



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

Class of 2020 Employment Report

Program Description

[Master of Science in Quantitative Management \(MQM\): Business Analytics](#) 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 three years without sponsorship¹.

Graduating Class Profile²

| Categories | Permanent Work Authorization (WA) | Non-Permanent Work Authorization (WA) | Total Graduates ² |
|--|-----------------------------------|---------------------------------------|------------------------------|
| SEEKING EMPLOYMENT | 40 | 178 | 218 |
| NOT SEEKING EMPLOYMENT | | | |
| Continuing Education | 0 | 4 | 4 |
| Self Employed | 0 | 2 | 2 |
| Not Seeking for Other Reasons | 1 | 4 | 5 |
| TOTAL NOT SEEKING EMPLOYMENT | 1 | 10 | 11 |
| NO RECENT INFORMATION AVAILABLE² | 1 | 4 | 5 |
| CLASS OF 2020 TOTAL GRADUATES | 42 | 192 | 234 |

Class Employment

| | |
|---------------------------------|-----|
| Class of 2020 total graduates | 234 |
| Not seeking employment | 11 |
| Continuing Education | 4 |
| Self Employed | 2 |
| Not Seeking for Other Reasons | 5 |
| No recent information available | 5 |
| Total Seeking Employment | 218 |

Class Profile

| | |
|---|------------------|
| Average Age | 23 |
| Work Experience | |
| ≤ 6 months | 82 (35%) |
| 6 months – 1 year | 70 (30%) |
| > 1 year | 82 (35%) |
| Women | 131 (56%) |
| Average Undergraduate GPA | 3.65 (4.0 scale) |
| Mid 80% GMAT (n=77) | 650 – 750 |
| Countries Represented | 31 |
| Undergraduate Institutions Represented: | 170+ |

¹ 12 months standard OPT plus one 24-month STEM OPT extension.

² This report reflects 98% of graduating class reporting reliable outcome information.

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Employment Statistics – Timing of First Offers³

| | Total Seeking Employment | By Graduation | | | | Between Graduation and Six Months Post Graduation ⁴ | | | | Additional Offers by End of December 2020 | | | | Total Offers | |
|------------------------|--------------------------|---------------|------------|------------|-----------|--|------------|------------|-----------|---|------------|------------|-----------|--------------|-----|
| | | Full-Time | | Short-Term | | Full-Time | | Short-Term | | Full-Time | | Short-Term | | Total | |
| | | # | % | # | % | # | % | # | % | # | % | # | % | # | % |
| Permanent WA | 40 | 11 | 5% | 0 | 0% | 21 | 10% | 4 | 2% | 2 | 1% | 1 | 1% | 39 | 92% |
| Non Perm WA | 178 | 29 | 13% | 4 | 2% | 101 | 46% | 7 | 3% | 20 | 9% | 0 | 0% | 161 | |
| TOTAL GRADUATES | 218 | 40 | 18% | 4 | 2% | 122 | 56% | 11 | 5% | 22 | 10% | 1 | 1% | 200 | |

Employment Statistics – Timing of Job Acceptances⁵

| | Total Seeking Employment | By Graduation | | | | Between Graduation and Six Months Post Graduation ⁶ | | | | Additional Acceptances by End of December 2020 | | | | Total Acceptances | |
|------------------------|--------------------------|---------------|------------|------------|---------------|--|------------|------------|-----------|--|------------|-------------------------|-----------|-------------------|-----|
| | | Full-Time | | Short-Term | | Full-Time | | Short-Term | | Full-Time | | Short-Term ⁷ | | Total | |
| | | # | % | # | % | # | % | # | % | # | % | # | % | # | % |
| Permanent WA | 40 | 11 | 5% | 0 | 0% | 21 | 10% | 3 | 1% | 3 | 1% | 1 | 1% | 39 | 92% |
| Non Perm WA | 178 | 29 | 13% | 1 | <1% | 102 | 47% | 8 | 4% | 22 | 10% | -1 | -1% | 161 | |
| TOTAL GRADUATES | 218 | 40 | 18% | 1 | <1% | 123 | 57% | 11 | 5% | 25 | 11% | 0 | 0% | 200 | |

Primary Source of Full-Time Job Acceptances (School-facilitated and Graduate-facilitated)⁸

27%
of accepted job offers, or 54 jobs, were directly Fuqua-facilitated. These jobs were found through direct alumni connections, campus interviews or job postings, or due to other direct introductions or events.

