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2023

**MBA  
Employment  
Report**

**Empowering Meaningful Futures**

**GEORGETOWN  
UNIVERSITY**

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**McDonough**  
SCHOOL *of* BUSINESS

# Employment

## Full-Time Offers – Class of 2023

93.3%

Received Offer Within  
Three Months of Graduation

93.4% U.S. Students  
93.3% International Students

92.5%

Accepted Offer Within  
Three Months of Graduation

93.4% U.S. Students  
91.0% International Students

\$149,256

Average Full-Time Salary

\$148,239 U.S. Students  
\$150,956 International Students

\$43,325

Average Signing Bonus

\$34,043 U.S. Students  
\$58,354 International Students

## Class of 2023 Profile (enrolled Fall 2021)

» 283 Students » 32% Women » 37% International » 20% URM (of U.S. Citizens) » 37 Countries Represented



“What surprised me the most during my time at McDonough was the value my diverse career and life experiences brought to the table. These experiences allowed me to contribute a unique perspective to case studies and personal interactions, encouraging a more holistic and inclusive conversation. It became evident that diverse voices were essential to break up the echo chamber of conversations and enrich the overall educational experience.”

**Dazell Washington (MBA'23)**

Associate Brand Manager, General Mills

## Rachel Solomon (MBA'23)

*Product Marketing Manager, Microsoft*

### Hometown:

Atlanta, Georgia

### Pre-MBA Career:

Lead Product Analyst, Boston Consulting Group

### Summer Internship:

Product Marketing Manager Intern, Microsoft

“Something that really excited me about Georgetown McDonough was its global focus. McDonough’s D.C. location makes it a natural melting pot of cultures and the school’s population mirrors that in a wonderful way. On top of that, I was excited about the Global Business Experience course where my team had the opportunity to work with an organization in Dubai that was partnering with the government to better understand responsible AI. More than the work itself, which I loved, I learned so much about the culture and working with others.”



“Having the opportunity to share the McDonough experience with people from all over the world was incredible. I feel more confident and prepared to collaborate with people from a variety of cultures.”

## Alejandro Lewkowicz (MBA'23)

*Associate, McKinsey*

## Specializations for Future Leaders

Georgetown McDonough offers a variety of specializations for MBAs to explore their passions and deepen their understanding of specific issues. We leverage our unique capabilities in the global capital city of Washington, D.C., to offer certificate programs at the intersection of business and multiple disciplines — sustainability, real estate, public policy, and more — to provide students with opportunities to tailor their careers and build expertise in a particular industry or function.

Georgetown McDonough has MBA certificates and specializations in the following areas:

- The Georgetown MBA offers a **STEM-designated management science major** focused on quantitative analysis and management science, helping students explore analytical and quantitative techniques, tools, and models; apply their application to the analysis of business organization and performance; and explore new and emerging technologies.
- The **Certificate in Consumer Analytics and Insights** prepares students to manage consumer analytics projects and translate the results into strategic insights.
- The **Certificate in Global Real Estate** is offered in conjunction with the school’s Steers Center for Global Real Estate and provides the education and skills necessary for students to compete in the commercial real estate job market and make an impact in the field.
- The **Certificate in Nonmarket Strategy** provides a rich understanding of the ways in which business success is shaped by regulatory, legal, political, cultural, and social forces beyond the market and the critical relationships and interactions among firms, government, and the public.
- The **Certificate in Sustainable Business** equips students with the knowledge and practical experience to lead and manage successful businesses with a deep understanding of the complex social, economic, and environmental challenges of the 21st century.

*For the full list of MBA specializations please visit [msb.georgetown.edu/mba/experiential-learning](https://msb.georgetown.edu/mba/experiential-learning).*

## Average Base Salary

### By Industry

		Mean	Median
Consulting	35%	\$163,930	\$175,000
Consumer Goods / Retail	5%	\$126,667	\$118,000
Financial Services	25%	\$150,383	\$147,500
Healthcare	3%	\$119,519	\$130,000
Manufacturing / Transportation / Energy	5%	\$126,000	\$130,000
Real Estate / Hospitality	5%	\$124,583	\$122,500
Social Impact / Nonprofit / Government	4%	\$100,623	\$ 92,000
Technology	18%	\$144,556	\$142,800

\*To protect student privacy, salary information is only reported for industries or functions with three or more data points.

