Consulting
Healthcare/Life Sciences | Management Consulting | Non-Profit/Government

Consumer Products

Education
Elementary/Secondary Education | Higher Education (including Research Labs) | Other

Engineering/Manufacturing
Aerospace | Computer Products - Hardware | Electronics/Robotics | Engineering | Manufacturing

Financial Services
Diversified Financial Services | Hedge Fund | Investment Banking/Brokerage | Investment Management/Counsel | Private Equity | Venture Capital

Government
Federal Government | State/Local Government | Other

Healthcare
Community/Public Health Center | Health Maintenance Organization | Hospital | Nursing Home/Long Term Care Facility | Private Practice

Marketing/Advertising/ Public Relations

Media/Journalism/Entertainment

Nonprofit
Cultural Institutions/Arts and Cultural Affairs | Public Interest/Advocacy | Social Services

Pharmaceuticals/Biotechnology

Real Estate/Construction

Retail/Wholesale

Sports/Hospitality/Food Service

Technology

Full-time Monthly Salaries
by Industry
by Job Function

Methodology

Career Services at the University of Pennsylvania annually surveys undergraduate students about their summer experiences. This report groups job & internship employers by industry in order to look at hiring timelines, offer methods, job titles, and monthly salaries.
SUMMER 2019 INDUSTRY REPORT

Consulting

Type of Work/Internship
133 responses

<table>
<thead>
<tr>
<th>Type of Internship</th>
<th>Rising Seniors</th>
<th>Rising Juniors</th>
<th>Rising Sophomores</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paid Full-time</td>
<td>99%</td>
<td>84%</td>
<td>60%</td>
</tr>
<tr>
<td>Paid Part-time</td>
<td>6%</td>
<td>6%</td>
<td>20%</td>
</tr>
<tr>
<td>Unpaid/Volunteer</td>
<td>6%</td>
<td>3%</td>
<td>8%</td>
</tr>
</tbody>
</table>

# of Students

- Rising Seniors: 76
- Rising Juniors: 32
- Rising Sophomores: 25

Average Monthly Salary
99 responses

- Paid Full-time: $4,881 (Avg. 48 Hours per Week)
- Paid Part-time: $941 (Avg. 22 Hours per Week)

Industry Breakdown
133 responses

Non-Profit/Government: 8%
Healthcare/Life Sciences: 8%
Other: 20%
Management Consulting: 65%

How They Heard About the Opportunity
132 responses

- Handshake: 19%
- On Campus Interviewing (OCI): 17%
- Contacts Outside of Penn: 17%
- Applied Directly: 12%
- Penn Professor/Staff/Alumni/etc.: 11%
- Online Job/Internship Site: 9%
- Other Career Services Resources: 6%
- Penn Sponsored Internship: 4%
- Previous Employer: 2%
- Other Penn Resource: 2%
- Other: 2%

When They Accepted Their Offer
131 responses

- 8% Before Aug
- 2% Sep
- 27% Oct
- 13% Nov
- 3% Dec
- 2% Jan
- 5% Feb
- 12% Mar
- 16% Apr
- 9% May
- 3% Jun or Later

Average Monthly Salary
99 responses

- Paid Full-time: $4,881 (Avg. 48 Hours per Week)
- Paid Part-time: $941 (Avg. 22 Hours per Week)

Industry Breakdown
133 responses

- Non-Profit/Government: 8%
- Healthcare/Life Sciences: 8%
- Other: 20%
- Management Consulting: 65%

How They Heard About the Opportunity
132 responses

- Handshake: 19%
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When They Accepted Their Offer
131 responses

- 8% Before Aug
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- 12% Mar
- 16% Apr
- 9% May
- 3% Jun or Later
SUMMER 2019 INDUSTRY REPORT

Consulting

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>95</td>
<td>$5,120</td>
<td>$180</td>
</tr>
<tr>
<td>Healthcare/Life Sciences</td>
<td>9</td>
<td>$5,000</td>
<td>$3,200</td>
</tr>
<tr>
<td>Management Consulting</td>
<td>68</td>
<td>$5,875</td>
<td>$180</td>
</tr>
<tr>
<td>Non-Profit/Government</td>
<td>5</td>
<td>$2,500</td>
<td>$2,300</td>
</tr>
<tr>
<td>Other</td>
<td>13</td>
<td>$2,975</td>
<td>$1,600</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

