCLA Anderson-Facilitated Resources</b> . . . . .	<b>31.9%</b>
Family/Friend/Personal/Undergraduate Network (non-UCLA Anderson related) . . . . .	8.1%
Other Website/On-line Resources (LinkedIn, Indeed.com, etc.) . . . . .	8.1%
Summer Internship Employer (Internship was found through non-UCLA Anderson Resources) . . . . .	3.8%
Direct Company Contact (not facilitated by UCLA Anderson) . . . . .	3.8%
Pre-MBA Employer Network . . . . .	3.4%
Company Website . . . . .	3.0%
Other Resources/Contacts (non-UCLA Anderson related) . . . . .	1.7%

# CLASS OF 2020 FULL-TIME EMPLOYMENT

## INDUSTRY SUMMARY

INDUSTRY CHOICES, 2015 TO 2020



11.5 percent of job acceptances were sourced from Family/Friend/Personal and Pre-MBA Employer Networks compared to 6.3 percent in 2019.

Graduates entering the Real Estate industry increased to 6.4 percent in 2020 from 4.9 percent in 2019.

Fifteen Class of 2020 graduates started their own companies during their time at UCLA Anderson in the following industries:

- Alternative Energy
- Apparel
- E-Commerce/Retail
- Education
- Food & Beverage
- Media/Entertainment
- Real Estate
- Technology
- Venture Capital

Nearly 30 percent of graduates entered the Technology industry every year since 2015.

Consulting has been the second highest sought-after industry since 2015, with over 25 percent of graduates in 2020.

## BROKEN DOWN BY INDUSTRY

	Percent of Hires <sup>1</sup>	ANNUAL BASE SALARY <sup>2</sup>			SIGNING BONUS <sup>2</sup>				Percent Receiving Stock/Equity/Options <sup>2</sup>
		Mean	Median	Range	Percent Receiving Signing Bonus	Mean	Median	Range	
<b>Consulting</b>	<b>25.4%</b>	<b>\$152,316</b>	<b>\$160,000</b>	<b>\$100,000-\$185,000</b>	<b>93.3%</b>	<b>\$31,241</b>	<b>\$30,000</b>	<b>\$10,000-\$80,000</b>	<b>0.0%</b>
<b>Consumer Products</b>	<b>6.4%</b>	<b>\$113,929</b>	<b>\$110,000</b>	<b>\$92,000-\$145,000</b>	<b>66.7%</b>	<b>\$23,000</b>	<b>\$20,000</b>	<b>\$5,000-\$65,000</b>	<b>13.3%</b>
Apparel/Textiles	0.8%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Beverages/Food/Household Goods	2.1%	\$105,000	\$108,000	\$92,000-\$120,000	60.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	20.0%
Other (including Electronics & Toys)	3.4%	\$118,571	\$110,000	\$110,000-\$145,000	62.5%	\$29,000	\$20,000	\$20,000-\$65,000	12.5%
<b>Energy/Utilities</b>	<b>1.3%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>33.0%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>0.0%</b>
Alternative Energy	0.8%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Utility Services	0.4%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
<b>Entertainment/Media</b>	<b>5.5%</b>	<b>\$110,233</b>	<b>\$117,500</b>	<b>\$70,000-\$137,000</b>	<b>30.8%</b>	<b>\$21,000</b>	<b>\$7,500</b>	<b>\$5,000-\$64,000</b>	<b>46.2%</b>
Gaming	2.5%	\$113,333	\$122,500	\$70,000-\$130,000	33.3%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	66.7%
General (Broadcast, Film, Music, etc.)	2.1%	\$100,200	\$104,000	\$72,800-\$120,000	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	20.0%
Other (Advertising, Digital Media)	0.8%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	50.0%
<b>Financial Services</b>	<b>14.4%</b>	<b>\$138,792</b>	<b>\$135,000</b>	<b>\$75,000-\$210,000</b>	<b>61.8%</b>	<b>\$44,357</b>	<b>\$50,000</b>	<b>\$5,000-\$70,000</b>	<b>5.9%</b>
Investment Banking/Brokerage	5.1%	\$145,000	\$150,000	\$110,000-\$150,000	75.0%	\$55,000	\$50,000	\$50,000-\$70,000	0.0%
Investment Management	4.6%	\$139,545	\$135,000	\$75,000-\$210,000	45.5%	\$54,000	\$55,000	\$35,000-\$70,000	9.0%
Private Equity/Venture Capital	2.1%	\$130,000	\$125,000	\$110,000-\$180,000	20.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	20.0%
Other Financial Services	2.5%	\$133,355	\$127,565	\$120,000-\$165,000	100.0%	\$26,083	\$17,000	\$5,000-\$60,000	0.0%
<b>Government/Nonprofits/Social Enterprises</b>	<b>2.1%</b>	<b>\$124,667</b>	<b>\$115,000</b>	<b>\$112,000-\$147,000</b>	<b>20.0%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>0.0%</b>
<b>Health Care</b>	<b>4.7%</b>	<b>\$120,500</b>	<b>\$125,000</b>	<b>\$70,000-\$150,000</b>	<b>36.4%</b>	<b>\$17,500</b>	<b>\$15,000</b>	<b>\$10,000-\$30,000</b>	<b>27.3%</b>
Health Care Technology	0.8%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Medical Devices	1.7%	\$123,750	\$122,500	\$100,000-\$150,000	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	25.0%
Providers & Services	2.1%	\$117,500	\$130,000	\$70,000-\$140,000	20.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	40.0%
<b>Real Estate</b>	<b>6.4%</b>	<b>\$123,262</b>	<b>\$120,000</b>	<b>\$78,000-\$150,000</b>	<b>46.7%</b>	<b>\$16,250</b>	<b>\$5,000</b>	<b>\$4,000-\$50,000</b>	<b>0.0%</b>
Commercial	3.8%	\$127,156	\$120,000	\$115,000-\$150,000	55.6%	\$19,950	\$5,000	\$5,000-\$50,000	0.0%
General	2.6%	\$114,500	\$117,500	\$78,000-\$145,000	33.3%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
<b>Technology</b>	<b>31.8%</b>	<b>\$125,385</b>	<b>\$130,000</b>	<b>\$55,000-\$162,000</b>	<b>65.3%</b>	<b>\$32,867</b>	<b>\$30,000</b>	<b>\$5,000-\$55,000</b>	<b>77.3%</b>
Equipment/Hardware/Networking	1.7%	\$136,750	\$137,500	\$110,000-\$162,000	75.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	50.0%
General	12.3%	\$125,274	\$130,000	\$62,000-\$162,000	62.1%	\$37,694	\$40,000	\$5,000-\$55,000	86.9%
Internet Services/E-Commerce	7.2%	\$135,231	\$136,000	\$110,000-\$151,000	88.2%	\$36,533	\$40,000	\$5,000-\$55,000	94.1%
Multimedia Products & Services	3.8%	\$118,263	\$128,050	\$70,000-\$145,000	44.4%	\$13,750	\$10,000	\$5,000-\$30,000	44.4%
Software	5.5%	\$119,077	\$119,000	\$55,000-\$155,000	53.8%	\$29,143	\$25,000	\$12,000-\$55,000	84.6%
Telecommunications	1.2%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	66.7%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
<b>Other (including Legal Services, Retail, &amp; Transportation/Logistics Services)</b>	<b>2.1%</b>	<b>\$130,520</b>	<b>\$119,600</b>	<b>\$90,000-\$190,000</b>	<b>60.0%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>0.0%</b>

<sup>1</sup> Percentages were calculated from the number of students who accepted employment by 3 months after graduation.<sup>2</sup> Compensation data is self-reported. Salary data is not provided for functions with fewer than four data points available.