### By Function

		Mean	Median
<b>Consulting</b>			
Finance / Advisory / M&A	5%	\$170,909	\$175,000
General / Strategy / Management	23%	\$159,547	\$175,000
Operations / Logistics / Supply Chain	2%	\$175,400	\$175,000
Technology	4%	\$151,761	\$140,000
<b>Corporate Strategy</b>			
	9%	\$147,250	\$142,800
<b>Finance / Accounting</b>			
Corporate Finance	5%	\$124,733	\$130,000
Investment Banking (Including Private Equity)	12%	\$165,150	\$175,000
Investment Management	4%	\$148,400	\$140,000
Private Wealth Management and Commercial Banking	2%	\$147,500	\$150,000
Real Estate	2%	\$124,167	\$120,000
Venture Capital	3%	\$113,000	\$105,000
<b>Management: General, Product, Project, HR, IT, Analytics</b>			
	13%	\$142,150	\$142,800
<b>Marketing / Sales</b>			
Brand Management	4%	\$107,948	\$116,000
Product Marketing	5%	\$144,089	\$142,800
Sales / Business Development	2%	\$121,000	\$115,000
<b>Operations / Logistics / Procurement</b>			
	5%	\$141,982	\$142,800

15% of full-time positions are with leadership development programs



## Will Carlson (MBA'23)

*Product Marketing Manager,  
ServiceNow*

**Hometown:**  
San Mateo, California

**Pre-MBA Career:**  
Client Insights Analyst,  
Comscore

**Summer Internship:**  
Product Marketing Manager Intern,  
ServiceNow

“My employer has a strong Hoya contingent, particularly within my division. Fellow Hoyas were a valuable resource in the recruitment process.”



## Kanokbhorn “KK” Saha (MBA'23)

*Associate,  
BlackRock*

**Hometown:**  
Bangkok, Thailand

**Pre-MBA Career:**  
Private Wealth Management,  
Kiattakin Phatra Financial Group

**Summer Internship:**  
Summer Associate, BlackRock

“My career coach gave recommendations on what I should be doing both on campus and off campus to ensure the best possible outcome for my career. She encouraged me to join clubs like Finance Club and Graduate Women in Business, and she provided alumni contacts to reach out to during the coffee chats and networking process. She was there to answer my questions and ready to discuss anything and everything.”

### Georgetown MBA Venture Fellows Program

***The Georgetown MBA Venture Fellows Program offers a unique one-year apprenticeship in a venture capital firm. Through this program, Georgetown students gain valuable hands-on experience in venture capital that can translate into full-time offers. The program is run by Georgetown Entrepreneurship in conjunction with the McDonough Career Center. In 2023, the Venture Fellows Program engaged nine MBA Fellows at nine venture capital firms.***

## Top Georgetown MBA Employers

AlixPartners  
American Express  
Amazon  
Bain  
Barclays  
Boston Consulting Group  
Cognizant  
Deloitte  
Estée Lauder  
EY  
IBM  
Jefferies Financial Group  
JPMorgan Chase  
McKinsey  
Microsoft  
NextEra Energy  
PwC  
Rothschild  
Stepstone Group  
Wells Fargo

# 80%

Employment Facilitated  
by School

20% by Graduate

# 59%

Full-Time Acceptances  
Converted from Internships



## Esther Adusei (MBA'23)

*Consultant, Bain*

**Hometown:**

Kumasi, Ghana; Chandler, Arizona

**Pre-MBA Career:**

Finance Manager,  
Unilever North America

**Summer Internship:**

Strategy Consultant,  
Deloitte GPS

“What truly amazed me about Georgetown McDonough was the accessibility of our deans. A student at another prestigious MBA program shared that they rarely had the chance to see their dean. This contrasts starkly with my experience at McDonough, where our deans are an integral part of our daily campus life. Their offices are open and they actively participate in events and engage with students on a regular basis. This level of dedication is a distinctive feature of McDonough.”

“Georgetown McDonough’s MBA program allowed me to combine my technical expertise and design background with sound business knowledge and hard financial skills to pivot into the real estate industry successfully.”

