

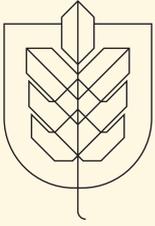
**HULT**  
INTERNATIONAL  
BUSINESS SCHOOL

# Global Careers Report 2019

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Bachelor of Business Administration

BOSTON LONDON SAN FRANCISCO



**HULT**  
INTERNATIONAL  
BUSINESS SCHOOL

The results in this report are down to one thing: the talented alumni of Hult's Class of 2018. It's their hard work, determination, and passion that sees them achieve their ambitious goals so soon after graduation.

We are incredibly proud of the success of our alumni. We hope you find the stats, tips, and stories in this report useful in defining your own career goals—and choosing the right school to help you achieve them.



**EXPERT ADVICE**

This icon marks words of advice from Hult's Career Development team



→ **Follow** Katharine Boshkoff on LinkedIn for more insights

“The world of work is changing faster than ever before. New jobs are emerging, existing jobs are changing, and talent is being challenged to learn new skills.”

# How to future-proof your career

By Katharine Boshkoff,  
Global Vice President, Career  
Advancement and Alumni Relations

## About Katharine

A former strategy consultant and professor, Katharine has coached thousands of students to find career success in global markets.

After many years coaching executives and students, I've learned that it is not just the ability to get a job after graduation that counts—it is the capability to adapt, to be resilient, and to thrive in an environment of constant change. Research tells us that careers of the future will span more than 20 jobs and four or more career pivots.

With the availability of new technology innovations—the internet of things, artificial intelligence, and the proliferation of big data—the world of work is changing faster than ever before. And with this revolution, new jobs are emerging, existing jobs are changing, and talent is challenged to continually stretch to learn new skills and capabilities.

Successful job seekers are always working to develop themselves. I have identified for you here the three major ways in which you can set yourself apart.

## 1. Learn how to learn

Play the long game and remember that the winners in the employment race will be those who bring a rich skillset to their first job and become masters at acquiring new skills. Develop a mindset of continuous learning—formal learning neither starts nor stops in the classroom.

## 2. Master the soft skills

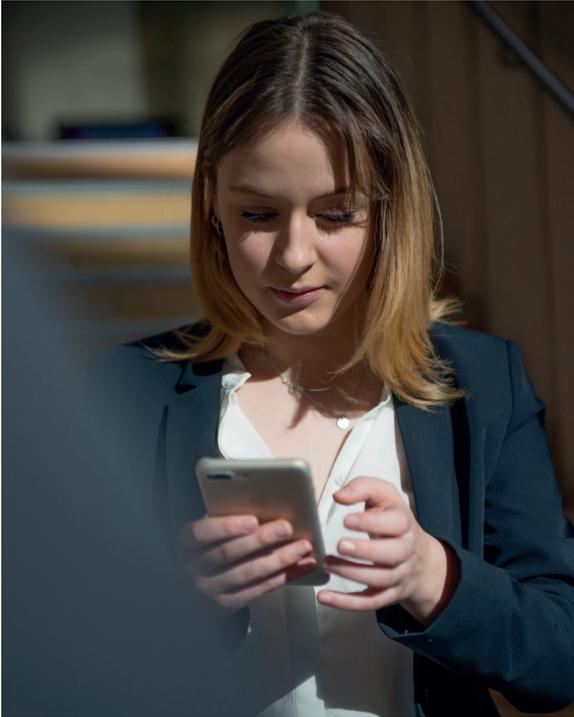
Empathy, influence, authenticity, collaboration, decision making, and creativity—all of these skills will be imperative for talent in the careers of the future. Truly human skills will further differentiate talent in a workplace populated by increasing levels of automation and technology.

## 3. Embrace tech savviness

You don't need to be an IT guru, but familiarity with technology relevant to your job function is critical. All jobs of the future will involve some level of technology. Take the time to acquire the knowledge and technology skills that can help you better perform in your future job or accelerate your career.

*Unless otherwise noted, all data is based on the undergraduate Class of 2018 reporting employment six months post-graduation based on a 78% knowledge rate.*

# Graduate career-ready



“Before I came to Hult, I knew I wanted to pursue a career in consulting. I worked closely with the Career Development team, who helped me to create a practical pathway to achieve this goal. I managed to secure a four-month placement at EY with their Performance Improvement team in Munich—a great experience!”

