Global Careers Report 2019

Masters in International Business
Masters in International Marketing
Masters in Finance
Master in Business Analytics
Masters in Disruptive Innovation
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.
“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 Masters Class of 2018 reporting employment three months post-graduation. The employment rate is calculated in compliance with the MBA Career Services and Employer Alliance (MBA CSEA) reporting standards.
Transform your career

STUDENT STORY
Changing location, industry, & function

Karin Andersson
Swedish
Senior Account Executive, Havas SO
Masters in International Marketing
Class of 2018

Karin made the "triple jump" when she changed location, industry, and function following her Hult masters.

What change did you make?
I worked as a financial advisor for seven years in Sweden before I came to Hult. I was longing to work in a more creative industry and role. After graduating I landed a job as an assistant account executive for a PR & communications agency in London.

How did Hult help you make the triple jump?
The Career Team was very supportive. We assessed my strengths and weaknesses, went through my background, and looked at creative industries that I could potentially work in. They also created mock interviews and helped me with my resume. I was then introduced to Havas SO in a Hult career fair in London, where I work today.

“My goal was to make a move from my job as a corporate management assistant at Time Warner Media in Italy to work within the business area somewhere else in Europe. That is exactly where I am today: I got a job as a Lead Advisor for Tesla in Amsterdam, looking after the European, Middle Eastern, and African markets a few days after graduation.”

Nicolo Venturini
Italian
Lead Advisor, EMEA Sales, Tesla
Masters in International Business
Class of 2014

EXPERT ADVICE
Making the triple jump

A “triple jump” is when you change country, industry, and function at the same time. Achieving it requires great effort and dedication from the outset. Identify your development areas that will enable you to make the switch. Create your unique value proposition and highlight your transferable skills. Utilize your Targeted Job Search Plan (constructed with the help of the Career Development team) to justify the “why” for the jump. Network with connections and alumni in your target function/industry for relevant insights.
96% of Hult graduates changed either country, industry, or function.
Boost your global mobility

STUDENT STORY
A world of opportunity

Yizhou Joy Liu
Chinese Business Partnerships Manager, CC Intelligence Co., Ltd
Masters in Finance Class of 2017

Winning a job in a new country is challenging. You have to prove you have the skills for the role. Hult’s practical, real-world approach to teaching makes our students global citizens ready to work anywhere. After graduating from Hult’s Boston campus, Yizhou landed a job as a Relationship Banker at Bank of America in the U.S. through OPT.

How did you become so internationally mobile?
Through Hult, I gained a strong ability to understand and communicate with people from different backgrounds. After one year at Hult, I became much more tolerant. This has proven crucial and very useful in my professional roles since graduation. Both during my time at BoA, and also now at CCi, which is also a major global company.

“I come from a regular Indian family, where education abroad sounded like a far-fetched dream. But since graduating I’ve stayed in the U.S., working for Deloitte.”

Sameer Singh
Indian Project Delivery Analyst, Deloitte
Hult Masters in International Business Class of 2015

EXPERT ADVICE
When OPT or changing country is your top priority

Stay close to your current function and industry to demonstrate value to new company. Leverage differentiators, i.e. global experience, language, cultural awareness. Go where the jobs are—which may not be just within 20 miles of the campus. Any market hungry for talent favors the job seeker.
58% of Hult Masters graduates changed country.

52% of international students at U.S. campuses gained employment in the U.S.

#7 for International Mobility
Break into a new industry or function

STUDENT STORY
From marketing to finance

Alexander Capulong
Filipino
Senior Business Development Manager, Payoneer
Masters in Finance
Class of 2016

Alexander worked as a Senior Marketing Associate in Manila before joining Hult’s Masters in Finance in London. Alexander now works for Payoneer as the Senior Business Development Manager for Southeast Asia and Asia.

Tell us about your new career in finance.
I lead the strategic business development function for Payoneer. As the Senior Business Development Manager of the firm, I connect with corporate partners to strengthen the presence of Payoneer as a Tier 1 international payments solution provider. At Hult, I learned to understand the core needs of different stakeholders.

What is your biggest takeaway from Hult?
The constant networking and frequent teamwork provided me with a strong interpersonal skill set. I am comfortable being dropped in a room full of strangers and can be confident that I will walk out with more than just a few potential business deals.
82% of Hult Masters graduates changed industry.

59% of Hult Masters graduates changed function.
Learn more
earn more

STUDENT STORY
Negotiation is key

Manuel Jardim de Oliviera
Portuguese Marketing Manager, Google Masters in International Business Class of 2012

Since graduating from Hult, Manuel has been growing brands and managing billion-dollar portfolios in the FMCG industry across the world in Shanghai, Dubai, and London. He started out with Henkel and today works as a Marketing Manager at Google.