## Laura Caicedo (MBA'23)

*Senior Associate, Hayat Brown*

## Zoë Davis (MBA'23)

*Sustainable Investing Research Analyst, Wilmington Trust*

**Hometown:**

Newton, Massachusetts

**Pre-MBA Career:**

Senior Data Analyst, Wayfair

**Summer Internship:**

Senior Associate, i2 Capital;  
MBA Fellow, Purposeful Growth  
Institute

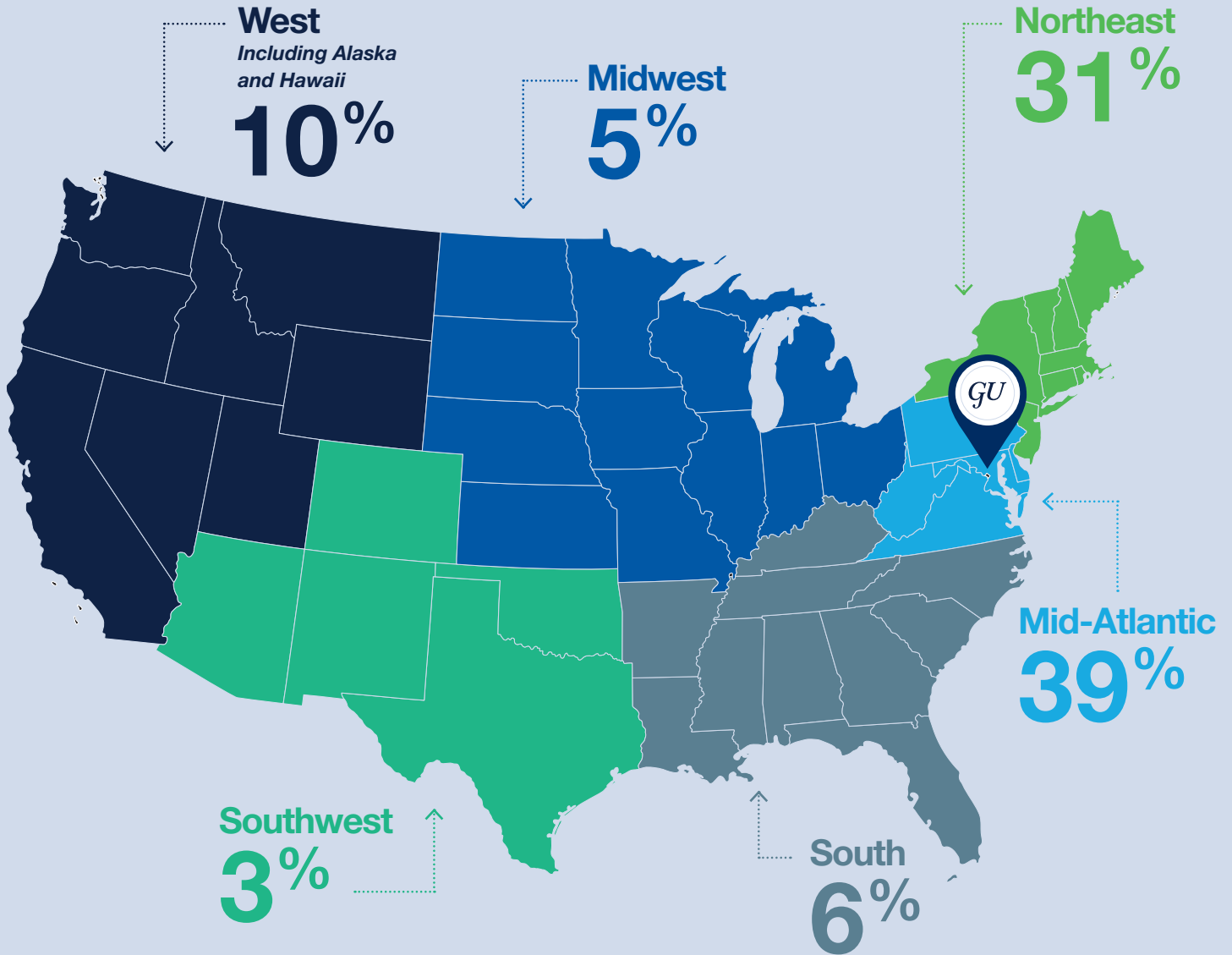
“I have always been passionate about sustainability, but it was never presented to me as a career path. Having no prior business training, the MBA education, network, and time to explore career paths helped me understand what career options were out there and what made sense for me given my skills and interests. The MBA program presented a perfect launchpad into my career as a sustainable business professional.”



# Where Graduates Work

By Region

95% of Graduates Work in the U.S.\*  
5% of Graduates Work Internationally



\*Percentages do not add up to 95% due to rounding.

