

HULT
INTERNATIONAL
BUSINESS SCHOOL

Global Careers Report 2020

Masters in International Business
Masters in International Marketing
Masters in Finance
Masters in Business Analytics
Masters in Disruptive Innovation

BOSTON SAN FRANCISCO LONDON DUBAI SHANGHAI NEW YORK



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.



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 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.

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.

“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.”

Nicolo Venturini

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

93%

of Hult graduates
changed either country,
industry, or function

#13

for International Mobility
Financial Times, Masters in
Management ranking, 2019



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.

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.

"I 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

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



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.

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.

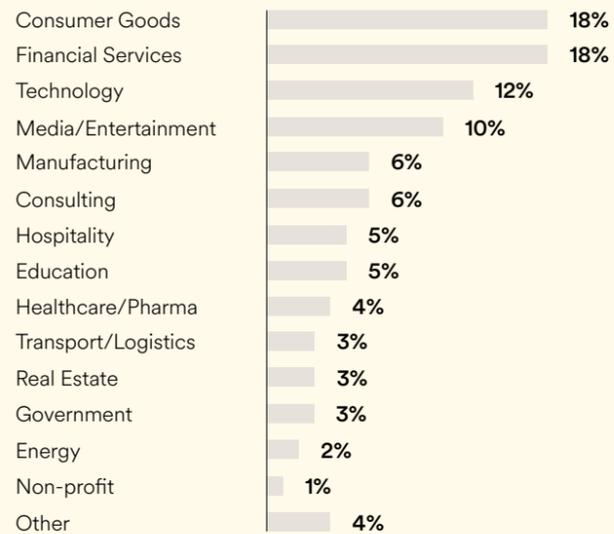
What is your biggest takeaway from Hult?

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?



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.



SALARY SNAPSHOT

Hult masters salary by region of employment



SALARY SNAPSHOT

What do Hult masters graduates earn on average by campus?



170%

increase in pre-masters salary

\$59,300

average Hult masters graduate starting salary



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.

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.

“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

\$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.

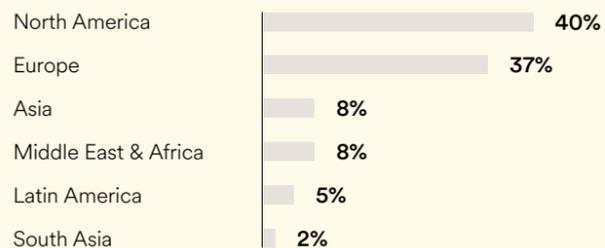
What role did your classmates play in your success?

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.



GEOGRAPHIES

Where do Hult masters graduates work?



EMPLOYERS

Top 20 employers

AB InBev	Havas
Accenture	KPMG
Amazon	L'Oréal
Apple	LinkedIn
Bank Of America	LVMH
Boehringer Ingelheim	Oracle
Credit Suisse	PwC
Deloitte	Salesforce
EF Education First	Schneider Electric
EY	Unilever

660+

companies hiring Hult 2019 graduates across

76

countries



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.

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

70

alumni chapters active globally

25k

Hult alumni worldwide

Accenture
Marc Seipp

Amazon
Nuno Fontoura

Apple
Sharib Khan

BDO
Dongchen Shan

Deloitte
Sajid Lhessani

Enter Capital
Elena Nosova

EY
Sven-R. Braun

Google
Céline Van Lerberghe

Heidrick Consulting
Loik Narby

LinkedIn
Andrée-Anne LeBlanc

P3 Group
Laura Vollhardt

Refine+Focus
Purnima Thakre

Shell
Mohamed ElFatatry

UPS Brokerage
Jean-Louis Cadart

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

70%

of Hult graduates start their own company

Connections that lead to employment



STUDENT STORY Right time, right place

Madiha Ahmad
Indian
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'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.

“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 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



CAREER IMPACT

360° career focus

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 realtime 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.



CAREER ADVISOR
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.



CAREER ADVISOR
David Sheehan

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



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Campus addresses

Boston Campus

1 Education Street
Cambridge, MA 02141
USA

London Campus

37-38 John Street
London, WC1N 2AT
UK

San Francisco Campus

1355 Sansome Street
San Francisco, CA 94111
USA

Dubai Campus

Dubai Internet City
PO Box 502988
UAE

Shanghai Rotation Center

Huaxin Haixin Building
(Jinling Haixin)
666 Fuzhou Road
Shanghai, China