# CLASS OF 2020 FULL-TIME EMPLOYMENT

## FUNCTION SUMMARY

	Percent of Hires <sup>1</sup>
<b>TOP FUNCTIONS . . . . .</b>	<b>77.2%</b>
Management Consulting . . . . .	23.7%
Corporation Finance/FP&A/Treasury . . . . .	10.6%
Product Management . . . . .	10.2%
Investment Banking . . . . .	5.1%
Business/Corporate Development . . . . .	3.8%
Business Intelligence/Analytics . . . . .	3.4%
Internal Consulting . . . . .	3.4%
Operations/Logistics/Supply Chain . . . . .	3.4%
Product Marketing . . . . .	3.4%
Project Management . . . . .	3.4%
Real Estate Finance . . . . .	3.4%
VC/PE . . . . .	3.4%
<b>All Others* . . . . .</b>	<b>22.8%</b>

\* See Function Specifics page for full list of various different functions Class of 2020 FTMBA joined upon graduation.

<sup>1</sup> Percentages were calculated from the number of students who accepted employment by 3 months after graduation.

4.8 percent of the Class of 2020 graduates were sponsored and returned to their pre-MBA employers in the following job functions:

- |                            |                       |
|----------------------------|-----------------------|
| Corporate Finance/Treasury | Investment Management |
| Executive Management       | Management Consulting |
| Healthcare Management      | Real Estate Finance   |
| Investment Banking         |                       |

The top 12 function choices of class of 2020 graduates made up 77.2 percent of the total.



Graduates entering the Corporate Finance function increased to 10.6 percent in 2020 compared to 6.3 percent in 2019.

## BROKEN DOWN BY FUNCTION

	ANNUAL BASE SALARY <sup>2</sup>				SIGNING BONUS <sup>2</sup>				Percent Receiving Stock/Equity/Options <sup>2</sup>
	Percent of Hires <sup>1</sup>	Mean	Median	Range	Percent Receiving Signing Bonus	Mean	Median	Range	
<b>Consulting</b>	<b>27.1%</b>	<b>\$150,049</b>	<b>\$160,000</b>	<b>\$100,000-\$185,000</b>	<b>92.2%</b>	<b>\$30,127</b>	<b>\$30,000</b>	<b>\$5,000-\$80,000</b>	<b>3.1%</b>
Internal	3.4%	\$121,000	\$123,500	\$102,000-\$130,000	87.5%	\$26,857	\$19,000	\$5,000-\$80,000	25.0%
Management/Strategy	23.7%	\$154,434	\$160,000	\$100,000-\$160,000	92.9%	\$30,567	\$30,000	\$10,000-\$60,000	0.0%
<b>Finance/Accounting</b>	<b>27.5%</b>	<b>\$130,302</b>	<b>\$130,000</b>	<b>\$75,000-\$210,000</b>	<b>64.6%</b>	<b>\$37,351</b>	<b>\$40,000</b>	<b>\$4,000-\$70,000</b>	<b>23.1%</b>
Corporation Finance/FP&A/Treasury	10.6%	\$120,982	\$119,800	\$90,000-\$140,000	68.0%	\$30,735	\$32,500	\$5,000-\$50,000	52.0%
Investment Banking	5.1%	\$145,000	\$150,000	\$110,000-\$150,000	83.3%	\$55,500	\$52,500	\$50,000-\$70,000	0.0%
Investment Management	3.0%	\$135,000	\$135,000	\$100,000-\$165,000	57.1%	\$52,500	\$52,500	\$35,000-\$70,000	14.2%
Private Wealth Management	1.7%	\$115,033	\$125,065	\$75,000-\$135,000	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Real Estate Finance	3.4%	\$133,486	\$125,000	\$110,000-\$165,000	50.0%	\$27,438	\$24,875	\$10,000-\$50,000	12.5%
Sales/Trading	0.4%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Venture Capital/Private Equity/LBO	3.4%	\$141,500	\$132,500	\$90,000-\$210,000	50.0%	\$13,500	\$10,000	\$4,000-\$30,000	0.0%
<b>General Management</b>	<b>6.8%</b>	<b>\$124,160</b>	<b>\$125,000</b>	<b>\$62,400-\$170,000</b>	<b>56.3%</b>	<b>\$14,333</b>	<b>\$5,000</b>	<b>\$4,000-\$50,000</b>	<b>31.3%</b>
Executive	0.8%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Project Management	3.4%	\$116,057	\$120,000	\$62,400-\$145,000	37.5%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	25.0%
Rotational Program	2.5%	\$121,667	\$120,000	\$115,000-\$130,000	100.0%	\$16,667	\$5,000	\$5,000-\$50,000	50.0%
<b>Marketing/Sales</b>	<b>21.6%</b>	<b>\$124,432</b>	<b>\$130,000</b>	<b>\$55,000-\$162,000</b>	<b>58.8%</b>	<b>\$30,483</b>	<b>\$25,000</b>	<b>\$5,000-\$64,000</b>	<b>58.8%</b>
Brand Management	3.0%	\$105,714	\$110,000	\$92,000-\$110,000	57.1%	\$20,000	\$20,000	\$15,000-\$25,000	0.0%
Marketing Research/Analytics	0.4%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Product Management	10.2%	\$128,077	\$136,000	\$62,000-\$162,000	66.7%	\$33,781	\$32,500	\$5,000-\$55,000	62.5%
Product Marketing	3.4%	\$134,500	\$137,500	\$93,000-\$155,000	75.0%	\$27,500	\$25,000	\$10,000-\$55,000	87.5%
Sales/Account Management	2.5%	\$120,300	\$133,000	\$55,000-\$151,000	33.3%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	66.7%
Other Marketing	2.1%	\$123,400	\$137,000	\$95,000-\$145,000	40.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	80.0%
<b>Operations/Logistics</b>	<b>3.4%</b>	<b>\$125,944</b>	<b>\$130,000</b>	<b>\$100,000-\$152,550</b>	<b>62.5%</b>	<b>\$47,700</b>	<b>\$50,000</b>	<b>\$30,000-\$65,000</b>	<b>87.5%</b>
<b>Other</b>	<b>13.6%</b>	<b>\$117,947</b>	<b>\$120,000</b>	<b>\$70,000-\$190,000</b>	<b>34.4%</b>	<b>\$22,273</b>	<b>\$20,000</b>	<b>\$5,000-\$50,000</b>	<b>40.6%</b>
Business/Corporate Development	3.8%	\$107,922	\$110,000	\$70,000-\$135,000	11.1%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	33.3%
Business Intelligence/Analytics	3.4%	\$113,313	\$119,500	\$70,000-\$130,000	37.5%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	62.5%
Customer Success/Client Solutions	0.8%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	50.0%
Real Estate Development	0.8%	\$128,933	\$115,000	\$95,000-\$176,800	20.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Corporate Strategy/Strategic Planning	3.0%	\$129,602	\$129,300	\$100,000-\$160,000	57.1%	\$26,250	\$22,500	\$10,000-\$50,000	42.9%
Other (including law, medicine, & partnerships)	1.7%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	25.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	25.0%

