Global Careers Report 2020

Masters in International Business
Masters in International Marketing
Masters in Finance
Masters 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 2019. 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.
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.

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.

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 Hult’s Masters Class of 2019 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.
Global Careers Report 2020

Transform your career

Student Story

Changing location, industry & function

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

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

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 Development team was very supportive. We assessed my strengths and development areas, 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 at a Hult career fair in London, where I work today.

Nicolo Venturini
Italian
Sales Operations Project Manager — EMEA, Tesla
Masters in International Business
Class of 2014

“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 a few days after graduation as a Lead Advisor for Tesla in Amsterdam, looking after the European, Middle Eastern, and African markets.”

93% of Hult graduates changed either country, industry, or function

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.

#13 for International Mobility
Financial Times, Masters in Management ranking, 2019
Boost your global mobility

STUDENT STORY
A world of opportunity

Yizhou Joy Liu
Chinese
Sales and Marketing Data Analyst, 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 who are ready to work anywhere. When she first graduated from Hult’s Boston campus, Yizhou landed a job as a relationship banker at Bank of America in the US 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.

“1 come from a regular Indian family, where education abroad sounded like a far-fetched dream. But since graduating I’ve stayed in the US, working for Deloitte for four years and now Tricentis.”

Sameer Singh
Indian
Senior Consultant, Tricentis
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 a 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.

51%

of Hult masters graduates changed country

44%

of international students at US campuses gained employment in the US

430

US internships secured by graduate students for the Class of 2019
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. 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.

**TRANSITIONS**
Which industries do Hult masters grads work in?

<table>
<thead>
<tr>
<th>Industry</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumer Goods</td>
<td>18%</td>
</tr>
<tr>
<td>Financial Services</td>
<td>18%</td>
</tr>
<tr>
<td>Technology</td>
<td>12%</td>
</tr>
<tr>
<td>Media/Entertainment</td>
<td>10%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>6%</td>
</tr>
<tr>
<td>Consulting</td>
<td>6%</td>
</tr>
<tr>
<td>Hospitality</td>
<td>5%</td>
</tr>
<tr>
<td>Education</td>
<td>5%</td>
</tr>
<tr>
<td>Healthcare/Pharma</td>
<td>4%</td>
</tr>
<tr>
<td>Transport/Logistics</td>
<td>3%</td>
</tr>
<tr>
<td>Real Estate</td>
<td>3%</td>
</tr>
<tr>
<td>Government</td>
<td>3%</td>
</tr>
<tr>
<td>Energy</td>
<td>2%</td>
</tr>
<tr>
<td>Non-profit</td>
<td>1%</td>
</tr>
<tr>
<td>Other</td>
<td>4%</td>
</tr>
</tbody>
</table>

70% of Hult masters graduates changed industry

62% of Hult masters graduates changed function
Learn more
earn more

STUDENT STORY
Negotiation is key
Manuel Jardim de Oliveira
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.

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.

Salaries shown are in USD and are reported average starting salary three months post-graduation.

170%
close up
increase in pre-masters salary

$59,300
close up
average Hult masters graduate starting salary

Hult masters salary by region of employment

<table>
<thead>
<tr>
<th>Region</th>
<th>Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Latin America</td>
<td>$76,100</td>
</tr>
<tr>
<td>South Asia</td>
<td>$71,200</td>
</tr>
<tr>
<td>North America</td>
<td>$64,800</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>$54,200</td>
</tr>
<tr>
<td>Europe</td>
<td>$52,700</td>
</tr>
<tr>
<td>Asia</td>
<td>$46,400</td>
</tr>
</tbody>
</table>

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>$74,100</td>
</tr>
<tr>
<td>Boston</td>
<td>$64,100</td>
</tr>
<tr>
<td>Dubai</td>
<td>$53,400</td>
</tr>
<tr>
<td>London</td>
<td>$52,200</td>
</tr>
</tbody>
</table>
Increase your earning potential

**STUDENT STORY: Finding a new dream with the Big 4**

Bianca Hingorani
German Senior Associate, 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 moving on 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.

