



“The HSM program provides students and alumni with the tools to bring effective change to the delivery of health care. The connections that you make to the Research Triangle Park community and to top pharma company executives help you to capture the innovation in the health care market.”

Stephen Morales,
HSM Daytime 2003
Franchise Group Leader
Asia division –
Pharmaceuticals

The Health Sector Management program prepares students for leadership roles in some of the most prominent and influential organizations across the global health care spectrum. Duke MBAs with a Certificate in Health Sector Management are in demand in every sector of the industry, on every continent across the globe, and in every part of the United States.

TOP 25 HIRING COMPANIES FOR 2009-10

These statistics represent employment informations reported by the 67 students in the Daytime MBA Class of 2010 completing the Health Sector Management certificate.

Company Name	Class of 2011 (interns)	Class of 2010 (full-time)	Total Duke MBA hires for 2009-10
Johnson & Johnson	11	5	16
Genentech	5	3	8
Deloitte	4	4	8
Eli Lilly and Company	3	2	5
Medtronic	3	1	4
CIGNA Corporation	3	1	4
Gerber Scientific, Inc.	1	3	4
McKinsey & Company	2	2	4
Quintiles	3	1	4
Amgen, Inc.	1	2	3
Novartis Animal Health US Inc.	2	1	3
Accenture LLP	1	1	2
Bank of America	1	1	2
BCG (The Boston Consulting Group)	0	2	2
Bristol-Myers Squibb	2	0	2
Credit Suisse	2	0	2
General Electric	1	1	2
Goldman Sachs	2	0	2
HCA Healthcare	2	0	2
Infosys Technologies Ltd.	2	0	2
John Deere	1	1	2
Leerink Swann & Co	1	1	2
Merck Consumer Care	2	0	2
Synthes	1	1	2
Tenet Healthcare Corporation	0	2	2

BASE SALARY INFORMATION

(Annual amounts)

	% reporting salary	Mean salary
With permanent US work authorization	100%	\$111,657
Without permanent US work authorization	71%	\$94,267
All graduates seeking employment	94%	\$105,000

SIGNING BONUS INFORMATION

(Annual amounts)

	% reporting bonus	Mean bonus
With permanent US work authorization	80%	\$22,643
Without permanent US work authorization	87%	\$17,000
All graduates seeking employment	82%	\$20,854

ADDITIONAL SALARY INFORMATION

BY PROFESSIONAL FUNCTION

	% working in function	Median salary
Consulting	38%	\$120,000
Marketing	28%	\$100,500
General management	20%	\$105,750
Finance	6%	\$105,000
Other	6%	\$97,000
Operations	2%	

BY INDUSTRY

	% working in industry	Median salary
Healthcare	48%	\$101,500
Consulting	28%	\$125,000
Consumer products	6%	\$92,000
Manufacturing	6%	\$100,000
Other services	6%	\$90,000
Technology services	4%	
Media	2%	

BY UNITED STATES GEOGRAPHIC REGION

	% working in area	Median salary
Northeast	27%	\$113,500
South	20%	\$103,000
Midwest	9%	\$107,500
Mid-Atlantic	16%	\$96,000
West	20%	\$110,000
Southwest	7%	\$100,000

BY WORLD REGION

	% working in area	Median salary
North America	90%	\$109,500
Asia	8%	\$87,500
Europe	2%	

BY UNDERGRADUATE MAJOR

	% according to major	Median salary
Business	48%	\$102,000
Technical	6%	\$110,000
Other	45%	\$104,250

TOP 10 MOST COMMON JOB TITLES

1. Consultant
2. Senior Consultant
3. Leadership Development Program Associate
4. Brand Manager
5. Finance Manager
6. Product Manager
7. Product Marketing Manager
8. Project Manager
9. Strategic Development Analyst
10. Strategic Planning Analyst