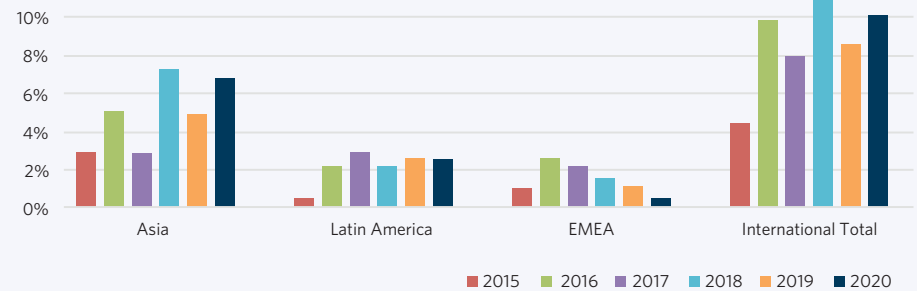
<sup>1</sup> Percentages were calculated from the number of students who accepted employment by 3 months after graduation.

<sup>2</sup> Compensation data is self-reported. Salary data is not provided for functions with fewer than four data points available.

# CLASS OF 2020 FULL-TIME EMPLOYMENT

## BROKEN DOWN BY LOCATION

LOCATION CHOICES - GLOBAL REGIONS, 2015 - 2020



Class of 2020 FT MBA graduates landed in jobs outside of the US in the following countries:

- Brazil  
Chile  
China  
Hong Kong  
Indonesia  
Japan
- Singapore  
South Korea  
Thailand  
United Kingdom

Graduates accepting jobs in Asia rose to 6.8 percent in 2020 from 4.9 percent in 2019.

## EMPLOYMENT LOCATION DETAILS

		ANNUAL BASE SALARY <sup>2</sup>			SIGNING BONUS <sup>2</sup>				Percent Receiving Stock/Equity/Options <sup>2</sup>
UNITED STATES	Percent of Hires <sup>1</sup>	Mean	Median	Range	Percent Receiving Signing Bonus	Mean	Median	Range	
California	69.5%	\$135,132	\$135,000	\$55,000-\$210,000	64.0%	\$27,717	\$30,000	\$4,000-\$80,000	26.8%
Southern	53.8%	\$131,733	\$130,000	\$55,000-\$210,000	55.1%	\$27,611	\$30,000	\$4,000-\$80,000	17.3%
Northern	15.7%	\$146,028	\$150,000	\$110,000-\$190,000	94.6%	\$27,929	\$25,000	\$5,000-\$65,000	59.5%
West (excluding California)	10.6%	\$128,188	\$130,000	\$70,000-\$145,000	92.0%	\$45,000	\$50,000	\$20,000-\$55,000	84.0%
Northeast	3.8%	\$136,889	\$137,000	\$95,000-\$170,000	88.9%	\$31,625	\$32,500	\$4,000-\$64,000	22.2%
Southwest	2.5%	\$121,333	\$111,500	\$100,000-\$165,000	66.7%	\$26,875	\$27,500	\$7,500-\$45,000	33.3%
Midwest	2.1%	\$135,000	\$140,000	\$90,000-\$165,000	60.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Mid-Atlantic & South	1.3%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
US TOTAL	89.8%	\$133,664	\$130,000	\$55,000-\$210,000	67.5%	\$30,565	\$30,000	\$4,000-\$80,000	32.5%
INTERNATIONAL									
Asia	6.8%	\$111,603	\$111,750	\$62,000-\$130,000	50.0%	\$31,563	\$30,000	\$20,000-\$50,000	18.8%
Latin America	2.5%	\$127,500	\$122,500	\$10,000-\$165,000	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Europe	0.4%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Australia	0.4%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
INTERNATIONAL TOTAL	10.2%	\$115,791	\$111,750	\$62,000-\$165,000	54.2%	\$38,654	\$30,000	\$20,000-\$60,000	12.5%

<sup>1</sup> Percentages were calculated from the number of students who accepted employment within three months after graduation.

<sup>2</sup> Compensation data is self-reported. Salary data provided for locations with fewer than four data points available.

# CLASSES OF 2020 AND 2021 HIRING ORGANIZATIONS

## RECENT EMPLOYERS

The following firms have hired at least ONE UCLA Anderson student during the 2019-2020 school year, combining both full-time employment and summer internships (top hiring employers in **bold**):

### A

A+E Networks  
AB Inbev  
Accenture  
ActionFace  
Adobe Systems Inc.  
ADP  
Adyen  
AFP Capital  
Agriculture Capital Management  
Airtime  
Akin Gump Strauss Hauer Feld LLP  
Alliance Residential Company  
Alteryx, Inc.  
Amazon Studios  
**Amazon, Inc.**  
American Airlines, Inc.  
Amerihome Mortgage Company  
**Amgen Inc.**  
Amyris, Inc.  
Analysis Group Inc.  
Anaplan  
Apeel Sciences  
**Apple Inc**  
Applied Materials Inc  
Applied Ventures  
Artisan Partners  
Athenahealth Inc  
Atlassian

**Bain & Company, Inc.**  
**Bank of America Merrill Lynch**  
The Bank of Korea  
Barclays  
BayWa r.e. Renewable Energy  
Benchling  
BentallGreenOak  
Biogen  
Bird  
Blink  
Blizzard Entertainment  
Boehringer Ingelheim  
Bonfire Ventures  
**The Boston Consulting Group**

### B

**Bain & Company, Inc.**  
**Bank of America Merrill Lynch**  
The Bank of Korea  
Barclays  
BayWa r.e. Renewable Energy  
Benchling  
BentallGreenOak  
Biogen  
Bird  
Blink  
Blizzard Entertainment  
Boehringer Ingelheim  
Bonfire Ventures  
**The Boston Consulting Group**

### B

**Bain & Company, Inc.**  
**Bank of America Merrill Lynch**  
The Bank of Korea  
Barclays  
BayWa r.e. Renewable Energy  
Benchling  
BentallGreenOak  
Biogen  
Bird  
Blink  
Blizzard Entertainment  
Boehringer Ingelheim  
Bonfire Ventures  
**The Boston Consulting Group**

### Bain & Company, Inc.

**Bank of America Merrill Lynch**  
The Bank of Korea  
Barclays  
BayWa r.e. Renewable Energy  
Benchling  
BentallGreenOak  
Biogen  
Bird  
Blink  
Blizzard Entertainment  
Boehringer Ingelheim  
Bonfire Ventures  
**The Boston Consulting Group**