73%
of accepted job offers, or 146 jobs, were Graduate-facilitated. These jobs were found through networking, internet searches, job postings, third party recruiters, or other avenues, including indirect alumni contact.

³ Job Offers reflect compensated full-time and short-term roles (20+ hours per week), as well as intern-to-full-time conversions.

⁴ 81% had received offers at the end of the official MBACSEA reporting period (November 9).

⁵ Job Acceptances reflect compensated full-time and short-term employment (20+ hours per week), as well as intern-to-full-time conversions.

⁶ 81% had accepted offers at the end of the official MBACSEA reporting period (November 9).

⁷ Negative Short-Term figures reflect a prior period internship acceptance, followed by an intern-to-full-time conversation within the time period.

⁸ In addition to compensated full-time job and intern roles, Fuqua facilitated matching for 50+ part-time/volunteer roles to extend grads' 2020 searches.

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Compensation Report⁹

| SALARY | # Reporting | % Reporting ¹⁰ | Mean | Median | 50 th to 75 th Percentile | Low | High |
|----------------------------------|-------------|---------------------------|----------|----------|---|----------|-----------|
| Permanent Work Authorization | 32 | 23% | \$87,800 | \$85,000 | \$85,000 – \$95,000 | \$50,000 | \$140,000 |
| Non-Permanent Work Authorization | 95 | 69% | \$86,105 | \$85,000 | \$85,000 – \$98,000 | \$36,000 | \$145,000 |
| Total Graduates | 127 | 92% | \$86,525 | \$85,000 | \$85,000 – \$98,000 | \$36,000 | \$145,000 |

| STARTING/SIGNING BONUS | # Reporting | % Reporting ¹¹ | Mean | Median | 50 th to 75 th Percentile | Low | High |
|----------------------------------|-------------|---------------------------|----------|---------|---|---------|----------|
| Permanent Work Authorization | 19 | 15% | \$9,868 | \$7,500 | \$7,500 – \$10,000 | \$2,000 | \$45,000 |
| Non-Permanent Work Authorization | 39 | 31% | \$10,564 | \$8,000 | \$8,000 – \$10,000 | \$2,000 | \$43,000 |
| Total Graduates | 58 | 46% | \$10,336 | \$7,500 | \$7,500 – \$10,000 | \$2,000 | \$45,000 |

| TOTAL ADDITIONAL COMPENSATION | # Reporting | % Reporting ¹² | Mean | Median | 50 th to 75 th Percentile | Low | High |
|----------------------------------|-------------|---------------------------|----------|----------|---|---------|----------|
| Permanent Work Authorization | 28 | 22% | \$14,767 | \$11,938 | \$13,750 – \$18,750 | \$2,000 | \$45,000 |
| Non-Permanent Work Authorization | 71 | 56% | \$16,107 | \$12,500 | \$12,500 – \$21,000 | \$1,000 | \$70,000 |
| Total Graduates | 99 | 78% | \$15,728 | \$12,500 | \$12,500 – \$20,000 | \$1,000 | \$70,000 |

| COMPENSATION – China ¹³ | # Reporting | % Reporting ¹⁴ | Mean | Median | 50 th to 75 th Percentile | Low | High |
|---------------------------------------|-------------|---------------------------|----------|----------|---|---------|----------|
| Total Graduates – Base Salary | 29 | 63% | ¥199,618 | ¥192,000 | ¥192,000 – ¥252,000 | ¥91,462 | ¥340,000 |
| Additional Compensation ¹⁵ | 18 | 62% | ¥60,492 | ¥43,000 | ¥43,000 – ¥100,000 | ¥10,000 | ¥120,000 |

