



# Master of Science in Quantitative Management (MQM): Business Analytics

## Class of 2018 Employment Report

### Program Description

The [Master of Science in Quantitative Management \(MQM\): Business Analytics](#) program at Duke University's Fuqua School of Business is an intensive on-site 10-month program designed to provide a foundation in data analytics, with a focus on specific issues in one of four industry domains. In addition to learning data science tools, students build critical thinking and communication skills to enable them to ask the right questions, generate insights, and present solutions effectively.

Designed for students with 0-3 years' work experience, MQM is a STEM-designated degree giving international students meeting certain requirements the opportunity to work in the United States for 3 years without sponsorship<sup>1</sup>.

### Graduating Class Profile

| Categories                    | Permanent Work Authorization (WA) | Non-Permanent Work Authorization (WA) | Total Graduates |
|-------------------------------|-----------------------------------|---------------------------------------|-----------------|
| SEEKING EMPLOYMENT            | 20                                | 113                                   | 133             |
| NOT SEEKING EMPLOYMENT        |                                   |                                       |                 |
| Continuing Education          | 1                                 | 3                                     | 4               |
| Self Employed                 | 1                                 | 1                                     | 2               |
| Not Seeking for Other Reasons | 0                                 | 1                                     | 1               |
| TOTAL NOT SEEKING EMPLOYMENT  | 2                                 | 5                                     | 7               |
| CLASS OF 2018 TOTAL GRADUATES | 22                                | 118 <sup>2</sup>                      | 140             |

### Class Employment

|                               |     |
|-------------------------------|-----|
| Class of 2018 total graduates | 140 |
| Not seeking employment        |     |
| Continuing Education          | 4   |
| Self-employed                 | 2   |
| Not Seeking for Other Reasons | 1   |
| Total Seeking Employment      | 133 |

### Class Profile

|   |                  |
|---|------------------|
| Average Age:                            | 24               |
| Work Experience ≤ 6 months:             | 94 (67%)         |
| Women:                                  | 46 (58%)         |
| Average Undergraduate GPA:              | 3.61 (4.0 scale) |
| GMAT (middle 80%):                      | 660-750          |
| Undergraduate Institutions Represented: | 100+             |

<sup>1</sup> 12 months standard OPT plus one 24 month STEM OPT extension.

<sup>2</sup> 20+ countries represented.



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## Employment Statistics – Timing of First Offers

|                 | Total Seeking Employment<br># | By Graduation |     |            |    | Between Graduation and Six Months Post Graduation |     |            |    | Total Offered Six Months Post Graduation |     |
|-----------------|-------------------------------|---------------|-----|------------|----|---|-----|------------|----|--|-----|
|                 |                               | Full-Time     |     | Short-Term |    | Full-Time   |     | Short-Term |    | #  |     |
|                 |                               | #             | %   | #          | %  | #   | %   | #          | %  |  |     |
| Permanent WA    | 20                            | 16            | 12% | -          | -  | 4   | 3%  | -          | -  | 20                                       | 97% |
| Non Perm WA     | 113                           | 32            | 24% | 7          | 5% | 60  | 45% | 10         | 8% | 109                                      |     |
| TOTAL GRADUATES | 133                           | 48            | 36% | 7          | 5% | 64  | 48% | 10         | 8% | 129                                      |     |

## Employment Statistics – Timing of Job Acceptances

|                 | Total Seeking Employment<br># | By Graduation |     |            |    | Between Graduation and Six Months Post Graduation |     |            |    | Total Accepted Six Months Post Graduation |     |
|-----------------|-------------------------------|---------------|-----|------------|----|---|-----|------------|----|---|-----|
|                 |                               | Full-Time     |     | Short-Term |    | Full-Time   |     | Short-Term |    | #   |     |
|                 |                               | #             | %   | #          | %  | #   | %   | #          | %  |   |     |
| Permanent WA    | 20                            | 13            | 10% |            |    | 7   | 5%  |            |    | 20  | 97% |
| Non Perm WA     | 113                           | 30            | 22% | 2          | 2% | 67  | 50% | 10         | 8% | 109                                       |     |
| TOTAL GRADUATES | 133                           | 43            | 32% | 2          | 2% | 74  | 55% | 10         | 8% | 129                                       |     |

## Primary Source of Full-Time Job Acceptances (School-facilitated and Graduate-facilitated)

**31%**

of accepted job offers, or 40 jobs, were Fuqua-facilitated.

These jobs were found through alumni connections, campus interviews or job postings, or due to other introductions or events.

**69%**

of accepted job offers, or 89 jobs, were Graduate-facilitated.

These jobs were found through networking, internet searches, job postings, third-party recruiters, or other avenues.