### Bank of America Merrill Lynch

The Bank of Korea  
Barclays  
BayWa r.e. Renewable Energy  
Benchling  
BentallGreenOak  
Biogen  
Bird  
Blink  
Blizzard Entertainment  
Boehringer Ingelheim  
Bonfire Ventures  
**The Boston Consulting Group**

### The Bank of Korea

Barclays  
BayWa r.e. Renewable Energy  
Benchling  
BentallGreenOak  
Biogen  
Bird  
Blink  
Blizzard Entertainment  
Boehringer Ingelheim  
Bonfire Ventures  
**The Boston Consulting Group**

### Barclays

BayWa r.e. Renewable Energy  
Benchling  
BentallGreenOak  
Biogen  
Bird  
Blink  
Blizzard Entertainment  
Boehringer Ingelheim  
Bonfire Ventures  
**The Boston Consulting Group**

### BayWa r.e. Renewable Energy

Benchling  
BentallGreenOak  
Biogen  
Bird  
Blink  
Blizzard Entertainment  
Boehringer Ingelheim  
Bonfire Ventures  
**The Boston Consulting Group**

### Benchling

BentallGreenOak  
Biogen  
Bird  
Blink  
Blizzard Entertainment  
Boehringer Ingelheim  
Bonfire Ventures  
**The Boston Consulting Group**

### BentallGreenOak

Biogen  
Bird  
Blink  
Blizzard Entertainment  
Boehringer Ingelheim  
Bonfire Ventures  
**The Boston Consulting Group**

### Biogen

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Boehringer Ingelheim  
Bonfire Ventures  
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### Blink

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### Blizzard Entertainment

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Bonfire Ventures  
**The Boston Consulting Group**

### Boehringer Ingelheim

Bonfire Ventures  
**The Boston Consulting Group**

### Bonfire Ventures

**The Boston Consulting Group**

### The Boston Consulting Group

Broadcom Corporation  
BuildOps  
Byte  
ByteDance  
**C**  
Cahoot  
CalSTRS  
Cambridge Associates LLC  
Canyon Partners Real Estate LLC  
Capital Group  
Capstone Equities  
CAUSEBOX  
CBRE Global Investors  
Centene Corporation  
Chartmetric  
China Literature Limited  
Chippin

**Cisco Systems, Inc**  
Citadel Global Equities  
**Citi**  
CityView  
Clear Bridge, LLC  
The Clorox Company  
Coda Payments  
Cognizant Technology Solutions  
Columbia Threadneedle Investments  
Comcast/NBCUniversal  
The Community Builders  
Converse  
Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
CSS Holdings Inc  
Cypress Equity Investments

### Cisco Systems, Inc

Citadel Global Equities  
**Citi**  
CityView  
Clear Bridge, LLC  
The Clorox Company  
Coda Payments  
Cognizant Technology Solutions  
Columbia Threadneedle Investments  
Comcast/NBCUniversal  
The Community Builders  
Converse  
Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
CSS Holdings Inc  
Cypress Equity Investments

### Citi

CityView  
Clear Bridge, LLC  
The Clorox Company  
Coda Payments  
Cognizant Technology Solutions  
Columbia Threadneedle Investments  
Comcast/NBCUniversal  
The Community Builders  
Converse  
Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
CSS Holdings Inc  
Cypress Equity Investments

### CityView

Clear Bridge, LLC  
The Clorox Company  
Coda Payments  
Cognizant Technology Solutions  
Columbia Threadneedle Investments  
Comcast/NBCUniversal  
The Community Builders  
Converse  
Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
CSS Holdings Inc  
Cypress Equity Investments

### Clear Bridge, LLC

The Clorox Company  
Coda Payments  
Cognizant Technology Solutions  
Columbia Threadneedle Investments  
Comcast/NBCUniversal  
The Community Builders  
Converse  
Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
CSS Holdings Inc  
Cypress Equity Investments

### The Clorox Company

Coda Payments  
Cognizant Technology Solutions  
Columbia Threadneedle Investments  
Comcast/NBCUniversal  
The Community Builders  
Converse  
Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
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Cypress Equity Investments

### Coda Payments

Cognizant Technology Solutions  
Columbia Threadneedle Investments  
Comcast/NBCUniversal  
The Community Builders  
Converse  
Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
CSS Holdings Inc  
Cypress Equity Investments

### Cognizant Technology Solutions

Columbia Threadneedle Investments  
Comcast/NBCUniversal  
The Community Builders  
Converse  
Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
CSS Holdings Inc  
Cypress Equity Investments

### Columbia Threadneedle Investments

Comcast/NBCUniversal  
The Community Builders  
Converse  
Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
CSS Holdings Inc  
Cypress Equity Investments

### Comcast/NBCUniversal

The Community Builders  
Converse  
Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
CSS Holdings Inc  
Cypress Equity Investments

### The Community Builders

Converse  
Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
CSS Holdings Inc  
Cypress Equity Investments

### Converse

Craig Drill Capital  
Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
CSS Holdings Inc  
Cypress Equity Investments

### Craig Drill Capital

Credicorp Capital  
Credit Suisse  
**Credivero**  
Crosscut Ventures  
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### Credicorp Capital

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### Credit Suisse

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CSS Holdings Inc  
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### Crosscut Ventures

CSS Holdings Inc  
Cypress Equity Investments

### CSS Holdings Inc

Cypress Equity Investments

### Cypress Equity Investments

### D

Dakota Pacific Real Estate  
Dansk Investment Group  
DaVita Inc.  
Deal.com dba Curated.com

### Dakota Pacific Real Estate

Dansk Investment Group  
DaVita Inc.  
Deal.com dba Curated.com

### Dansk Investment Group

Deal.com dba Curated.com

### DaVita Inc.

**Deloitte**  
Deloitte Consulting LLP

### Deal.com dba Curated.com

**Deloitte**  
Deloitte Consulting LLP

### Deloitte

Deloitte Consulting LLP

### Deloitte Consulting LLP

Dish Network  
DoorDash  
**E**  
ECMC Foundation  
EDF Inc.  
Edgesoft, Inc.  
Edison Int'l  
Edwards Lifesciences  
Electronic Arts  
Elenita Mezcal  
Emerson Collective  
Episource LLC  
Epson America, Inc.  
Erewhon Market  
Eventene  
Evercore Partners  
EVgo  
Exa Innovation Studio, Inc.  
Experian  
**EY-Parthenon**

**F**  
**Facebook, Inc.**  
Fidelity International  
Financial Services Agency, Japan  
Finsie, com  
Fluential Partners, LLC  
Fullscreen  
**G**  
GCM Grosvenor  
Genentech Inc.  
General Mills  
Ginkgo Residential  
GoGuardian  
Goldman Sachs & Co.  
GoodRx  
**Google Inc.**  
GPI Companies  
Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### EY-Parthenon

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### Finsie, com

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GoodRx  
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Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### Fluential Partners, LLC

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GoGuardian  
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GoodRx  
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Gunderson Dettmer

### Fullscreen

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GoGuardian  
Goldman Sachs & Co.  
GoodRx  
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GPI Companies  
Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### GCM Grosvenor

Genentech Inc.  
General Mills  
Ginkgo Residential  
GoGuardian  
Goldman Sachs & Co.  
GoodRx  
**Google Inc.**  
GPI Companies  
Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### Genentech Inc.