Accenture, Consulting Summer Analyst +
Accenture, Consulting Summer Analyst *
Accenture, Strategy Analyst +
Accenture, Strategy Intern +
Accenture, Strategy Summer Intern *
AgileThought, Team Planning and Strategy Intern ○
AT Kearney, Business Analyst +
AT Kearney, Summer Business Analyst +
Back Bay Life Science Advisors, Summer Analyst +
Back Bay Life Science Advisors, Summer Analyst *
Bain & Company, Associate Consultant Intern (6) +
Bates White, Summer Consultant +
Berkeley Research Group, Summer Associate +
Big Squeez, Team Member and Consultant ○
Blueprint Talent Group, Consultant Intern *
Booz Allen Hamilton, Intern ○
Boston Consulting Group (BCG), Associate +
Boston Consulting Group (BCG), Extern ○
Boston Consulting Group (BCG), Intern +
Boston Consulting Group (BCG), Research Analyst *
Boston Consulting Group (BCG), Summer Associate (10) +
Boston Consulting Group (BCG), Summer Associate (2) *
Boston Consulting Group (BCG), Summer Associate Consultant (2) +
CBPartners, Summer Analyst +
ClearView Healthcare Partners, Summer Analyst +
Codex Group - Book Intelligence, Strategy Analyst Intern +
Community Volunteers in Medicine, Pain Scribe ○
Compass Lexecon, Aviation Intern +
Conduent, Corporate Strategy Intern ○
Deloitte, Global Technology Services Intern *

Job Functions

132 responses

<table>
<thead>
<tr>
<th>Function</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting: Management/Strategy</td>
<td>63%</td>
</tr>
<tr>
<td>Consulting: Research</td>
<td>7%</td>
</tr>
<tr>
<td>Consulting: Technology</td>
<td>5%</td>
</tr>
<tr>
<td>Research: Other</td>
<td>4%</td>
</tr>
<tr>
<td>Business Development</td>
<td>3%</td>
</tr>
<tr>
<td>Finance: Investment Banking</td>
<td>2%</td>
</tr>
<tr>
<td>Marketing</td>
<td>2%</td>
</tr>
<tr>
<td>Data Analytics: Data Analytics</td>
<td>2%</td>
</tr>
<tr>
<td>Other</td>
<td>13%</td>
</tr>
</tbody>
</table>

74% were working in a consulting role.