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## Compensation Report

| BASE SALARY                      | # Reporting | % Reporting <sup>1</sup> | Mean     | Median   | 50 <sup>th</sup> to 75 <sup>th</sup> Percentile | Low      | High      |
|----------------------------------|-------------|--------------------------|----------|----------|---|----------|-----------|
| Permanent Work Authorization     | 19          | 14%                      | \$84,568 | \$80,000 | \$80,000 - \$90,000                             | \$57,000 | \$140,000 |
| Non-Permanent Work Authorization | 68          | 51%                      | \$80,016 | \$80,000 | \$80,000 - \$87,000                             | \$57,000 | \$130,000 |
| Total Graduates                  | 87          | 65%                      | \$81,010 | \$80,000 | \$80,000 - \$87,000                             | \$57,000 | \$140,000 |

| STARTING/SIGNING BONUS           | # Reporting | % Reporting <sup>2</sup> | Mean    | Median  | 50 <sup>th</sup> to 75 <sup>th</sup> Percentile | Low     | High     |
|----------------------------------|-------------|--------------------------|---------|---------|---|---------|----------|
| Permanent Work Authorization     | 12          | 14%                      | \$7,708 | \$6,750 | \$7,500 - \$10,000                              | \$4,000 | \$15,000 |
| Non-Permanent Work Authorization | 22          | 25%                      | \$8,800 | \$5,300 | \$5,600 - \$8,000                               | \$5,000 | \$33,000 |
| Total Graduates                  | 34          | 39%                      | \$8,415 | \$5,800 | \$5,800 - \$10,000                              | \$4,000 | \$33,000 |

| TOTAL ADDITIONAL COMPENSATION <sup>3</sup> | # Reporting | % Reporting <sup>3</sup> | Mean     | Median   | 50 <sup>th</sup> to 75 <sup>th</sup> Percentile | Low     | High     |
|--|-------------|--------------------------|----------|----------|---|---------|----------|
| Permanent Work Authorization               | 15          | 17%                      | \$11,405 | \$11,500 | \$11,500 - \$14,000                             | \$2,500 | \$22,120 |
| Non-Permanent Work Authorization           | 41          | 47%                      | \$14,549 | \$11,000 | \$11,000 - \$14,600                             | \$500   | \$99,760 |
| Total Graduates                            | 56          | 64%                      | \$8,624  | \$2,500  | \$6,000 - \$12,500                              | \$500   | \$99,760 |

<sup>1</sup>Percent of graduates reporting \$US full-time salary data (65%); excludes contract roles (12|9%), internships (9|7%) and non-\$US salaries (19|14%). Two full-time graduates did not report salary.

<sup>2</sup>Graduates reporting starting/signing bonus = 34|39% of grads reporting salary data.

<sup>3</sup>Graduates reporting total additional compensation including starting/signing, relocation, performance, stock options or other = 56|64% of grads reporting salary data.



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## Select Employers and Titles by Track

Graduates are employed at over 80 employers in the US and 21 off-shore (§). Wayfair hired 12 graduates; Deloitte US, EY, PwC and UPS hired three each; ACA, Cognizant, Credit Suisse, CVS Health, Deloitte China, HPE Consulting, Red Hat each hired two.

### Finance Track:

Advisor, Analyst, Consultant, Data Research Analyst, Data Scientist, Financial Analyst, Portfolio Analyst, Credit Risk Analyst

|                               |                     |                    |                                |                |                      |
|-------------------------------|---------------------|--------------------|--------------------------------|----------------|----------------------|
| <i>Alcami Pharmaceuticals</i> | <i>BlackRock</i> §  | <i>Bloomberg</i> § | <i>Buildfax</i>                | <i>CBRE</i>    | <i>Dell</i>          |
| <i>Deloitte</i> § (2)         | <i>EY</i>           | <i>Inmar</i>       | <i>Jefferies &amp; Company</i> | <i>KPMG</i> §  | <i>LCS Financial</i> |
| <i>Lending Club</i>           | <i>Lending Tree</i> | <i>MarketAxess</i> | <i>Qualia Investments</i>      | <i>Red Hat</i> | <i>Wanke</i> §       |

### Forensics Track:

Analyst, Applications Consultant, Associate, Business Analyst, Data Scientist, Internal Audit Analytics, Risk Analyst, Strategy Analyst

|                               |                             |                       |                                  |                                |                         |
|-------------------------------|-----------------------------|-----------------------|----------------------------------|--------------------------------|-------------------------|
| <i>Amer Credit Acceptance</i> | <i>CITIC Securities</i> §   | <i>Credit Suisse</i>  | <i>Deloitte</i>                  | <i>Everbright Securities</i> § | <i>Fitch Ratings</i>    |
| <i>Forensic Risk Alliance</i> | <i>Haitong Securities</i> § | <i>HPE Consulting</i> | <i>MGM Resorts International</i> | <i>New York Life</i>           | <i>Plastiq</i>          |
| <i>PwC</i> (2)                | <i>Theory</i>               | <i>UPS</i>            | <i>Walmart</i>                   | <i>Wayfair</i>                 | <i>Wonder Porcelain</i> |