What did you do while you were studying to maximize your employability?
I started my job search with the Career Development team. They taught me interview techniques and another very important skill: how to negotiate for your salary goal.

Are the skills you learned at Hult relevant to your current role?
Today I work as a Marketing Manager for Grow with Google, and the skills learned at Hult are still as useful. Hult has really helped me establish the foundation and soft skills that are needed to navigate complex companies.

Hult Masters salary by region of employment

<table>
<thead>
<tr>
<th>Region</th>
<th>Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia*</td>
<td>$92,300</td>
</tr>
<tr>
<td>South Asia*</td>
<td>$73,000</td>
</tr>
<tr>
<td>Latin America</td>
<td>$65,100</td>
</tr>
<tr>
<td>North America</td>
<td>$63,500</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>$61,200</td>
</tr>
<tr>
<td>Europe</td>
<td>$51,400</td>
</tr>
</tbody>
</table>

*S Small sample size, data based on three-year average.

What do Hult Masters graduates earn on average by campus?

<table>
<thead>
<tr>
<th>Campus</th>
<th>Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>San Francisco</td>
<td>$80,800</td>
</tr>
<tr>
<td>Dubai</td>
<td>$59,900</td>
</tr>
<tr>
<td>Boston</td>
<td>$57,900</td>
</tr>
<tr>
<td>London</td>
<td>$53,400</td>
</tr>
</tbody>
</table>

EXPERT ADVICE
Salary negotiation

Research salary ranges based on target function/industry/location—as ranges can vary. Know your value. Understand local/regional tax implications.
204% increase in pre-Masters salary.

$61,800 average Masters graduate starting salary.
Increase your earning potential

STUDENT STORY
Finding a new dream with the Big 4

Bianca Hingorani
German
Associate Customer Practice, PwC
Masters in International Business
Class of 2017

Coming to Hult was a chance for Bianca to enhance her business network, gain hands-on experience, and widen her career possibilities after a personal and professional setback.

Why did you decide to do a business-focused masters?
Before Hult, I wanted to be a pilot. I finished my PPL license, but then private reasons forced me to stop flying. So I decided to pursue a career in the aviation industry and worked at Air Berlin before deciding to explore other industries and do a masters.

What skills gave you the competitive edge when it came to landing a job with one of the Big 4?
At Hult, you regularly pitch your ideas to senior execs. So when you come to apply for your first job, you will have a huge competitive advantage compared to other applicants. The skills I learned at Hult enabled me to persuasively sell myself to various types of business leaders.

“My experiences at Hult directly contributed to my ability to overachieve against competitive targets. It’s an excellent springboard to position individuals to get a great job.”

Maurits Versteeg
Dutch
Strategic Account Manager, Google
Hult International Masters in Marketing
Class of 2013
$95,400
average Masters salary three years after graduation.

#9
More than your average network

STUDENT STORY
A job before graduation

Gilles Dulst
Belgian Business Development Associate, Salesforce Masters in International Business Class of 2019

Through the Career Development team, Gilles reached out to Hult alumni who worked for Salesforce and was offered a job interview. Before he'd graduated, he had secured a job with them in Dublin, Ireland, as a Business Development Associate.

Why did you choose to do a masters degree?
A masters kick-starts your career like nothing else. I landed my job with Salesforce before I’d even finished my degree, which was a dream scenario.

Which skills do you think made you stand out from the other applicants?
The soft skills: the ability to be confident and sell yourself. These are the skills you’re taught at Hult that will set you apart from all other applicants on the job market. It’s these skills that will get you anywhere you want to go.

What role did your classmates play in your success?
Your fellow students at Hult will inspire you to work even harder. Hult students have a very distinctive drive and motivation towards goals and the things they want to accomplish.

GEOGRAPHIES
Where do Hult Masters graduates work?

<table>
<thead>
<tr>
<th>Region</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>44%</td>
</tr>
<tr>
<td>Europe</td>
<td>34%</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>9%</td>
</tr>
<tr>
<td>Asia</td>
<td>5%</td>
</tr>
<tr>
<td>Latin America</td>
<td>4%</td>
</tr>
<tr>
<td>South Asia</td>
<td>4%</td>
</tr>
</tbody>
</table>

EMPLOYERS
Top 20 employers

- Accenture
- Amazon
- Bank of America
- BMW
- Cisco
- Cognizant
- Deloitte
- Domino’s
- EF Education First
- EY
- ExxonMobil
- Hilti
- KPMG
- L’Oréal
- Oracle
- Porsche
- PwC
- Staples
- Salesforce
- Uber

EXPERT ADVICE
Maximizing your employment opportunities

An early start is crucial to maximizing your options. Identify your goal before anything else. The more targeted you can be early on, the more strategic and efficient you can be with your resume, job search, and relationship-building.
520+ companies hiring Hult 2018 graduates across 60+ countries.
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.

