



Post Graduate Report

Master of Management in Hospitality Class of 2012

Career Management in the Office of Student Services
School of Hotel Administration
Cornell University



U.S. Base Salaries

Mean	Median	Range	Mean of Relocation/Bonus
\$61,712	\$57,000	\$30,000 – \$110,000	\$4,813

- 60% of respondents' salaries are within the range of \$48,000 - \$77,000
- 31% of respondents reported receiving a relocation and/or signing bonus

U.S. Base Salaries by Industry Segment

Industry Segment	Mean	Median	Range**	Number of Students	Percent Employed*
Restaurant	\$53,786	\$50,000	\$30,000 – \$90,000	7	16%
Hotel/Resort/Gaming – Corporate <i>Finance (2), Development, Investment, Market Research</i>	\$56,060	\$51,500	\$35,297 – \$100,000	5	11%
Hotel/Resort- Property <i>Catering & Sales, Front Office, Revenue Management</i>	\$79,000	\$79,000	\$60,000 – \$98,000	3	7%
Real Estate /Financial Services	\$58,334	\$50,000	\$50,000 – \$75,000	3	7%
Other Consulting <i>Food & Beverage (3), Market Research</i>	\$78,750	\$70,000	\$65,000 – \$110,000	4	9%
Other: <i>Car Rental, Cruise Line, Higher Education, Luxury Travel Retail</i>	\$59,500	\$62,500	\$33,000 – \$80,000	4	9%

International Base Salaries

Mean	Median	Range	Mean of Relocation/Bonus
\$53,647	\$53,000	\$27,600 – \$80,000	\$5,350

- 59% of respondents' salaries are within the range of \$40,800 - \$72,000
- 39% of respondents reported receiving a relocation and/or signing bonus

International Base Salaries by Industry Segment

Industry Segment	Mean	Median	Range**	Number of Students	Percent Employed*
Hotel/Resort – Corporate <i>Revenue Management (4), Business Intelligence, Food & Beverage, Development, Project Management</i>	\$48,400	\$50,000	\$27,600 – \$80,000	8	18%
Hotel/Resort – Property <i>General Management (2), Quality Assurance, Revenue Management</i>	\$55,943	\$50,000	\$40,800 – \$70,000	4	9%
Other: <i>Consulting (2) Real Estate (2), E-Commerce, Restaurant</i>	\$60,000	\$67,000	\$30,000 – \$80,000	6	14%

* Percentages reflect the number of students who have accepted a position in the industry segment, whether or not a salary was reported.

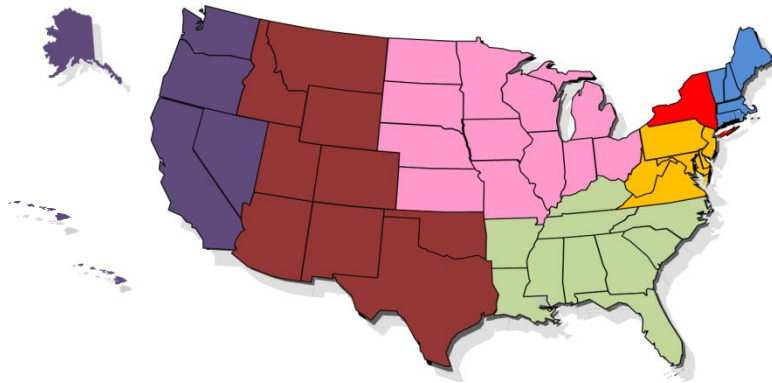
**Some U.S. and international salaries may include additional compensation such as commission and other bonuses

Numbers are based on 60 graduates, 49 respondents, and 44 job acceptances.

Salaries by Geographical Location

Location	Mean	Median	Range	Number of Students	Percent Employed
United States					
Mid Atlantic	\$75,500	\$80,000	\$39,500 – \$110,000	5	11%
New York Metro	\$62,000	\$60,000	\$50,000 – \$75,000	5	11%
West	\$53,060	\$42,000	\$33,000 – \$90,000	5	11%
Southeast	\$62,333	\$57,000	\$53,000 – \$77,000	4	9%
Southwest/West Central	\$50,000	N/A	N/A	2	5%
New England	\$75,000	N/A	N/A	2	5%
Upstate New York	\$39,000	N/A	N/A	2	5%
Midwest	\$75,000	N/A	N/A	1	2%
International	\$53,647	\$53,000	\$27,600 – \$80,000	18	41%

China (3), Hong Kong (2), India, Japan (2), Malaysia, Singapore (4), South Korea, Taiwan, Thailand (2), United Kingdom



2012 Class Profile

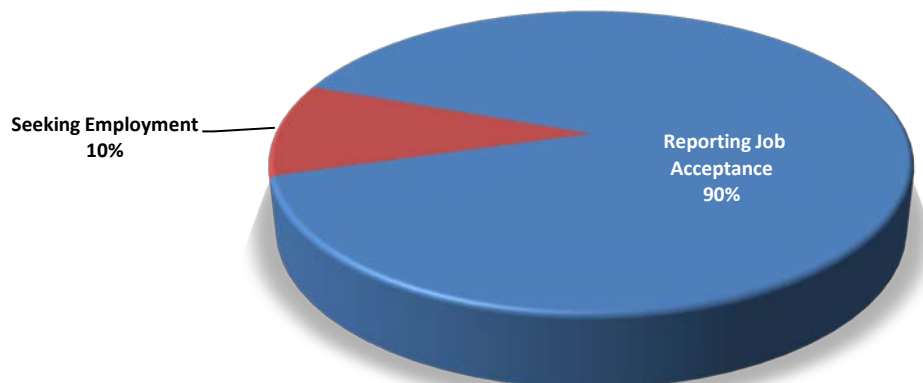
Number of Students	60
Average Age	28
Women	45%
Students of Color*	33%
International	42%