⁹ 200 graduates reported employment world-wide, comprising 188 full-time and 12 short-term jobs; 146 in the US and 54 offshore, of the latter, 49 in China. Five graduates accepted full-time jobs in Singapore (2), India, Turkey, and Chile. Compensation was reported for 156 of 183 (85%) full-time jobs in the US and China. In the US, 70 graduates across all job types reported successfully negotiating compensation beyond initial offer (48%).

¹⁰ Percent of US full-time employed graduates reporting \$US salary (127|93%); 10 full-time employed graduates in the US did not report salary, out of 137 jobs. Excludes paid US contract roles and internships (9). Outside the US, 54 graduates reported 49 full-time and 4 part-time roles, 49|91% in China.

¹¹ Graduates in the US reporting starting/signing bonus = 58|46% of 127 grads reporting compensation data for 137 US-based full-time jobs.

¹² Graduates in the US reporting additional compensation: starting/signing bonus (57|45%), relocation (47|37%), guaranteed and variable performance (65|51%), stock/equity (26|20%) and/or other (4|3%) = 99|78% of 127 grads reporting compensation data for 137 US-based full-time jobs.

¹³ Forty-nine graduates reported jobs in China, including 46 full-time and three short-term roles.

¹⁴ Percent of full-time employed graduates in China reporting ¥ salary (29|63%); 17 full-time employed graduates in China did not report salary, out of 46 total full-time jobs reported in China. Excludes paid China contract roles and internships (3).

¹⁵ Graduates in China reporting additional compensation including starting/signing bonus (3|10%), relocation (3|10%), guaranteed and variable performance (20|69%), stock/equity (3|10%) and/or other (5|17%) = 18|62% of 29 grads reporting compensation for 46 China-based full-time jobs.



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Selected Employers and Titles by Track

Graduates are employed at 108 employers in the US and 39 offshore (§).

Finance Track:

(Senior) Business/Financial Analyst, Credit Risk Associate, Cyber Security Data Consultant, Data Scientist, Data/Investment Analyst; Decision Analytics Associate, Equity Research Associate, Investment Solutions Analyst, Portfolio Specialist, Quantitative Analysis Specialist, Tableau Visualization Engineer

| | | | | | |
|--------------------------------|---------------------------|-----------------------------------|-----------------------------|------------------------|----------------------------------|
| <i>Afiniti</i> | <i>Amazon</i> | <i>American Credit Acceptance</i> | <i>Apptium Technologies</i> | <i>Bank of China §</i> | <i>Bloomberg*</i> |
| <i>BNY Mellon</i> | <i>ByteDance §</i> | <i>Capital One</i> | <i>CGL Partners</i> | <i>Cisco</i> | <i>Dimensional Fund Advisors</i> |
| <i>Itau Asset Management §</i> | <i>Morgan Stanley</i> | <i>Procter & Gamble*</i> | <i>PennyMac</i> | <i>Red Hat</i> | <i>Roth Capital Partners</i> |
| <i>Sensetime §</i> | <i>Target Corporation</i> | <i>TikTok</i> | <i>Truist</i> | <i>Wells Fargo</i> | <i>ZS Associates</i> |

Forensics Track:

Analytics Consultant, Data Analyst, eCommerce Operations Analyst, Performance Analyst, Revenue and Pricing Analyst, Sales Analytics Specialist

| | | | | | |
|-----------------------------|------------------------|-------------------------------|-----------------------------|----------------------------|---------------------------------|
| <i>7-Eleven</i> | <i>Accenture §</i> | <i>Aimpoint Digital</i> | <i>Aldi, Inc</i> | <i>Amundi Pioneer</i> | <i>Bigge Crane and Riggings</i> |
| <i>Chiyu Banking Corp §</i> | <i>Cognizant*</i> | <i>Deloitte §</i> | <i>Discover §</i> | <i>Ernst & Young §</i> | <i>FleetCor</i> |
| <i>KPMG</i> | <i>NetEase Games §</i> | <i>Procter & Gamble §</i> | <i>Prudential Financial</i> | <i>PwC §</i> | <i>Reckitt Benckiser</i> |
| <i>Schneider Electric §</i> | <i>ServiceNow</i> | <i>Sinopec</i> | <i>Spreetail</i> | <i>Truist</i> | <i>Twilio</i> |

Marketing Track:

(Senior) Data Analyst/Scientist, Data Analyst – Statistical Modeling, Data Engineer, Decision Analytics Associate Digital Marketing Analyst, Growth Analyst, Product Analyst, Product Operation Specialist, Program Manager, Revenue Analyst, Senior Demand Planning Analyst

| | | | | | |
|-------------------------------|---------------------------------|----------------------------|----------------------------------|--------------------------|--------------------|
| <i>7-Eleven</i> | <i>Align Technology</i> | <i>Amazon</i> | <i>American Public Education</i> | <i>ByteDance §</i> | <i>Capital One</i> |
| <i>China Merchants Bank §</i> | <i>Customer Portfolios</i> | <i>Ernst & Young §</i> | <i>E*Trade Financial</i> | <i>FactSpan</i> | <i>Geico</i> |
| <i>The Home Depot</i> | <i>JD.com §</i> | <i>JustAnswer</i> | <i>Lenovo</i> | <i>McKinsey & Co</i> | <i>Microsoft §</i> |
| <i>Mizuho Bank §</i> | <i>Nestle</i> | <i>Novartis</i> | <i>NRG Energy</i> | <i>PayPal</i> | <i>Publica</i> |
| <i>Red Ventures*</i> | <i>Shanghai Disney Resort §</i> | <i>Target</i> | <i>Tencent</i> | <i>Urban Outfitters*</i> | <i>Visa</i> |

Strategy Track:

Associate Consultant, (Senior) Business/Data Analyst, Data Scientist, Decision Analytics Associate, FP&A Analyst, Instock Manager, Investment Analyst, People Analytics Insight Analyst, Product Analyst, Quantitative Analytic Specialist, Real Estate Analyst, Senior Growth Marketing Associate

| | | | | | |
|-------------------------------|----------------------------|-----------------------------|------------------------------|----------------------|----------------------|
| <i>Amgen</i> | <i>Amherst Holdings</i> | <i>AMP Robotics</i> | <i>Blue Cross NC*</i> | <i>ByteDance §</i> | <i>Capital One</i> |
| <i>Charter Communications</i> | <i>Cognizant*</i> | <i>Deloitte Consulting*</i> | <i>Facebook</i> | <i>Geico</i> | <i>Genpact</i> |
| <i>The Home Depot</i> | <i>McKinsey & Co §</i> | <i>Northwell Health</i> | <i>Panasonic Corporation</i> | <i>PayPal</i> | <i>QVC*</i> |
| <i>Sail Internet</i> | <i>Teledoc Health</i> | <i>Tencent §</i> | <i>The Redwoods Group</i> | <i>Think Academy</i> | <i>Tios Capital</i> |
| <i>Truist</i> | <i>Uhomes</i> | <i>Unity Technologies</i> | <i>Wells Fargo</i> | <i>Zest Finance</i> | <i>ZS Associates</i> |

*US permanent work authorization was required for this role.

