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## 2023 Employment Report Data

See how the Cornell MBA drives your potential earnings and career opportunities. The data below details the compensation, locations, companies, industry sectors, and job functions of recent graduates.

### Two-Year Cornell MBA Class of 2023: Full-Time Job Offers and Acceptances

Of the 306 [Two-Year MBA](https://www.johnson.cornell.edu/programs/full-time-mba/two-year-mba/) (<https://www.johnson.cornell.edu/programs/full-time-mba/two-year-mba/>), graduates in the class of 2023, 285 were seeking full-time employment. Almost the entire class—94 percent—received a job within three months of graduation. Graduates with US work authorization received a slightly higher percentage of offers at 97 percent, while non-US work authorization graduates received a slightly lower percentage of offers at 88 percent.

# 94%

**RECEIVED OFFERS**

within three months of graduation

# 93%

**ACCEPTED OFFERS**

within three months of graduation



## Two-Year Class of 2023: Average Base Salary

The Two-Year MBA class of 2023 saw their average base salary increase compared to graduates in the class of 2022. US work authorized graduates earned slightly more than the average at \$163,896 and non-US work authorized graduates earned slightly less than the average at \$160,495.

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**\$162,808**

**AVERAGE BASE SALARY**

Class of 2023



**5%**

**INCREASE IN AVERAGE BASE SALARY**

compared to the class of 2022



**\$175,000**

**MEDIAN BASE SALARY**

Class of 2023



# \$163,896

## US WORK AUTHORIZED

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average base salary



# \$160,495

## NON-US WORK AUTHORIZED

average base salary

### Salary Data

Interested in how average base salary changes by location, industry, or job function? Take a look below.

### Salary by Industry

Over a third of Johnson 2023 graduates are employed in each the consulting and financial services industries, which have the first and second highest average base salary, respectively. The technology and telecommunications industry rounds out the top three industries with the third highest average base salary for the graduating class.

Industry	Average Base Salary	Median Base Salary	Salary Range	Percent Employed
Consulting	\$177,592	\$190,000	\$71,500-\$195,000	42%
Financial services	\$165,814	\$175,000	\$79,000-\$200,000	35%
Technology & Telecommunications	\$138,374	\$138,000	\$82,000-\$186,000	11%
Consumer packaged goods	\$119,300	\$125,000	\$90,000-\$128,000	4%
Healthcare/Medical Services/Pharmaceuticals	\$133,971	\$130,000	\$125,000-\$147,800	3%
Energy/Utilities	\$131,250	\$135,000	\$110,000-\$145,000	2%
Manufacturing	\$120,500	\$128,500	\$90,000-\$135,000	2%

Industry	Average Base Salary	Median Base Salary	Salary Range	Percent Employed
Other* / Programs / Full-Time MBA Degree Programs / Two-Year MBA Program / Two-Year MBA Career	N/A	N/A	N/A	2023 Employment Report Data

\*Other includes: Real estate, retail, and hospitality/tourism

N/A: less than three data points required for student anonymity

## Salary By World Region

Ninety-five percent of the class of 2023 found employment in North America. The remaining five percent were spread out across the world.

World Region	Average Base Salary	Median Base Salary	Salary Range	Percent Employed
North America	\$164,847	\$175,000	\$80,000-\$200,000	95%
Central America and Caribbean/South America	\$118,022	\$120,000	\$71,500-\$148,865	3%
Asia and Middle East/North Africa	\$140,165	\$130,000	\$110,000-\$180,000	2%
European Free Trade Zone	N/A	N/A	N/A	<1%

## Salary by US Region

The vast majority of the class of 2022, 91 percent, remained in the US for work. The Northeast region employed half of the Two-Year Johnson MBA graduates with the second highest average base salary. The Midwest region had the highest average base salary which was two percent more than the Northeast.

US Region	Average Base Salary	Median Base Salary	Salary Range	Percent* Employed
Northeast	\$166,583	\$175,000	\$98,000-\$192,000	55%
West	\$163,465	\$175,000	\$82,000-\$192,000	16%
Midwest	\$156,476	\$170,000	\$90,000-\$200,000	9%
Mid-Atlantic	\$169,412	\$175,000	\$110,000-\$192,000	7%

US Region	Average Base Salary	Median Base Salary	Salary Range	Percent* Employed
South / Programs / Full-Time MBA Degree Programs / Two-Year MBA Program / Two-Year MBA Co-ops	\$158,153	\$175,000	\$89,000-\$195,000	78%
Southwest	\$167,359	\$175,000	\$111,000-\$192,000	7%

\*does not total to 100 due to rounding

## Average Base Salary by Job Function

Johnson's strengths in consulting and finance are evident with 40 percent of the class of 2023 hired into consulting and over a third of the class hired into finance and investment banking.