### Marketing Track:

Business Analyst, Business Intelligence Analyst, Consultant, Data Analyst, Marketing Data Analyst, Risk Analyst, Senior Analyst

|                         |                       |                        |                               |                                |                         |
|-------------------------|-----------------------|------------------------|-------------------------------|--------------------------------|-------------------------|
| <i>PwC</i> (2)          | <i>Theory</i>         | <i>UPS</i>             | <i>Walmart</i>                | <i>Wayfair</i>                 | <i>Wonder Porcelain</i> |
| <i>AgilOne</i>          | <i>Apple</i> §        | <i>Clorox</i> *        | <i>Cognizant Consulting</i> * | <i>Credit Suisse</i>           | <i>CVS Health</i> (2)   |
| <i>Deloitte</i>         | <i>EY</i>             | <i>Gap Inc</i>         | <i>Grant Thornton</i> *       | <i>Kraft Analytics Group</i> * | <i>JD Group</i> §       |
| <i>Morgan Stanley</i> § | <i>PwC Consulting</i> | <i>Rent the Runway</i> | <i>UPS</i>                    | <i>Wayfair</i> (5)             | <i>Williams-Sonoma</i>  |

\*US work authorization required.

### Strategy Track:

Senior/Associate, Senior/Business Analyst, Business Intelligence Analyst/Developer/Scientist, Consultant, Data Analyst, Financial Data Analyst, Investment Analyst, Modeling Analyst, Operations Analyst, People Analyst, Supply Chain Analyst, Transportation Analyst

|                                 |                               |                            |                           |                            |                      |
|---------------------------------|-------------------------------|----------------------------|---------------------------|----------------------------|----------------------|
| <i>Amazon</i>                   | <i>Amer Credit Acceptance</i> | <i>Booz Allen Hamilton</i> | <i>Canback Consulting</i> | <i>Capital One</i>         | <i>Centra Health</i> |
| <i>Daimler Trucks N America</i> | <i>Deloitte</i>               | <i>Duke Health</i>         | <i>Facebook</i>           | <i>HanesBrands</i> *       | <i>HSBC</i> §        |
| <i>Infosys</i> *                | <i>Intuit</i>                 | <i>IQVIA</i>               | <i>Lenovo</i>             | <i>McKinsey &amp; Co</i> § | <i>Novartis</i>      |
| <i>Pluralsight</i> *            | <i>Porsche Consulting</i>     | <i>SAP</i> *               | <i>Syneos Health</i>      | <i>Target</i>              | <i>UPS</i>           |

\*US work authorization required.

This report conforms to the MBA Career Services and Employer Alliance (MBACSEA) Standards for Reporting Specialty Master Employment Statistics.



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## MQM Employment by Geography

US: Northeast (43|33%) – Mid-Atlantic (12|9%) – South (31|24%) – Midwest (4|3%) – West (18|14%)

Abroad: Asia (20|16%) – Middle East (1|<1%)

## Top Employment Sectors by Track

| FINANCE TRACK                          | FORENSICS TRACK                             | MARKETING TRACK                             | STRATEGY TRACK                            |
|--|---|---|---|
| Consulting: Analytics, Technology      | Consulting: Forensics, Strategy, Technology | Consulting: Analytics, Strategy, Technology | Consulting: Analytics, Health, Technology |
| Finance: Analytics                     | Consumer Goods                              | Consumer Goods                              | Consumer Goods                            |
| Investment Banking                     | Financial Services, Insurance               | Financial Services                          | Health, Pharmaceuticals                   |
| Portfolio Management, Buyside research | Hospitality, Tourism, Transportation        | Health                                      | Manufacturing                             |
| Research, Sellside                     | Retail                                      | Retail                                      | Retail                                    |
| Internal Consulting, Corp Strategy     | Technology, Ecommerce, Software             | Technology, Ecommerce, Software, Telecomm   | Technology, Ecommerce, Hardware, Software |

## Top Employment Functions by Track

| FINANCE TRACK                           | FORENSICS TRACK                      | MARKETING TRACK                 | STRATEGY TRACK                      |
|---|--------------------------------------|---------------------------------|-------------------------------------|
| Analytics                               | Analytics, Internal Audit Analytics  | Analytics, Marketing Analytics  | Analytics, People Analytics         |
| Client Service                          | Client Service                       | Client Service                  | Client Service                      |
| Finance, Analytics                      | Finance, Corporate Finance, Research | Finance                         | Finance                             |
| Finance, Portfolio Management, Research | Marketing, Marketing Analytics       | Marketing                       | Marketing, Marketing Analytics      |
| General Management, Strategy            | Operations                           | Product Development, Innovation | General Management                  |
| Marketing, Operations                   | Risk Management                      | Operations, Supplychain         | Operations, Supplychain, Technology |

## Contact Information

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