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Employers Hiring Multiple Graduates

These employers each hired the following number of graduates from the MQM Class of 2020.

| Employers – US | | | Employers – China |
|--------------------|-------------------|-------------------------------|----------------------|
| Amazon (9) | ServiceNow (3) | Geico (2) | ByteDance (6) |
| ZS Associates (8) | Cognizant (3) | Facebook (2) | PwC (4) |
| Capital One (6) | TikTok (3) | PennyMac (2) | Tencent (4) |
| 7-Eleven (4) | Wells Fargo (2) | Dimensional Fund Advisors (2) | Procter & Gamble (3) |
| Truist (4) | Think Academy (2) | | Ernst & Young (2) |
| The Home Depot (3) | Target (2) | | NetEase (2) |

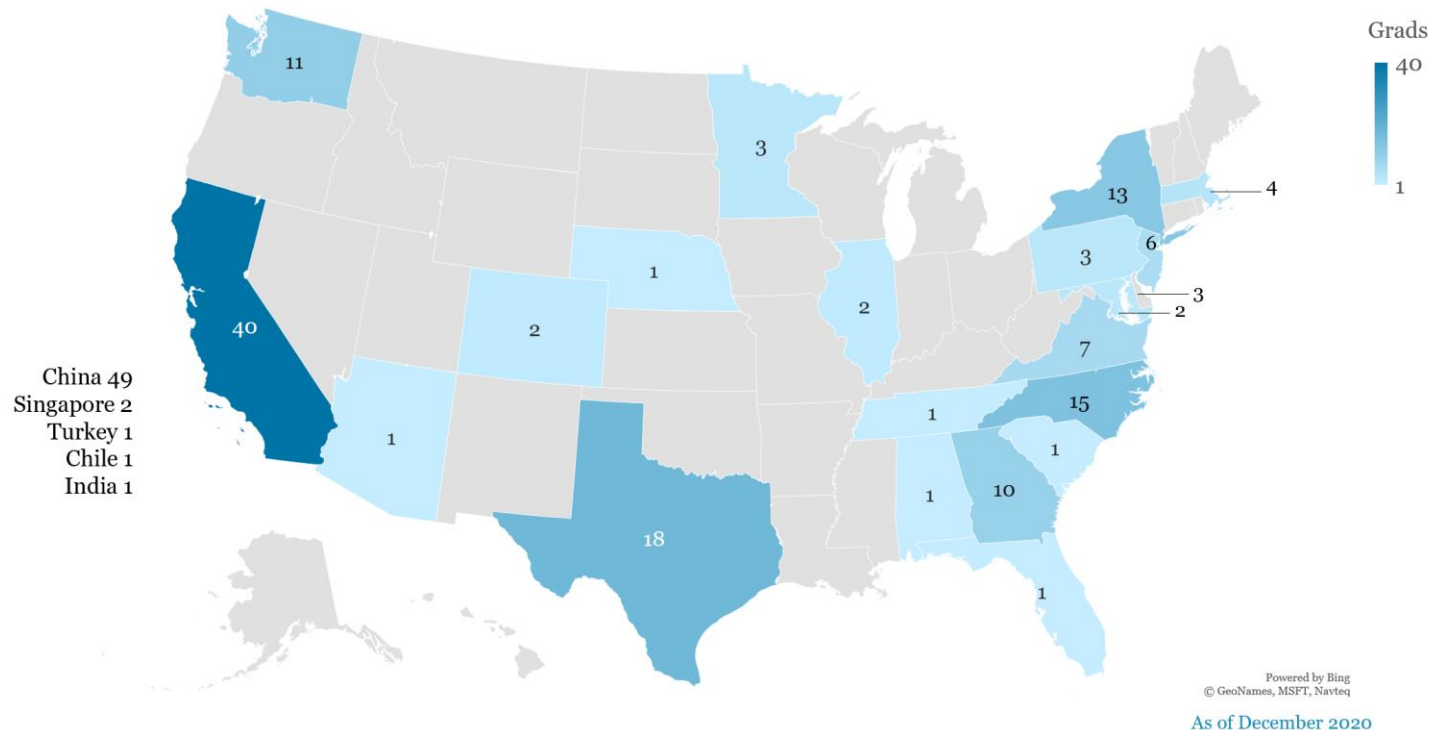
MQM Employment by Geography

US (n=146)