General Mills  
Ginkgo Residential  
GoGuardian  
Goldman Sachs & Co.  
GoodRx  
**Google Inc.**  
GPI Companies  
Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### General Mills

Ginkgo Residential  
GoGuardian  
Goldman Sachs & Co.  
GoodRx  
**Google Inc.**  
GPI Companies  
Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### Ginkgo Residential

GoGuardian  
Goldman Sachs & Co.  
GoodRx  
**Google Inc.**  
GPI Companies  
Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### GoGuardian

Goldman Sachs & Co.  
GoodRx  
**Google Inc.**  
GPI Companies  
Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### Goldman Sachs & Co.

GoodRx  
**Google Inc.**  
GPI Companies  
Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### GoodRx

**Google Inc.**  
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Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### Google Inc.

GPI Companies  
Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### GPI Companies

Greystar  
GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### Greystar

GSN Games  
Guggenheim Partners  
Gunderson Dettmer

### GSN Games

Guggenheim Partners  
Gunderson Dettmer

### Guggenheim Partners

Gunderson Dettmer

### Gunderson Dettmer

**H**  
Happiest Baby Inc.  
HarmonizeHQ

### Happiest Baby Inc.

HarmonizeHQ

### HarmonizeHQ

Helping Hands Community  
Henkel Corporation  
Here Media  
Houlihan Lokey  
Hudson Pacific Properties  
HUF Worldwide and Tactics  
Hulu  
Huron Consulting Group  
HW Capital LLC  
**I**  
Impetus Consulting Group  
Intel Corporation  
Intellihealth  
Intuit Inc.  
Intuitive Surgical Inc.  
Invesco Ltd.  
Invesco Real Estate

**J**  
Jam City (Formerly SGN Games)  
Jaxon Lane  
Jefferies, LLC  
Johnson & Johnson Company  
JPMorgan Chase & Co.

### Jam City (Formerly SGN Games)

Jaxon Lane  
Jefferies, LLC  
Johnson & Johnson Company  
JPMorgan Chase & Co.

### Jaxon Lane

Jefferies, LLC  
Johnson & Johnson Company  
JPMorgan Chase & Co.

### Jefferies, LLC

Johnson & Johnson Company  
JPMorgan Chase & Co.

### Johnson & Johnson Company

JPMorgan Chase & Co.

### JPMorgan Chase & Co.

**K**  
Kajima Real Estate Investment  
Advisors  
Kanopy  
KarmaCheck Inc.  
Kennedy Wilson  
King's Hawaiian Holding Co., Inc.  
Kirkland & Ellis, LLP  
Kite Pharma, Inc.  
The Kive Company  
Korea Investment Corporation  
Knowable  
KPMG LLP  
KPOP Foods, Inc.

### Kajima Real Estate Investment Advisors

Kanopy  
KarmaCheck Inc.  
Kennedy Wilson  
King's Hawaiian Holding Co., Inc.  
Kirkland & Ellis, LLP  
Kite Pharma, Inc.  
The Kive Company  
Korea Investment Corporation  
Knowable  
KPMG LLP  
KPOP Foods, Inc.

### Kanopy

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The Kive Company  
Korea Investment Corporation  
Knowable  
KPMG LLP  
KPOP Foods, Inc.

### KarmaCheck Inc.

Kennedy Wilson  
King's Hawaiian Holding Co., Inc.  
Kirkland & Ellis, LLP  
Kite Pharma, Inc.  
The Kive Company  
Korea Investment Corporation  
Knowable  
KPMG LLP  
KPOP Foods, Inc.

### Kennedy Wilson

King's Hawaiian Holding Co., Inc.  
Kirkland & Ellis, LLP  
Kite Pharma, Inc.  
The Kive Company  
Korea Investment Corporation  
Knowable  
KPMG LLP  
KPOP Foods, Inc.

### King's Hawaiian Holding Co., Inc.

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KPMG LLP  
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### Knowable

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KPOP Foods, Inc.

### KPMG LLP

KPOP Foods, Inc.

### KPOP Foods, Inc.

### L

L.E.K. Consulting LLC  
LA2028  
LACERA  
Lazard Freres & CO.  
LG Uplus  
Lido Advisors

### L.E.K. Consulting LLC

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LG Uplus  
Lido Advisors

### LA2028

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Lazard Freres & CO.  
LG Uplus  
Lido Advisors

### LACERA

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LG Uplus  
Lido Advisors

### Lazard Freres & CO.

LG Uplus  
Lido Advisors

### LG Uplus

Lido Advisors

### Lido Advisors

Light CoCreative  
Lincoln International  
LinkedIn Corporation  
Los Angeles Football Club  
**M**  
Macquarie Capital  
Mar Vista Entertainment  
Marble Capital  
**Mattel Inc.**  
McCormack Barron Salazar  
**McKinsey & Company**  
Mercer LLC  
Merck & Co.  
Metropolis  
**Microsoft Corp.**  
MicroVention  
Midwood Investment & Development  
Ministry of Energy of Chile  
Moelis & Company  
MOJO  
Moments Technologies  
Monument  
Morgan Stanley  
Munchkin, Inc.  
Must Love Sports

### Microsoft Corp.

MicroVention  
Midwood Investment & Development  
Ministry of Energy of Chile  
Moelis & Company  
MOJO  
Moments Technologies  
Monument  
Morgan Stanley  
Munchkin, Inc.  
Must Love Sports

### MicroVention

Midwood Investment & Development  
Ministry of Energy of Chile  
Moelis & Company  
MOJO  
Moments Technologies  
Monument  
Morgan Stanley  
Munchkin, Inc.  
Must Love Sports

### Midwood Investment & Development



Sempra Energy  
 Seriously Digital Entertainment  
 Servicenow  
 ServiceTitan  
 Share Ventures  
 Shopee Singapore Private Limited  
 Skillz  
 SkinTē  
 SleepScore Labs  
 Snap Inc.  
 Snark AI  
 Sony PlayStation  
 Sony Pictures Entertainment Inc.  
 Sorcero  
 Southern California Edison  
 Sports Analytics Club Program  
 Starbucks Corp.  
 Stealth Fund  
 Strathspey Crown  
 StreamSights Inc.  
 Stride Services  
 Stripe  
 Sun Capital Partners  
 System1  
**T**  
 Taco Bell Corporation  
 TCW  
 Techstars  
 Telkomsel  
 Tempo  
 Tencent  
 Tencent (Thailand) Co., Ltd.  
 Thailand Securities & Exchange  
 Commission  
 Tillamook County Creamery  
 Association  
 T-Mobile USA Inc.  
 Tohoku University Hospital  
 Topa Equities  
 Toyota Motor North America  
 Transom Consulting Group, LLC  
 trayecta inmobiliaria  
 TruAmerica Multifamily, LLC  
 TVPass

Type One Ventures  
**U**  
 U.S. Department of State  
 Uber Technologies, Inc.  
 UCLA Anderson Center for  
 Management of Media,  
 Entertainment, and Sports  
 UCLA Health  
 Unibail-Rodamco-Westfield  
**V**  
 The Vanguard Group  
 Varian Medical Systems  
 The Veloz Group  
 Verana Health, Inc.  
 Verizon Business  
 Verkada  
 Vida Ventures, LLC.  
 Viola Brands  
 Visa Inc.  
 Vista Equity Partners  
**VMware Inc.**  
**W**  
 Walgreens  
 Walmart, Inc.  
 Watertower Ventures  
 Wavemaker Labs  
 Westcove Partners, LLC  
 Western Digital  
**The Wonderful Company**  
 WorldRemit  
**Y**  
 Y Meadows  
 Yunus Social Business  
**Z**  
 Z Strategy Group  
 Zendesk  
 Zest AI  
 ZipRecruiter, Inc.  
 ZS Associates



## TOP HIRING FIRMS

The following organizations have hired FIVE OR MORE full-time MBA students during 2019-2020 recruiting season (combining both full-time employment and summer internships):

### 15 OR MORE STUDENTS:

Amazon, Inc.  
 Deloitte  
 Google Inc.