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**Leonie Aurora Heim**  
German  
Class of 2019



## LIFE AFTER GRADUATION

### Employment breakdown



## EXPERT ADVICE

### Maximizing your employment opportunities

An early start is crucial to maximizing your options. Learn more about what interests you and identify your goals when thinking about your future career options. The more you know about yourself and your interests, the more strategic and efficient you can be when you begin working on your resume, job search, and relationship building.

# 97%

of Hult graduates are employed or in graduate school within six months of graduation.\*

*\*Of the 97% who are employed, 18% are pursuing an advanced degree.*

# Gain the skills that global employers look for



STUDENT STORY

## The mindset of an entrepreneur

**Tobias Mikalsen**  
Norwegian  
Class of 2017

Tobias majored in Entrepreneurship and landed a job straight after graduation. Starting the job search early and going out and networking led to him securing his ideal role at Apple in San Francisco.

### Why do you need entrepreneurial skills in a huge corporation like Apple?

Even in such an innovative company like Apple, bringing ideas to life requires persistence, a strong network, and the ability to lead and motivate your colleagues. That is true whether you're working to innovate in a startup or a major corporation.

### How did you build your network while studying?

Through global rotation I had the chance to generate a network on both of the U.S. coasts and in London, Shanghai, and Dubai. There were many opportunities to make great connections, which ranged from meeting top executives of major global corporations such as IBM to meeting the CEOs of new startups.



EMPLOYERS

## Top 10 global employers

PwC	Nascar
Capgemini Consulting	Bloomberg
Hilton	Barclays
KPMG	Yelp
Jimmy Choo	Dell

“KPMG collaborates with Hult due to the student diversity. They're strong academically and have collaborative skills that are key to being successful in the new world of work. Hult students transition into our culture and accelerate up the learning curve to become productive and valued team members.”

### Gabriella Fragiaco

Head of Human Resources & Learning  
KPMG



EXPERT ADVICE

## Network like crazy

From day one, take advantage of the amazing network Hult provides. Take the time to get to know professors, meet with the Career Development team, connect with alumni, and attend all career events on campus. After you meet professionals, stay in touch by sending an email to update them on your job search. You never know which connection will lead to a job.



147

companies hiring Hult 2018  
graduates across

38

countries.

# Discover a world of opportunity



STUDENT STORY

## Gaining a global mindset

**Sandra Goersch**  
German  
Class of 2016

While studying at Hult, Sandra took advantage of the unique global rotation program and studied in both San Francisco and London. She then rotated again and studied in Dubai during summer rotation. After graduation, Sandra went on to work for international businesses such as Lufthansa and Accenture.

### What inspired you to take part in the global rotation program, and how has it helped you in your career today?

I was inspired to rotate because I wanted to get to know more students from Hult and network in another country in order to gain more international experience. Meeting students from different regions and learning from teachers with diverse backgrounds has helped me gain knowledge and awareness of different cultures.

### Why would you recommend other students rotate?

I would recommend rotating to all students and to study at as many campuses as they can! For me, it was a life-changing experience that has broadened my mind and expanded my network.



EMPLOYERS

## Top 5 countries

United States

United Kingdom

Germany

Italy

France



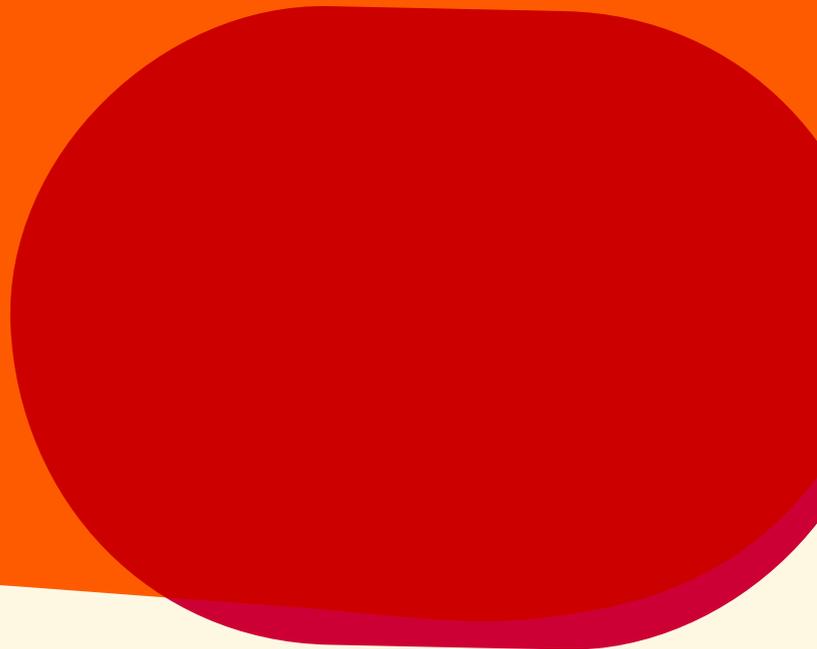
EXPERT ADVICE

## When OPT or changing country is your top priority

All F-1 international students who complete their entire senior year at a Hult U.S. campus will be eligible to apply for a year of Optional Practical Training (or "OPT") work authorization. Students who complete Business Analytics as a major and also complete one year of OPT may be eligible to apply for an additional two years of STEM OPT work authorization.