Northeast (23|16%) – Mid-Atlantic (14|10%) – South (28|19%) – Midwest (9|6%) – Southwest (21|14%) – West (51|35%)

Offshore (n=54)

China (1|2%) – China (49|90%) – India (1|2%) – Singapore (2|4%) – Turkey (1|2%)





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Top Employment Sectors by Track

| FINANCE TRACK | FORENSICS TRACK | MARKETING TRACK | STRATEGY TRACK |
|--|--|---|---|
| Consulting: Analytics, General, Human Capital | Accounting Services: Audit, Analytics | Consulting: Analytics, Energy, Healthcare, Marketing, General | Consulting: Analytics, People, Healthcare, Technology |
| Finance/Financial Services: Asset Management, Commercial Banking, Diversified, Insurance | Consulting: Advisory, Analytics, Technology | Consumer Packaged Goods | Finance/Financial Services, Banking, Real Estate |
| Investment Management / Investment Banking | Finance/Financial Services: Asset Management, Commercial Banking, Insurance, Investments | Finance/Financial Services: Diversified, Insurance, Investment Management | Education/Non-Profit |
| Real Estate | Healthcare: Providers/Payers | Media/Entertainment: Advertising, Marketing Services, Leisure/Entertainment | Healthcare: Biotech/Pharma, Healthtech, Insurance, Providers/Payers |
| Retail | Industry: Manufacturing, Construction | Retail: Apparel, Convenience, Luxury/Fashion, Home | Industry: Manufacturing |
| Technology: Ecommerce, Equipment/Hardware/Networking, Internet, Software | Retail | Technology: Ecommerce, Equipment/Hardware/Networking, Internet, Software | Retail |
| Transportation/Logistics | Technology: Internet Services/ Ecommerce, Multimedia Products | Transportation/Logistics | Technology/Telecom: Internet, Ecommerce, Software |

Top Employment Functions by Track

| FINANCE TRACK | FORENSICS TRACK | MARKETING TRACK | STRATEGY TRACK |
|---|---|--|---|
| Consulting: Analytics, Data Science | Accounting/Audit: Internal Audit | Consulting: Data Science, IT/Systems | Consulting: Business Analytics, Data Science |
| Enterprise Analytics: Finance, Fraud/Risk/Compliance, Strategy | Consulting: Business Analytics, Forensics/Fraud, IT/Systems | Enterprise Analytics: Fraud/Risk, Marketing, Operations, Pricing | Enterprise Analytics: Finance, Marketing, Operations, Sales |
| Finance/Accounting: Analytics, Corporate Finance, Investments, Portfolio Management, Research | Enterprise Analytics: Pricing, Sales | Finance/Accounting: Research | Finance/Accounting: Corporate Finance, Sales & Trading |
| General Management: Data Science, Enterprise Analytics, Internal Consulting, Strategy | Finance/Accounting: General, Investment Banking, Real Estate | General Management: Data Science, Analytics, Internal Consulting, Product Management, Project Management | Human Resources: People Analytics |
| Information Technology: Data Science or Business Intelligence | Information Technology: Data Science or Business Intelligence | Information Technology: Data Science or Business Intelligence | Information Technology: Data Science or Business Intelligence |
| Marketing/Sales: Growth Marketing | Marketing: Business Analytics, Business Intelligence, Pricing | Marketing/Sales: Advertising/PR, Analytics, Business Intelligence, Pricing | Marketing/Sales: Business Analytics, Business Intelligence, Research, Consumer Insights |
| Operations/Logistics: Data Science | Operations/Logistics: Analytics | Operations: Demand Planning | Operations/Logistics |

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