### 10-14 STUDENTS:

Bank of America Merrill Lynch  
 The Boston Consulting Group (BCG)  
 Cisco Systems  
 EY-Parthenon  
 McKinsey & Company, Inc.  
 Microsoft Corporation

### 5-9 STUDENTS:

Amgen, Inc.  
 Apple Inc.  
 Bain & Company, Inc.  
 Citi  
 Credivero  
 Facebook, Inc.  
 Mattel, Inc.  
 Nike, Inc.  
 PwC  
 VMWare, Inc.  
 The Wonderful Company



# CLASS OF 2021 SUMMER INTERNSHIPS

26 percent of class of 2021 students have Technology industry experience, compared to 22 percent in the previous class.

## DEMOGRAPHIC PROFILE

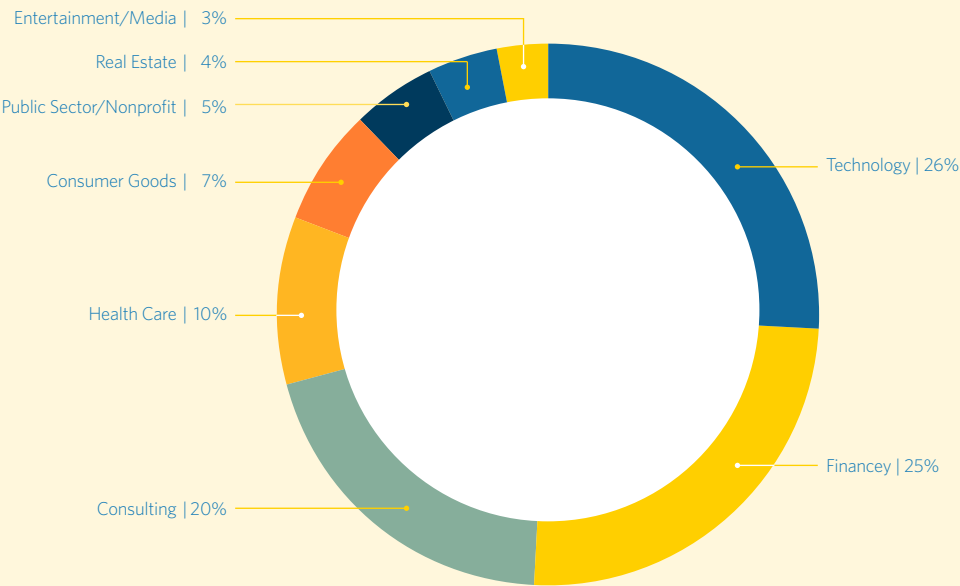
Total Applicant Pool . . . . .	2,817
Number in Entering Class. . . . .	360
Average Years of Work Experience . . . . .	5
Women . . . . .	34%
International Students . . . . .	33%
Countries Represented . . . . .	37

## EMPLOYMENT PROFILE

	Permanent U.S. Work Authorization	Non-U.S. Work Authorization	Number of Students	Percent of Total Students
<b>Total Students</b>	<b>248</b>	<b>94</b>	<b>342</b>	<b>100.0%</b>
Seeking Employment	236	87	323	94.4%
Not Seeking Employment	12	7	19	5.6%
<b>Summer Internship ACCEPTS</b>	<b>235</b>	<b>87</b>	<b>322</b>	<b>99.7%</b>



## TOP PRE-MBA EXPERIENCE BY INDUSTRY



Despite a slight dip in students reporting salary data, the average monthly salary for summer internships were slightly higher than previous summer.

Despite multiple rescinds due to COVID-19, almost 100 percent of class of 2021 students landed a summer internship.

COMPENSATION SUMMARY

	Percent of Students Reporting Salary Data <sup>1</sup>	Monthly Salary <sup>2</sup>		
		Mean	Median	Range
Monthly Base Salary	84.2%	\$8,148	\$8,333	\$1,000-\$15,833



SOURCE OF INTERNSHIP

	Percent of Hires <sup>1</sup>
<b>UCLA Anderson-Facilitated Resources</b>	<b>73.4%</b>
Campus Recruiting Program (including myCareer Resume Collections)	40.0%
myCareer Job Listings	14.0%
UCLA Anderson Alumni(ae) and Classmates	7.8%
National MBA Conferences (Consortium, Forte, Prospanica, ROMBA, etc.)	3.9%
Other Parker Resources (advisors, resume database, career fair, etc.)	3.0%
UCLA Anderson Resources - Other (events, faculty, research centers, etc.)	2.1%
UCLA Anderson Resources - Clubs (career night, DOJs/treks, etc.)	1.5%
Other UCLA-related Resources/Contacts	1.2%
<b>Non-UCLA Anderson-Facilitated Resources</b>	<b>26.6%</b>
On-line Postings/Resources (LinkedIn, Indeed.com, etc.)	8.1%
Personal/Professional Network (non-UCLA Anderson related)	6.0%
Company Website	5.1%
Direct Company Contact (not facilitated by UCLA Anderson)	4.2%
Other Resources/Contacts (non-UCLA Anderson related)	2.4%
Pre-MBA Employer Network (non-Sponsorship)	0.9%

<sup>1</sup> Percentages were calculated from the number of students who accepted a summer internship.  
<sup>2</sup> Compensation data is self-reported. Salary data is not provided for functions with fewer than four data points available.

# CLASS OF 2021 SUMMER INTERNSHIPS

## BROKEN DOWN BY INDUSTRY



10.2 percent of class of 2021 students' summer internships were in Investment Banking, almost double from previous summer.

Almost 10 percent of class of 2021 students' summer internships were in the Healthcare industry, up from 5.7% during previous summer.