# 66%

of graduates are working in  
a different country than their  
country of origin.



# Identify your strengths and find the right path



STUDENT STORY

## Standing out from the crowd

**Sebastian Ramirez**  
Colombian  
Class of 2018

A 2018 graduate, Sebastian has managed to secure a role in Marketing & Business Development at Bitcoin exchange marketplace, bitFlyer. From the topics he learned in class to gaining insights from professors, what he learned at Hult helped him stand out from the crowd.

### How did the Career Development team help you prepare for the working world?

In the Bay Area, the job market is extremely competitive. You need to figure out and understand what makes you special, and that's what the team helped me accomplish. From advice on building a resume to sharing communication strategies, they were supportive and instrumental in helping me to build my story. I'm confident in saying that these are some of the most important skills I'll ever learn and will continue developing throughout my career.

### Was there anything special about your Hult degree that made you stand out?

Being a close-knit community, Hult gave me the opportunity to connect with the professors and staff on a personal level. When you're just starting to define what you want your career to look like, getting first-hand insights from faculty, hearing their stories, and receiving actionable advice, is not only extremely valuable, but also an opportunity that not a lot of people get at many schools.

### Placement by industry

Consulting	8%
Consumer Packaged Goods	11%
Education	3%
Energy	1%
Financial Services	22%
Government	6%
Healthcare	4%
Hospitality	6%
Manufacturing	5%
Media/Entertainment	11%
Real Estate	4%
Technology	18%
Transportation & Logistics Services	1%

### Placement by function

Administration	3%
Consulting	9%
Finance/Accounting	21%
General Management	7%
Human Resources	1%
Information Technology	1%
Marketing/Sales	42%
Operations/Logistics	10%
Other	6%



EXPERT ADVICE

### Follow the 80/20 principle

Job searching is about relationship-building. When it comes to landing an internship or job, remember the 80/20 rule. 80% of the time should be spent strategically networking and only 20% should be spent actively looking for openings and applying. Aim to go to events where you can have face time with hiring managers and employees of companies you're interested in.

“Before Hult, I wasn’t sure what I wanted to do. Hult helped introduce me to an industry that is practically non-existent in my home country. Through a combination of the classes I took, joining the Finance Society, attending the careers events, and receiving coaching at Hult, I discovered my passion for the finance industry.”

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**Jolly Ndikumana**  
Burundian  
Class of 2017

6%

of Hult graduates  
start their  
own company.

# Maximize your earning potential



STUDENT STORY

## The entrepreneur

### Marc Watum

South African  
Co-founder  
Vertex Ecosystem  
Class of 2018

Marc co-created an entrepreneurial empowerment ecosystem connecting stakeholders from early-stage business disciplines in fintech, retail-tech, social enterprise, and professional career development.

### What excites you the most about your future in business?

Knowing that I'll be changing the world and making lives better. After Hult, I was able to create the Vertex, which is an ecosystem that wouldn't have been possible without the network I grew during my studies.

### Why was Hult the right business school for you?

It's real. We were able to harness everything as we wanted to: rubbing shoulders with real-world corporations, delivering solutions to real businesses, and gaining a true understanding of the future of business.



SALARY SNAPSHOT

## Salary of graduates by region of employment

North America	\$42,700
Latin America	\$41,100
South Asia*	\$40,000
Europe	\$34,600
Asia	\$34,100
Middle East*	\$23,700

\*Small sample size.

# \$39,400

average salary three months after graduation.

# Make real-world business connections



STUDENT STORY

## Preparing for a global career

**Chyna Probert**  
American  
Class of 2020

Chyna is a transfer student majoring in Management. She is making the most of the network both at Hult and in the city of San Francisco and looking forward to making more connections on campus.

### How are you interacting with local businesses?

Located in the heart of San Francisco, we can take advantage of the business environment in the Silicon Valley area. Hult has enabled me to interact with CEOs of neighboring companies, share my ideas, and receive feedback from experts in their field.