* Includes Asian American, African American, Hispanic, and Multi-Racial

Employment Status

	Percent of Respondents
Reporting Job Acceptance	90%
Seeking Employment	10%

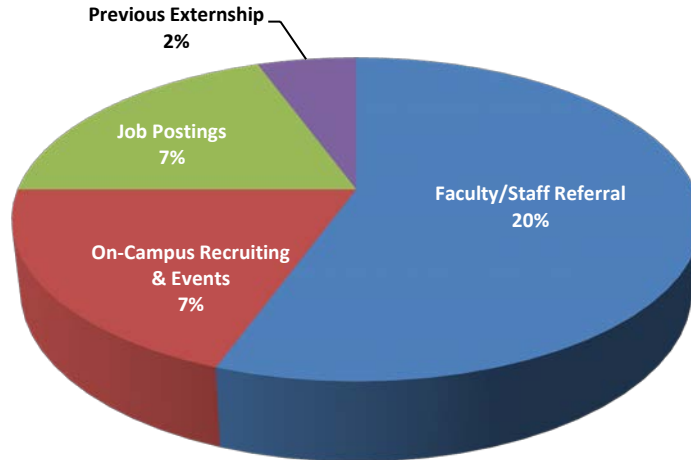
Employment Status



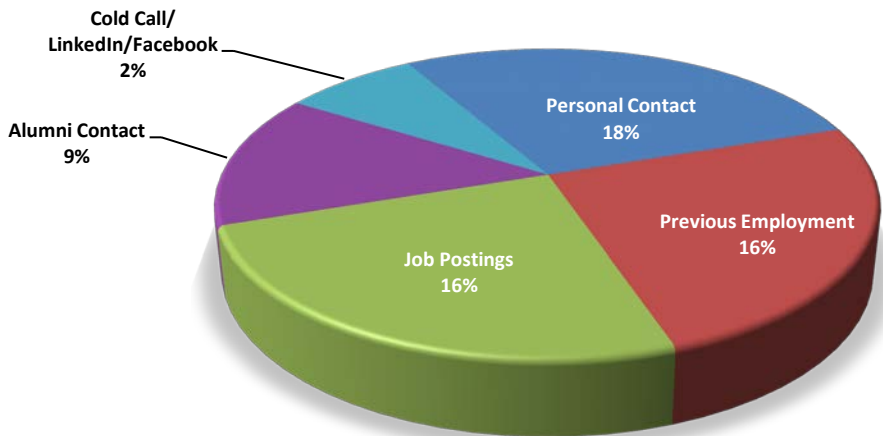
Source of Accepted Offers

Cornell Sources		Other Sources	
Faculty/Staff Referral	36%	Personal Contact	18%
On-Campus Recruiting & Events	7%	Previous Employment	16%
Job Postings	7%	Job Postings	16%
Previous Externship	2%	Alumni Contact	9%
		Cold Call / LinkedIn/Facebook	5%

Cornell Sources 36%



Other Sources 64%



Note: All statistics in this report are based on the students who responded to each section of the survey.

2012 Hiring Companies

AAPC Shanghai Co. Ltd.
Revenue Analyst- China

Accor
Business Analyst- Singapore

Avero, LLC
Client Operations Associate*

C9 Hotelworks
Assistant Vice President- Thailand

Carnival Cruise Lines
Manager, International Marketing

Chef Geoff's
Assistant Manager

Christian Vautier Le Concept
Operations Consultant

Cornell University, School of Hotel Administration
Teaching Support Specialist

Duty Free Shop
Management Trainee

East India Hotels Limited
Assistant Manager- India

Expedia
Associate Market Manager- Malaysia

Fairmont Raffles Hotels International
Leadership Development Participant

Far East Organization
Revenue & Inventory Manager-Singapore

Four Seasons Hotels & Resorts
Assistant Front Office Manager

Hanwha Hotels & Resorts
Director of Customer Service- South Korea

Hertz
Revenue Manager II

Hilton Worldwide
Cluster Revenue Manager-China

HotelAVE
Asset Management Analyst

Hyatt International
Team Leader- Japan

InterContinental Hotels Group
Financial Analyst
Manager, Revenue Management- China

Jean-Georges Management LLC
Manager in Training

Jones Lang LaSalle
Analyst

Las Vegas Sands
Premium Marketing Research Coordinator

Last One Standing, LLC
Manager

Les Amis
Assistant Manager- Singapore

Mapletree Investments Private Limited
Investment Manager- Singapore

Maritz Research
Senior Manager

Marriott International
Senior Manager- Hong Kong

Michels & Taylor Asset Management
Commercial Analyst- United Kingdom

National Restaurant Association
Business Development & Research Manager

Onyx Hospitality Group
Manager, Business Intelligence- Thailand

OSI Restaurant Partners
Manager in Training

Promontory Financial Service
Real Estate Analyst

R.M.S
Analyst- Japan

The Ritz-Carlton
Director of Group & Catering Sales

Royal Seasons Hotel
Special Assistant to Chairman- Taiwan

Sage Hospitality
Investment Analyst

Sino Group of Hotels
Project Coordination Manager-Hong Kong

Sofitel
Analyst

The Taco Truck
Marketing Manager

Waterford Hotel Group
Director of Development

Wokcano Restaurant Group
Director of Operations & Development

** More than one person accepted this position with this company*

P r o d u c e d b y

**Career Management in the Office of Student Services
School of Hotel Administration
Cornell University**

180 Statler Hall
Cornell University
Ithaca, NY 14853
p. (607) 255-6376
f. (607) 255-9540

www.hotelschool.cornell.edu
careermanagement@cornell.edu