	Percent of Hires <sup>1</sup>	Percent Receiving Compensation	Average Monthly Salary <sup>2</sup>	Median Monthly Salary <sup>2</sup>	Monthly Salary Range <sup>2</sup>
<b>Consulting</b>	<b>12.6%</b>	<b>95.2%</b>	<b>\$10,706</b>	<b>\$12,133</b>	<b>\$1,000-\$13,758</b>
<b>Consumer Products</b>	<b>9.0%</b>	<b>73.3%</b>	<b>\$6,266</b>	<b>\$6,760</b>	<b>\$1,440-\$10,833</b>
Apparel/Textiles	2.1%	85.7%	\$5,900	\$6,455	\$2,080-\$7,741
Beverages/Food	4.8%	87.5%	\$6,475	\$7,200	\$1,440-\$10,833
Household/Personal	1.2%	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Other	0.9%	66.7%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>Energy/Utilities</b>	<b>1.8%</b>	<b>83.3%</b>	<b>\$7,317</b>	<b>\$7,800</b>	<b>\$6,067-\$8,333</b>
Alternative Energy	0.9%	66.7%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Utility Services	0.6%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Other	0.3%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>Entertainment/Media</b>	<b>7.5%</b>	<b>72.0%</b>	<b>\$5,367</b>	<b>\$5,763</b>	<b>\$2,600-\$8,667</b>
Digital Media	1.5%	80.0%	\$5,463	\$4,858	\$3,467-\$8,667
Gaming	0.8%	66.7%	\$7,200	\$7,467	\$5,200-\$8,667
General (Broadcast, Film, Music, TV, etc.)	2.7%	88.9%	\$4,976	\$5,763	\$2,600-\$6,250
Sports & Sports Management	1.2%	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Other	0.3%	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>Financial Services</b>	<b>19.8%</b>	<b>80.3%</b>	<b>\$9,900</b>	<b>\$12,133</b>	<b>\$2,000-\$13,542</b>
Diversified Financial Services	1.2%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Investment Banking/Brokerage	10.2%	94.7%	\$11,103	\$12,500	\$2,600-\$12,500
Investment Management	2.7%	66.7%	\$9,733	\$10,173	\$7,000-\$11,250
Private Equity/Venture Capital	3.6%	66.7%	\$4,444	\$4,667	\$2,000-\$6,667
Other	1.8%	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>Healthcare</b>	<b>9.9%</b>	<b>97.0%</b>	<b>\$6,785</b>	<b>\$6,743</b>	<b>\$1,750-\$10,192</b>
BioPharma	4.5%	100.0%	\$6,947	\$6,743	\$3,467-\$10,192
Medical Devices	1.5%	100.0%	\$7,900	\$8,667	\$5,700-\$8,667
Providers & Services	1.8%	83.3%	\$7,746	\$7,692	\$6,067-\$9,533
Other (including Health Tech)	2.1%	100.0%	\$4,955	\$5,200	\$1,750-\$8,667
<b>Non-Profit/Education</b>	<b>0.9%</b>	<b>0.0%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>
<b>Real Estate</b>	<b>3.9%</b>	<b>69.2%</b>	<b>\$5,112</b>	<b>\$4,333</b>	<b>\$2,253-\$9,000</b>
Commercial	1.8%	83.3%	\$5,978	\$6,067	\$2,692-\$9,000
Other	2.1%	57.1%	\$4,030	\$4,333	\$2,253-\$5,200
<b>Technology</b>	<b>32.0%</b>	<b>87.9%</b>	<b>\$7,923</b>	<b>\$8,750</b>	<b>\$1,000-\$13,607</b>
Equipment/Hardware/Networking	5.4%	100.0%	\$8,688	\$9,364	\$5,001-\$10,000
General	6.3%	95.2%	\$8,695	\$8,750	\$7,973-\$10,200
Internet Services/E-Commerce	7.5%	76.0%	\$7,285	\$8,125	\$1,000-\$10,200
Multimedia Products & Services	2.4%	75.0%	\$6,581	\$6,283	\$4,333-\$10,000
Software	10.2%	88.2%	\$7,595	\$8,858	\$2,000-\$13,607
Telecommunications	0.3%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>Transportation and Logistics Services</b>	<b>0.9%</b>	<b>66.7%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>
<b>Other (including agribusiness, legal services, &amp; retail)</b>	<b>1.8%</b>	<b>100.0%</b>	<b>\$8,618</b>	<b>\$7,054</b>	<b>\$4,333-\$15,833</b>



## BROKEN DOWN BY FUNCTION

	Percent of Hires <sup>1</sup>	Percent Receiving Compensation	Average Monthly Salary <sup>2</sup>	Median Monthly Salary <sup>2</sup>	Monthly Salary Range <sup>2</sup>
<b>Consulting</b>	<b>17.1%</b>	<b>93.0%</b>	<b>\$9,628</b>	<b>\$9,967</b>	<b>\$1,000-\$13,758</b>
Internal	4.5%	93.3%	\$6,866	\$6,769	\$4,333-\$9,166
Management/Strategy	12.6%	92.9%	\$10,619	\$12,133	\$1,000-\$13,758
<b>Finance/Accounting</b>	<b>24.6%</b>	<b>79.3%</b>	<b>\$9,396</b>	<b>\$11,000</b>	<b>\$2,000-\$13,542</b>
Corporation Finance/Financial Analysis /FP&A	6.3%	76.2%	\$6,673	\$6,743	\$2,600-\$9,208
Investment Banking	10.5%	94.3%	\$12,143	\$12,500	\$4,333-\$13,542
Investment Management	2.4%	62.5%	\$9,530	\$9,600	\$7,000-\$11,250
Private Wealth Management	0.3%	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Real Estate Finance	1.5%	60.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Venture Capital/Private Equity /LBO	3.6%	66.7%	\$4,525	\$4,667	\$2,000-\$6,667
<b>General Management</b>	<b>5.7%</b>	<b>89.5%</b>	<b>\$8,336</b>	<b>\$8,667</b>	<b>\$3,467-\$10,747</b>
Executive	0.3%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Project Management	3.6%	91.7%	\$8,228	\$8,333	\$3,467-\$10,129
Rotational Program	1.8%	83.3%	\$9,201	\$9,369	\$7,692-\$10,747
<b>Marketing/Sales</b>	<b>32.3%</b>	<b>83.3%</b>	<b>\$7,531</b>	<b>\$8,000</b>	<b>\$1,000-\$13,607</b>
Brand Management	4.5%	73.3%	\$6,722	\$7,200	\$1,000-\$10,833
Market Research/Analytics	1.5%	80.0%	\$8,543	\$8,333	\$7,107-\$10,400
Marketing - Other Services	3.9%	76.9%	\$7,326	\$8,233	\$1,440-\$13,607
Product Management	14.7%	87.8%	\$7,757	\$8,125	\$2,400-\$10,400
Product Marketing	7.2%	87.5%	\$7,373	\$8,000	\$2,000-\$10,400
Sales/Account Management	0.6%	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>Operations/Logistics</b>	<b>5.4%</b>	<b>94.4%</b>	<b>\$7,261</b>	<b>\$7,800</b>	<b>\$3,200-\$9,707</b>
<b>Other</b>	<b>15.0%</b>	<b>80.0%</b>	<b>\$5,845</b>	<b>\$5,200</b>	<b>\$1,750-\$15,833</b>
Business/Corporate Development	4.5%	86.7%	\$5,237	\$4,680	\$2,600-\$9,707
Business Intelligence/Analytics	1.5%	80.0%	\$4,138	\$3,510	\$2,600-\$6,933
Law	0.6%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Real Estate Development	1.8%	66.7%	\$4,897	\$4,333	\$2,253-\$8,667
Strategic Planning	6.6%	77.3%	\$5,972	\$6,067	\$1,750-\$12,133

<sup>1</sup> Percentages were calculated from the number of students who accepted a summer internship.