Job Function	Average Base Salary	Median Base Salary	Salary Range	Percent Employed
Consulting	\$178,049	\$190,000	\$71,500-\$195,000	40%
Finance and Investment Banking	\$163,967	\$175,000	\$79,000-\$200,000	38%
Marketing	\$127,754	\$126,000	\$80,000-\$171,000	11%
Management	\$141,053	\$140,000	\$82,000-\$192,000	8%
Operations/Logistics	\$154,600	\$146,000	\$142,800-\$175,000	1%
Other*	N/A	N/A	N/A	2%

\*Other includes: Entrepreneurship, human resources, and information/technology

A detailed breakdown for the Finance and Investment Banking, Marketing, and Management job functions is below:

<b>Detailed Job Function</b>	<b>Average Base Salary</b>	<b>Median Base Salary</b>	<b>Salary Range</b>	<b>Percent Employed</b>
<a href="#">Home</a> / <a href="#">Programs</a> / <a href="#">Full-Time MBA Degree Programs</a> / <a href="#">Two-Year MBA Program</a> / <a href="#">Two-Year MBA Careers</a> / <b>2023 Employment Report Data</b>				
<b>Finance &amp; Investment Banking</b>				
Investment Banking	\$175,062	\$175,000	\$110,000-\$200,000	70%
Corporate Finance	\$130,589	\$130,000	\$79,000-\$160,000	19%
Asset Management and Equity Research	\$143,267	\$140,000	\$124,800-\$165,000	4%
Other Finance & Investment Banking	\$159,000	\$150,000	\$140,000-\$180,000	6%
Finance & Investment Banking Total				≈100%
<b>Marketing</b>				
Brand/Product Management	\$127,133	\$125,000	\$110,000-\$171,000	54%
General and Other Marketing	\$116,500	\$128,000	\$80,000-\$130,000	14%
Sales Management	\$125,250	\$125,500	\$115,000-\$135,000	14%
Other Marketing	\$140,620	\$145,000	\$90,000-\$169,000	18%
Marketing Total				≈100%
<b>Management</b>				
Project/Program Management	\$135,429	\$145,000	\$82,000-\$186,000	37%
Rotational/Development Program	\$141,429	\$140,000	\$130,000-\$155,000	37%
General Management	\$137,500	\$135,000	\$110,000-\$170,000	21%
Other Management	N/A	N/A	N/A	5%
Management Total				≈100%

## Two-Year Class of 2023: Signing Bonus Data

The Two-Year MBA class of 2023 received an average signing bonus of \$38,826 on top of their average base salary. US work authorized graduates received a slightly lower than average signing bonus at \$36,272 and non-US work authorized graduates received a slightly higher than average signing bonus at \$44,146.



**\$38,826**

**AVERAGE SIGNING BONUS**

Class of 2023



**\$36,272**

**US WORK AUTHORIZED**

average signing bonus



**\$44,146**

**NON-US WORK AUTHORIZED**

average signing bonus

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## Two-Year Class of 2023: Top Hiring Companies

The list below represents the top 15 companies that hired Two-Year MBA class of 2023 graduates for full-time positions.

Ready to See Where the Cornell Two-Year MBA Could Take You?

EXPLORE PROGRAM  
([HTTPS://WWW.JOHNSON.CORNELL.EDU/PROGRAMS/FULL-TIME-MBA/TWO-YEAR-MBA/](https://www.johnson.cornell.edu/programs/full-time-mba/two-year-mba/))

APPLY NOW  
([HTTPS://WWW.JOHNSON.CORNELL.EDU/PROGRAMS/FULL-TIME-MBA/ADMISSIONS/](https://www.johnson.cornell.edu/programs/full-time-mba/admissions/))



[View 2022 Employment Report Data \(https://www.johnson.cornell.edu/programs/full-time-mba/two-year-mba/careers/employment-data/employment-data-2022\).](https://www.johnson.cornell.edu/programs/full-time-mba/two-year-mba/careers/employment-data/employment-data-2022)

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## FACULTY, STAFF & STUDENTS

[LaunchPad \(https://launchpad.johnson.cornell.edu/\).](https://launchpad.johnson.cornell.edu/)

[JConnect – Students \(https://johnson.force.com/community/\).](https://johnson.force.com/community/)

[Campus Groups \(https://johnson.campusgroups.com/\).](https://johnson.campusgroups.com/)

[Faculty & Staff Intranet \(https://intranet.business.cornell.edu/\).](https://intranet.business.cornell.edu/)

[Webmail \(https://outlook.cornell.edu/\).](https://outlook.cornell.edu/)

## PUBLICATIONS

[Cornell Enterprise Magazine \(https://business.cornell.edu/hub/cornell-enterprise/\)](https://business.cornell.edu/hub/cornell-enterprise/)

[Administrative Science Quarterly](#) / [Administrative Science Quarterly](#) / [MBA Program](#) / [Two-Year MBA Careers](#) / [2023 Employment Report Data](#)

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SID=1717&GID=2&PGID=16421&CID=27217&DIDS=48.49.90&SORT=1&BLEDIT=1&APPEALCODE=JG21GOL)

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