* Rising Senior
+ Rising Junior
○ Rising Sophomore
Consulting

Employers & Job Titles

Deloitte, Intern +
Deloitte, Intern (2) ○
Deloitte, Summer Intern +
Deloitte, Summer Intern ○
Deloitte, Summer Scholar (3) +
Deloitte, Transfer Pricing Intern +
Econsult Solutions Inc., Research Assistant Intern *
El OpenLAB Consulting S.A.S., Summer Analyst & Researcher *
Emerton, Strategy Consulting Intern *
Epic Research LLC, Marketing Analyst +
EY, Intern *
EY, M&A Consulting Intern +
EY, Mergers & Acquisitions Consulting Intern +
EY, S&O Intern +
EY, Summer Associate +
EY, Summer Intern +
EY, Summer Intern *
EY, Summer M&A Consultant +
Finch Brands, Brand Strategy Intern +
Finch Brands, Marketing Consultant +
FTI Consulting, Data & Analytics Intern +
FTI Consulting, Strategic Communications Intern +
Gartner, Research Specialist Intern +
Glover Park Group, Intern ○
Howard Fischer Associates, Market Analyst +
ICS Consulting Inc., Data Analyst *
Keru, Marketing Intern (2) ○
Keru, Product Operations Intern (2) ○
KPMG, Corporate Finance Intern *
KPMG, Management Consulting Intern *
KPMG, Strategy Advisory Intern *
Latam Impact Program ○
Leadership Solutions Inc., Associate Consultant Intern *
Lewis & Ellis ○
Lynk Global, Client Solutions Research Analyst Intern *
McKinsey & Company, Business Analyst (2) +
McKinsey & Company, Business Analyst *
McKinsey & Company, Freshman Summer Business Analyst ○
McKinsey & Company, Summer Advanced Analytics Fellow +
McKinsey & Company, Summer Analyst ○
McKinsey & Company, Summer Business Analyst +
McKinsey & Company, Summer Business Analyst ○
Medialink, Consulting Intern +
Mercer, Multinational Clients Group M&A Intern *
Mercer, Strategic Partnerships and Research Platforms Intern *
MGT Consulting, Summer Analyst *
Navigant, Summer Associate +
Navigant Consulting, Engineering Team Intern +
NERA, Intern +
Oliver Wyman, Research Assistant *
Oliver Wyman, Summer Consultant (2) +
PricewaterhouseCoopers (PwC) ○
PricewaterhouseCoopers (PwC), Consulting Intern *
PricewaterhouseCoopers (PwC), Corporate Finance and Investment Banking Analyst ○
PricewaterhouseCoopers (PwC), Cybersecurity Consultant Intern +
PricewaterhouseCoopers (PwC), Intern +
PricewaterhouseCoopers (PwC), Technology Consulting (Data & Analytics) Intern +
PricewaterhouseCoopers (PwC), Technology Consulting Intern (2) +
Putnam Associates, Summer Associate Consultant +
Revelwood, IT Policy Intern ○
RWR Advisory, Research Analyst *
STG, Intern *
Strategic Results, Marketing Analyst *
Strategy&, Advance Intern +
Strategy&, Associate Intern +
Strategy&, Summer Associate (3) +
Strategy&, Summer Associate *
Strategy&, Summer Associate Intern +
Teneo, Summer Intern +
The Frost Group, Fundraising Intern ○
Veronica Perez & Associates, Summer Associate ○
Wunderman Thompson, Intern ○
Zeektek, Technical Sales and Recruiting Intern *
ZS Associates, Decision Analytics Associate Intern +
ZS Associates, Strategy and Insight Planning Associate Intern +
ZS Associates, Strategy Insights and Planning Associate +
ZS Associates, Strategy Insights and Planning Associate Intern *
SUMMER 2019 INDUSTRY REPORT

Consumer Products

Type of Work/Internship

38 responses

<table>
<thead>
<tr>
<th>Type of Student</th>
<th>Rising Seniors</th>
<th>Rising Juniors</th>
<th>Rising Sophomores</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paid</td>
<td>81%</td>
<td>78%</td>
<td>92%</td>
</tr>
<tr>
<td>Unpaid/Volunteer</td>
<td>13%</td>
<td>22%</td>
<td>8%</td>
</tr>
</tbody>
</table>

# of Students

<table>
<thead>
<tr>
<th># of Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rising Seniors: 16</td>
</tr>
<tr>
<td>Rising Juniors: 9</td>
</tr>
<tr>
<td>Rising Sophomores: 13</td>
</tr>
</tbody>
</table>

Average Monthly Salary

25 responses

$2,602

Avg. 41 Hours per Week

How They Heard About the Opportunity

38 responses

<table>
<thead>
<tr>
<th>How They Heard About the Opportunity</th>
<th>32%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contacts Outside of Penn</td>
<td></td>
</tr>
<tr>
<td>Applied Directly</td>
<td>18%</td>
</tr>
<tr>
<td>Online Job/Internship Site</td>
<td>18%</td>
</tr>
<tr>
<td>Handshake</td>
<td>16%</td>
</tr>
<tr>
<td>On Campus Interviewing (OCI)</td>
<td>5%</td>
</tr>
<tr>
<td>Penn Sponsored Internship</td>
<td>5%</td>
</tr>
<tr>
<td>Penn Professor/Staff/Alumni/etc.</td>
<td>3%</td>
</tr>
<tr>
<td>Previous Employer</td>
<td>3%</td>
</tr>
<tr>
<td>Other</td>
<td>0%</td>
</tr>
<tr>
<td>Other Career Services Resources</td>
<td>0%</td>
</tr>
<tr>
<td>Other Penn Resource</td>
<td>0%</td>
</tr>
</tbody>
</table>