<sup>2</sup> Compensation data is self-reported. Salary data provided for industries and functions with fewer than four data points available.

21.9 percent of class of 2021 students' summer internships were in Product Management and Product Marketing functions, an increase from 15.9 percent during previous summer.



# CLASS OF 2021 SUMMER INTERNSHIPS

## BROKEN DOWN BY LOCATION

During the summer of 2020, over 95% of students reported that their summer internships were conducted remotely/virtually due to the COVID-19 pandemic. The following indicates the locations that the internships would have been if they were in-person. (4.2 percent did not report any internship location information.)

UNITED STATES	Percent of Hires <sup>1</sup>	Percent Receiving Compensation	Average Monthly Salary <sup>2</sup>	Median Monthly Salary <sup>2</sup>	Monthly Salary Range <sup>2</sup>
California	72.2%	83.5%	\$7,868	\$7,999	\$1,000-\$15,833
Southern California	50.0%	80.0%	\$7,517	\$6,838	\$1,000-\$15,833
Northern California	22.2%	91.5%	\$8,557	\$8,914	\$2,000-\$13,333
Northeast	9.1%	86.2%	\$9,873	\$11,538	\$3,467-\$13,000
West (excluding California)	7.5%	91.7%	\$8,421	\$8,750	\$5,200-\$10,200
Midwest	2.8%	100.0%	\$9,418	\$7,800	\$7,367-\$13,500
Southwest	1.3%	100.0%	\$11,383	\$11,750	\$9,533-\$12,500
Mid-Atlantic	1.3%	100.0%	\$9,155	\$9,826	\$3,467-\$13,500
South	0.6%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>US TOTAL</b>	<b>94.7%</b>	<b>85.5%</b>	<b>\$8,250</b>	<b>\$8,413</b>	<b>\$1,000-\$15,833</b>
<b>INTERNATIONAL</b>					
Asia	4.4%	85.7%	\$5,939	\$7,100	\$1,000-\$9,967
Central & South America	0.6%	50.0%	\$9,610	\$10,000	\$7,200-\$12,000
Canada	0.3%	100%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>INTERNATIONAL TOTAL</b>	<b>5.3%</b>	<b>82.4%</b>	<b>\$6,152</b>	<b>\$7,100</b>	<b>\$1,000-\$12,000</b>

<sup>1</sup> Percentages were calculated from the number of students who accepted a summer internship.  
<sup>2</sup> Compensation data is self-reported. Salary data provided for locations with fewer than four data points available.

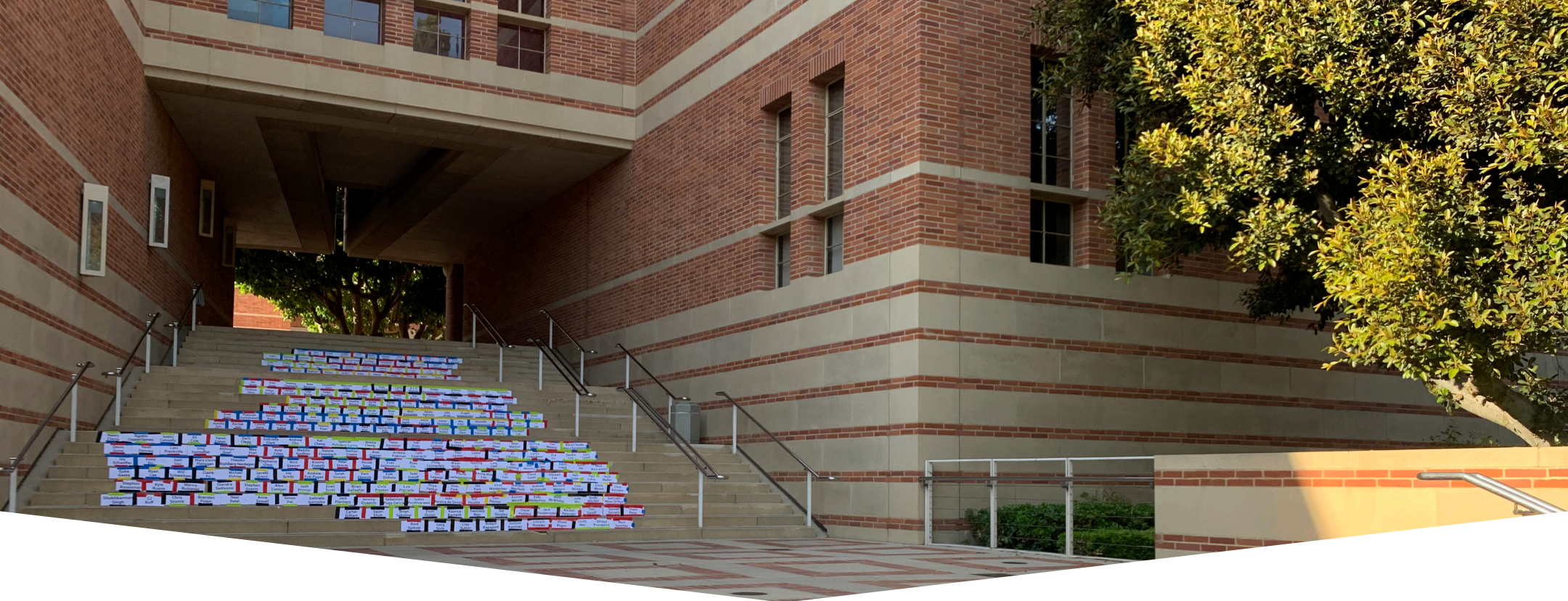
Over 9 percent of class of 2021 students' summer internships were with companies located in the Northeast, compared to 5.1 percent during previous summer.



### Companies that have hired for summer internships outside the U.S.:

- |                          |                                  |
|--------------------------|----------------------------------|
| Bain & Company           | Oligogen, Inc.                   |
| Boston Consulting Group  | Plug & Play Tech Center          |
| Chile Ministry of Energy | Rakuten                          |
| China Literature Limited | Shopee Singapore Private Limited |
| Coda Payments            | Tencent                          |
| McKinsey & Company       | Uber Technologies                |
| Nestle China             |                                  |





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Director, MBA Career Advising & Education

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Administrative Manager

### **Jessica Christopher**

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### **Hannah Cowherd**

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### **Emily Cruse**

Associate Director, Career Advisor & Education

### **Jessica Devereaux**

Communications Manager

### **Chrissy Ercole**

Associate Director, International Student Advising + Corporate Outreach

### **David Henry**

Associate Director, Career Advisor & Corporate Outreach

### **Josh Manrique**

Customer Relations Manager

### **Francis Quimby**

Associate Director, Career Advisor & Corporate Outreach

### **Donna Robinson**

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### **Mef Shebi**

Associate Director, Career Advisor

### **Lin Young**

Associate Director, Career Advisor & Corporate Outreach



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