### How are you sourcing internships?

One evening I met a CEO of a startup company at the Bay Club near campus. I asked him if he had any internships available for the summer, and I recently applied for a Business Development internship at his company. That was the night I knew I made the right decision in coming to Hult.

### How are you getting closer to your goals?

Hult has taught me to think and dream big and think outside the box to become an entrepreneur, all while teaching me lifelong skills in being able to communicate cross-culturally in an international business environment.



EXPERT ADVICE

## Securing an internship

The best way to find an internship is not to find one at all, but to create one. Many successful students design their own internship opportunities by researching startups and directly contacting CEOs. Always lead with the unique value you can offer the company. This could be industry knowledge, geographic knowledge, or language skills, just to name a few.



“I really like working with Hult because I love the students’ energy. I love the questions they have and the way they throw themselves into any task by applying the knowledge they’ve gained in the classroom to the project.”

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**Andy Letting**

Global Head of Digital Marketing  
Jack Wills

# Keep your career on the cutting edge



ALUMNI

## Lifelong learning

Change never stops, and neither should your learning. That's why we offer our graduates a free elective every year—for life. Refresh your skillset or get up to speed on a new business trend by enrolling at any of our global campuses for just a small registration fee.



ALUMNI

## Alumni hiring Hult talent

# 400+

Corporate guests on campus.

# 70

alumni chapters active globally.

# 23k+

Hult alumni worldwide.

### **BDO**

Dongchen Shan

### **Bloomberg**

Yen Ngo

### **Capco**

Rahul Rajagoplan

### **Early Metrics**

Gene Gerrienne

### **Feral Horses**

Eduard Steimle

### **Forrester**

Ali Abas

### **Game Analytics**

Renato Gallo

### **Heidrick Consulting**

Loik Narby

### **Müller**

Sonya Gonzalez

### **Pitchbook Data**

Niccolo Bussolati

### **Procurement Leaders**

Alex Franklin

### **Receipt Bank**

Eduardo Canizzo

### **Reneza**

Jonas Barysas

### **Salary Fits**

Mateus Gomez

### **Shell**

Natalia Rico

### **Vodafone**

Omar Kamal

# 1

free elective  
every year after  
you graduate.

# 120

elective options.\*

\*Subject to availability and to a \$100 course and registration fee.

# Expert career coaching and personal support



CAREER IMPACT

## 360° career focus

Through events, workshops, and personalized advice you'll get to work on your global career from every angle from day one. And your campus careers experts will be on hand to help you maximize every opportunity that comes your way.

### Career bootcamps

Intensive and practical sessions designed to help you understand your brand and image, your target market, and practice your pitch and interview.

### Skills workshops

A series of interactive workshops on resume building, LinkedIn profile optimization, salary negotiation, and the key to successful networking.

### 1:1 advisory

High impact advisory sessions that will support you in job searching while studying, including market research, planning, and interview hunting.

### Networking

Meet employers and internship sponsors at our Career Connections Forum. Companies that attended this year include Accenture, Bloomberg, Google, YouTube, Shell, Vodafone, and more.



CAREER ADVISOR

**Alii Hamilton**

Alii Hamilton is a certified career coach and has successfully trained and coached over 1,000 diverse students and professionals globally. She loves helping students unlock their potential and land their ideal jobs right after graduation. She has held a multifaceted career, working in the non-profit, education, and corporate sectors. She holds advanced degrees in Counseling and also speaks Spanish and Portuguese.



CAREER ADVISOR

**Sarah Cotterill**

Sarah Cotterill has several years' experience in internship placement for work, live, and study programs based in London. In these roles, she helped to bring international students to the UK and supported them throughout their internship experience. Sarah holds a Bachelors degree in Education and Media Studies from Victoria University and has a background in research consultancy.

3,000+

resumes reviewed every year by Hult's  
global Career Development team.

400+

corporate clients on campus last year.



**HULT**  
INTERNATIONAL  
BUSINESS SCHOOL

# Accelerate your global career

Start your application at  
*[hult.edu/apply](http://hult.edu/apply)*

Any questions? Email us:  
*[bachelor@hult.edu](mailto:bachelor@hult.edu)*



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 Meet our Global Student Ambassadors:  
[hult.edu/ambassadors](#)

### Campus addresses

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#### **Boston campus**

1 Education Street  
Cambridge, MA 02141  
U.S.A.

#### **London campus**

35 Commercial Rd, Whitechapel  
London, E1 1LD  
U.K.

#### **San Francisco campus**

1355 Sansome Street  
San Francisco, CA 94111  
U.S.A.