**400+**
Corporate guests on campus.

**70**
Alumni chapters active globally.

**23k+**
Hult alumni worldwide.

**Accenture**
Marc Seipp

**Amazon**
Nuno Fontoura

**Apple**
Sharib Khan

**BDO**
Dongchen Shan

**Deloitte**
Andrea Klauss

**Enter Capital**
Elena Nosova

**EY**
Sven-R. Braun

**Google**
Céline Van Lerberghe

**Heidrick Consulting**
Loïk Narby

**LinkedIn**
Andrée-Anne LeBlanc

**PwC**
Steffen Roggenbach

**P3 Group**
Laura Vollhardt

**Refine+Focus**
Purnima Thakre

**Shell**
Mohamed ElFatatry

**Tableau Software**
Claudio Jahate

**UPS Brokerage**
Jean-Louis Cadart
Subject to availability and to a $100 course and registration fee.

1 free elective every year after you graduate.

120 elective options.*

*Subject to availability and to a $100 course and registration fee.
Free your inner entrepreneur

STUDENT STORY

Goal: change the world

Kebone Moloko
South African
Founder and CEO, QWB + ALLIES
Masters in International Business
Class of 2018

At Hult, Kebone was inspired to follow her dreams of becoming a full-time entrepreneur. Today she heads up a startup that empowers women in Africa.

Tell us about your business.
I currently run a resource and business hub for queer women founders and leaders across Africa, with the vision to empower and advance our community through access to funding.

How did Hult help you become an entrepreneur?
Learning at Hult was not confined to the lecture room. We were encouraged to implement our knowledge through simulations and business cases with coaching from top business leaders and entrepreneurs. During tasks and team assignments, we were often encouraged to get out of the building by our professors, which instilled in us a culture of out-of-the-box, innovative thinking and implementation. Because of this, I was ready to hit the ground running in the job market, or in my case, in the entrepreneurial realm.

Finish this sentence: “Hult empowers me to...”
Create access for women to a global network of top professionals and business leaders. It's very rare to find an institution as diverse as Hult is.

“Having an entrepreneurial mindset means challenging the status quo and rethinking the world. Hult is a great environment for entrepreneurs. It gives you the freedom to customize your curriculum and teaches you leadership, team work, and intercultural competences.”

Kilian Kaminski & Peter Windischhofer
Named on Forbes 30 Under 30
German / Austrian
Co-Founder / CEO, Refurbed
Masters in International Business
Class of 2014
9% of Hult graduates start their own company.
Connections that lead to employment

STUDENT STORY

Right time, right place

Madiha Ahmad
Indian
Associate Consultant,
KPMG
Masters in
International Business
Class of 2017

What were your aims in doing a masters?
Getting exposure to a professional international environment, Hult—with its mix of nationalities and top faculty—was the best place to help me achieve my aims.

How did you connect with KPMG?
Two months into the program, Hult provided us with an opportunity to participate in a case study competition organized by KPMG. For me, that turned out to be the key to my future. Since graduation, I have been working with KPMG as a consultant. In my case, Hult has been as important as Google Maps in getting me to my destination.

EXPERT ADVICE

Internships

Internships can build a bridge to your next opportunity. They are essential for career changers and are one of the most effective strategies for applicants new to a geography, industry, and/or function.
“I studied and worked in law before deciding to gain a masters degree with Hult. Now, I’m living in France growing a social impact startup and working as a consultant—all because of my Hult network”

Luis Felipe Sarmiento Vargas
Colombian
International Affairs Consultant, Fotortec
Masters in International Business
Class of 2016
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, image, and target market, as well as 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 Amazon, Deloitte, Google, LinkedIn, Louis Vuitton, P&G, and Thomson Reuters.

**Support before you arrive on campus**
Preparation is the key to success. Before you even start on campus you’ll attend online sessions to help you to get a head start on understanding your goals, hot job trends, and tips for success.

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**JANE RUSSELL**
Jane Russell is a career services professional, advisor, and coach with extensive experience in all aspects of job search, including career assessment, strategy, and offer negotiation. She also has expertise in full-cycle recruitment, employee relations, and performance management, and is a Certified Professional Resume Writer and Strong Certified Practitioner.

**ARIEL FOLKERTS**
Ariel Folkerts is passionate about supporting students through their educational and professional journeys. She is well-versed in coaching, advising, and job search strategies. Past roles include recruiting graduate and PhD students for the University of California, and Admissions Manager for City Year, where she evaluated, interviewed, and on-boarded hundreds of individuals each year.
89% of Hult Masters graduates were employed after three months.

500 job interviews secured through campus recruitment drives globally (Class of 2018.)
Accelerate your global career

Start your application at hult.edu/apply

Any questions? Email us: admissions@hult.edu