When They Accepted Their Offer

38 responses

<table>
<thead>
<tr>
<th>When They Accepted Their Offer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before Aug</td>
</tr>
<tr>
<td>Sep</td>
</tr>
<tr>
<td>Oct</td>
</tr>
<tr>
<td>Nov</td>
</tr>
<tr>
<td>Dec</td>
</tr>
<tr>
<td>Jan</td>
</tr>
<tr>
<td>Feb</td>
</tr>
<tr>
<td>Mar</td>
</tr>
<tr>
<td>Apr</td>
</tr>
<tr>
<td>May</td>
</tr>
<tr>
<td>Jun or Later</td>
</tr>
</tbody>
</table>
**SUMMER 2019 INDUSTRY REPORT**

**Consumer Products**

**Full-Time Monthly Salaries by Industry**

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumer Products</td>
<td>25</td>
<td>$2,720</td>
<td>$100</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$5,760</td>
<td></td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.*

**Employers & Job Titles**

- **Amway**, Cosmetics Process Engineering Intern *
- **Anheuser Busch**, Global Management Trainee Intern *
- **Colgate Palmolive**, Intern ○
- **Colgate Palmolive Pakistan**, Intern ○
- **Compañía Cervecería de Nicaragua**, Research Analyst *
- **Consumer Reports**, Privacy Testing Intern *
- **Curology**, Quantitative Marketing Intern +
- **DAP**, Digital Marketing Intern *
- **Digger Specialties**, Powder Coating Booth Operator ○
- **Edrington**, Marketing Intern *
- **Framy**, Social Media and Marketing Intern ○
- **Fully**, Systems Intern ○
- **Jessies of Linwood**, Barista ○
- **Leland Mercantile** ○
- **L’Oreal**, Intern +
- **L’Oreal**, Marketing Intern +
- **MatchaBar**, Marketing Intern +
- **Montaro**, Intern ○
- **Nordstrom**, Sales Associate ○
- **PepsiCo**, Global Strategy Intern +
- **PepsiCo**, Intern *
- **PepsiCo**, Marketing Intern (2) +
- **Procter & Gamble**, Sales Account Executive Intern +
- **Publishers Clearing House**, E-commerce Intern +
- **Purolite**, Marketing Intern +
- **Reckitt Benckiser**, Sales Analyst *
- **Shahi Exports**, Intern *
- **Shahi Exports**, Organizational Development Intern ○
- **Sonos, Inc**, Research Intern +
- **SPC Group**, Product Coordination Intern ○
- **The Hain Celestial Group**, Brand Management Intern +
- **The Hershey Company**, Data Engineering Intern *
- **The Hershey Company**, Global Customs and Trade Compliance Intern ○
- **The J.M. Smucker Company**, Data Science Intern +
- **The Kraft Heinz Company**, Corporate Management Intern *
- **Under Armour**, Intern +
- **Vita Coco**, Marketing Intern ○

**Job Functions**

36 responses

- Marketing: 44%
- Sales: 8%
- Consulting; Management/Strategy: 6%
- Data Analytics: Data Science: 6%
- Product/Brand Management: 6%
- Web Design/Development: 6%
- Business Development: 3%
- Data Analytics: Data Analytics: 3%
- Market Research: 3%
- Product Design/Development: 3%
- Research & Development: 3%
- Restaurant/Food Services: 3%
- Social Media: 3%
- Software Development/Engineering: 3%
- Testing/Quality/Evaluation: 3%
**Education**

### Type of Work/Internship

450 responses

- Rising Seniors: 68% Paid, 17% Unpaid, 8% Other, 7% Handshake
- Rising Juniors: 77% Paid, 18% Unpaid, 1% Other, 1% Handshake
- Rising Sophomores: 72% Paid, 19% Unpaid, 7% Other, 7% Handshake

### Average Monthly Salary

225 responses

- **Paid Full-time ($1,688)**: Avg. 38 Hours per Week
- **Paid Part-time ($894)**: Avg. 21 Hours per Week