## Global Focus

# #3

Careers in International Business  
U.S. News & World Report, 2023

# 2,200

Global Business Experience Projects  
Completed across 41 cities and 29 countries

# Internships

## Class of 2024

**\$9,803**

Average Monthly  
Cash Compensation

\$10,031 U.S. Students  
\$9,392 International Students

**81%**

Internships Facilitated  
by School

19% by Graduate

**99%**

Students Seeking an Internship  
Received One

### Percent of Class by Industry

Consulting	22%
Consumer Goods and Retail	8%
Financial Services	27%
Healthcare	3%
Hospitality	1%
Manufacturing / Transportation / Energy	7%
Real Estate	5%
Social Impact / Nonprofit / Education	14%
Technology	12%

## Class of 2024 Profile *(enrolled Fall 2022)*

» 249 Students » 34% Women » 42% International » 17% URM (of U.S. Citizens) » 39 Countries Represented



### Sam Golub (MBA'24)

**Hometown:**  
Philadelphia, Pennsylvania

**Pre-MBA Career:**  
Financial Institution and Policy Analyst,  
Federal Reserve Board of Governors

**Summer Internship:**  
Investment Banking Summer Associate,  
Rothschild

“McDonough’s alumni network is hard to beat. Hoyas helping Hoyas is a tradition; it not only applies to McDonough but to Georgetown University as a whole. I also have access to resources outside of the business school, such as the School of Foreign Service and Law School, which enrich and diversify my business school experience.”





## Paul Sturrup (MBA'24)

**Hometown:**  
Clermont, Florida

**Pre-MBA Career:**  
Logistics Officer,  
U.S. Army

**Summer Internship:**  
Summer Operations Associate,  
Kearney

## Top MBA Intern Employers

Amazon  
American Airlines  
Bain  
Citigroup  
Deloitte  
EY  
JPMorgan Chase  
McKinsey  
PwC  
Rios Partners  
Rothschild  
Verizon  
Wells Fargo  
World Bank Group

**“The McDonough MBA program has added significant value to my career outcomes. I was able to switch from government into the private sector, learn new skill sets, and increase my earning potential.”**

**“Among all the business schools I considered, McDonough was the one whose values I identified with the most: aligning a global mindset and focus on ethics, with the Jesuit tradition and emphasis on *cura personalis*.”**

## Timothy Huelva (MBA'24)

*Product Management MBA Intern, Abbott Laboratories*

## Ansley Hood (MBA'24)

**Hometown:**  
Memphis, Tennessee

**Pre-MBA Career:**  
Senior Analyst, Vizient

**Summer Internship:**  
Senior Associate, PwC

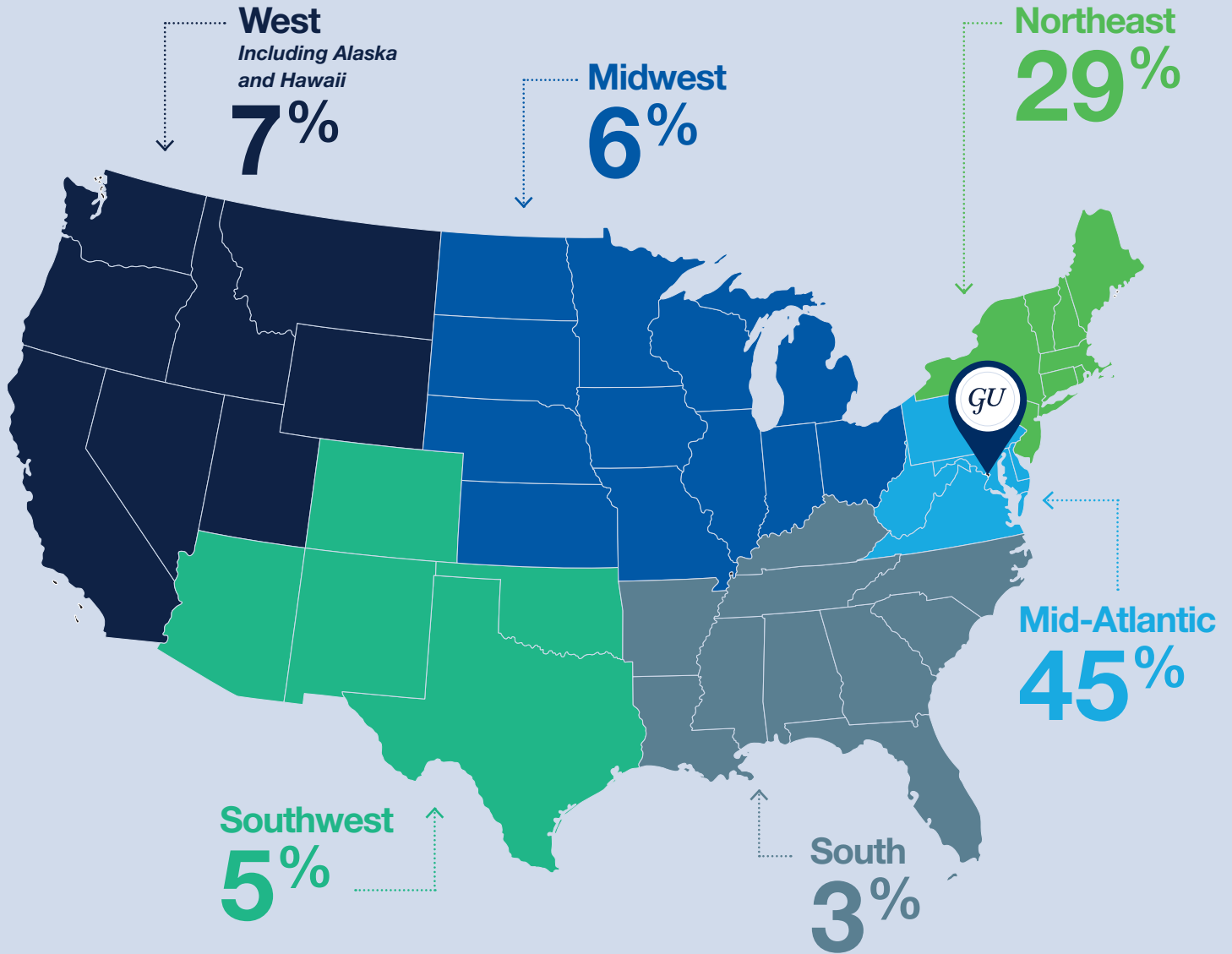
**“Reflecting on my journey, I’m amazed by how much I’ve learned and grown. The synergy between the curriculum, extracurricular activities, and internships has been truly transformative, and I now feel like a completely different person compared to when I first started the program.”**