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"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 Masters in International Marketing Class of 2013

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$95,400 average masters salary three years after graduation*

47% increase in pre-masters salary
Financial Times, Masters in Management ranking, 2019

*In USD, based on GMAC alumni survey, PPP adjusted, 2017
More than your average network

STUDENT STORY
A job before graduation

Gilles Dulst
Belgian
Cloud Specialist, Microsoft
Masters in International Business Class of 2018

Through the Career Development team, Gilles reached out to Hult alumni who worked for Salesforce and was offered a job interview. Before he’d even graduated, he had secured a job with them in Dublin, Ireland, as a business development associate, where he stayed for over a year before moving to Microsoft.

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 toward goals and the things they want to accomplish.

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.

GEOGRAPHIES
Where do Hult masters graduates work?

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>40%</td>
</tr>
<tr>
<td>Europe</td>
<td>37%</td>
</tr>
<tr>
<td>Asia</td>
<td>8%</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>8%</td>
</tr>
<tr>
<td>Latin America</td>
<td>5%</td>
</tr>
<tr>
<td>South Asia</td>
<td>2%</td>
</tr>
</tbody>
</table>

EMPLOYERS
Top 20 employers

AB InBev
Accenture
Amazon
Apple
Bank Of America
Bauschinger Ingelheim
Credit Suisse
Deutsche
EF Education First
EY
Havas
KPMG
L’Oréal
LinkedIn
LVHM
Oracle
PwC
Salesforce
Schneider Electric
Unilever

660+
companies hiring Hult 2019 graduates across
76
countries
Keep your career on the cutting edge

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 worldwide

120 elective options

ALUMNI
Alumni hiring Hult talent

Accenture
Marc Seipp
Amazon
Nuno Fontoura
Apple
Sharib Khan
BDO
Dongchen Shan
Deloitte
Sajid Ussasani
Enter Capital
Elena Nosova
EY
Sven-R. Braun

Google
Céline Van Lerberghe
Heidrick Consulting
Loïc Narby
LinkedIn
Andrée-Anne LeBlanc
PS Group
Laura Vollhardt
Refine+Focus
Pumima Thakre
Shell
Mohamed ElFatatry
UPS Brokerage
Jean-Louis Cadart

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

“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

STUDENT STORY
Goal: change the world

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

At Hult, Kabone 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.

7% of Hult graduates start their own company
Connections that lead to employment

“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.”

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Luis Felipe Sarmiento Vargas
Colombian
International Affairs Consultant, Fotortec
Masters in International Business
Class of 2016

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’ve been working with KPMG as a consultant. In my case, Hult has been as important as Google Maps in getting me to my destination.

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

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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.
Expert career coaching and personal support

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

1:1 Advisory
High-impact advisory sessions to support your global job search. Access a global network of employment coaches—from any campus—with expertise and knowledge of regional employment markets. Your advisor will support you in job searching while studying—including market research, planning, and interview hunting.

Skills workshops
A series of online and campus-based workshops on perfecting your digital brand and LinkedIn, mastering in-person and virtual interviews, resume/CV upgrades, and networking.

Digital tools & resources
Perfect your job search with software tools leveraging AI technology and cloud-based resources. Refine your resume, practice for your next AI-driven interview, and prepare for cracking the consulting case. Through the best career technology available, you’ll always have real-time support, any time, anywhere in the world.

Interviewing
Connect with employers and internship sponsors via virtual recruiting. Come to Hult alumni, and regional and campus-based networking events.

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.

David Sheehan uses skills gained from his 18+ years as a headhunter to help Hult students achieve their career goals. He brings practical knowledge to conversations around understanding the market and various industries, building a professional brand, job search strategy, and interview coaching.

87% of Hult masters graduates were employed after three months

1200 companies attended Hult 2019 events

375+ events hosted by Hult globally in 2019
Accelerate your global career

Start your application at hult.edu/apply

Any questions? Email us: admissions@hult.edu
Campus addresses

Boston Campus
1 Education Street
Cambridge, MA 02141
USA

London Campus
37-38 John Street
London, WC1N 2AT
UK

San Francisco Campus
1555 Sansome Street
San Francisco, CA 94111
USA

Dubai Campus
Dubai Internet City
PO Box 502998
UAE

Shanghai Rotation Center
Huaxin Haixin Building
666 Fuzhou Road
Shanghai, China

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@Hult_Business