# Where Students Have Internships

By Region

97% of Interns Work in the U.S.  
3% of Interns Work Internationally



\*Percentages do not add to 97% due to rounding.

## Class of 2024 MBA Mentor Program

# 154

MBA Students Matched with Alumni Through the MBA Mentor Program

Mentor pairs participated in professional development and met regularly to discuss career growth and success strategies.

“The unwavering support I’ve received in each step of my Georgetown experience has made all the difference. Whether through recruiting or academics, I am continuously offered a helping hand by my classmates, faculty, and the broader McDonough community. I was involved in early recruiting as a member of the LGBTQ community and the support I received from my peers was crucial. It is great to have friends who go out of their way to help me put my best forward.”

**Nishant Makhijani (MBA’24)**

*Summer Consultant, EY*



## Employers Who Hired a McDonough Student for Internship and/or Full-time Employment Each of the Last Three Years

AlixPartners\*  
Amazon\*  
American Express\*  
Apple\*  
Bain\*  
Barclays\*  
BlackRock\*  
Boston Consulting Group\*  
Bristol-Myers Squibb  
Campbell Soup  
Capital One\*  
Church & Dwight  
CIGNA Corp.  
Citigroup  
Cognizant  
Deloitte  
Deloitte Investment Bank  
Evercore\*  
EY\*  
Gartner  
Goldman Sachs\*  
Google\*

Hamilton Ventures\*  
Hershey  
IBM  
International Finance Corporation\*  
Invesco  
Jefferies Financial Group\*  
Johnson & Johnson\*  
JPMorgan Chase\*  
Kaiser Associates  
Kearney\*  
Lavrock Ventures  
M&T Bank  
Marriott  
McKinsey\*  
Microsoft\*  
MRP Realty\*  
Nestle USA  
NextEra Energy  
PwC\*  
Railfield Realty Partners  
Reckitt Benckiser

Rios Partners  
Rothschild\*  
ServiceNow  
StepStone Group  
TruAmerica  
U.S. Development Finance Corporation  
Urban Atlantic\*  
Verizon Communications  
Victoria Falls Technology  
Walmart\*  
Wells Fargo  
World Bank Group\*  
ZS Associates\*

*\*Indicates an employer that hired at least one student who does not have permanent U.S. work authorization.*

GEORGETOWN  
UNIVERSITY

McDonough  
SCHOOL of BUSINESS

### **McDonough Career Center**

Georgetown University McDonough School of Business  
Rafik B. Hariri Building, Suite 285  
37th and O Streets, NW  
Washington, DC 20057

mbacareercenter@georgetown.edu  
(202) 687-3741

[msb.georgetown.edu/mba/career](https://msb.georgetown.edu/mba/career)

*This report conforms to the MBA Career Services & Employer Alliance for Reporting MBA Employment Statistics.*