### Industry Breakdown

460 responses

- Higher Education - Research Lab, 61%
- Higher Education - Non-Research, 21%
- Other, 9%
- Elementary/Secondary Education, 9%

### How They Heard About the Opportunity

446 responses

- Penn Professor/Staff/Alumni/etc.: 30%
- Other Penn Resource: 16%
- Penn Sponsored Internship: 15%
- Applied Directly: 15%
- Contacts Outside of Penn: 8%
- Previous Employer: 5%
- Online Job/Internship Site: 5%
- Handshake: 3%
- Other Career Services Resources: 2%
- Other: 1%
- On Campus Interviewing (OCI): 0%

### When They Accepted Their Offer

451 responses

- Before Aug: 12%
- Sep: 0.4%
- Oct: 0.4%
- Nov: 1%
- Dec: 1%
- Jan: 4%
- Feb: 7%
- Mar: 25%
- Apr: 28%
- May: 17%
- Jun or Later: 4%
SUMMER 2019 INDUSTRY REPORT

Education

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Education</td>
<td>162</td>
<td>$1,610</td>
<td>$300</td>
</tr>
<tr>
<td>Elementary/Secondary Education</td>
<td>19</td>
<td>$1,500</td>
<td>$350</td>
</tr>
<tr>
<td>Higher Education - Non-Research</td>
<td>26</td>
<td>$1,925</td>
<td>$1,000</td>
</tr>
<tr>
<td>Higher Education - Research Lab</td>
<td>102</td>
<td>$1,600</td>
<td>$300</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

Academica, Special Projects Associate ○
ACLE, Trainee Tutor +
American University of Beirut, Arabic Teaching Assistant +
Arab American Family Center, Teacher +
Architected Materials Laboratory, Undergraduate Researcher ○
Association of American Medical Colleges, Medical School Operations Intern ○
BBYO, Leadership Development Staff ○
Berkeley Academy, Teacher *
Boyce Thompson Institute, Research Intern *
Breakthrough Collaborative, Teaching Fellow *
Breakthrough Collaborative, Teaching Fellow ○
Breakthrough Miami, Teaching Fellow *
Caltech, SURF Fellow +
CDF Freedom School, Servant Leader Intern ○
Center for the Study of Neuroeconomics at George Mason University, Research Assistant +
Changing Brain Lab, Research Assistant ○
Child Language Lab- New York University, Research Intern *
China Folk House, Intern ○
Cold Spring Harbor Laboratory, Course Aide *
Computational Memory Lab, Data Scientist *
Consortium for Policy Research in Education, Research Assistant +
Copenhagen Business School, Research Assistant ○
Cremins Lab, Undergraduate Researcher *
CURENT, University of Tennessee, Knoxville, REU Participant *
Daldal Laboratories, Lab Assistant ○
Developing Minds Lab, Research Assistant *
Developing Minds Lab, Research Assistant *
Developing Minds Lab, Research Assistant ○
Discovery Daycare, Daycare Teacher ○
Dr. Julia Gray, Shira Pindyck, Research Assistant ○

Job Functions

440 responses

- Research: Other 28%
- Research: Biomedical Teaching 21%
- Research: Economics Administration 10%
- Research: Clinical 5%
- Coaching/Tutoring 4%
- Research: Energy/Environmental Software Development/Engineering 3%
- Program Planning 3%
- Data Analytics: Data Science Policy/Analysis 2%
- Data Analytics: Data Science 2%
- Research & Development Counseling 1%
- Management 1%
- Museum/Art Gallery/Curatorial 1%
- Consulting: Research Web Design/Development 1%
- Business Development 1%
- Graphic Design 1%
- Other 5%

60% were working in a research role.
SUMMER 2019 INDUSTRY REPORT

Education

Employers & Job Titles

Early Learning Center, Assistant Teacher *
Eden Lab, Research Assistant +
Eden Lab, Research Assistant *
Educapaz, Research Intern *
Elitespath, Intern/Mentor *
Engineering for Kids, Instructor *
Erasmus University, Research Assistant +
ESAP, Residential Teaching Assistant *
Etonkids Educational Group, Summer Intern *
Fang-Yen Lab, Research Assistant *
Fox Chapel Area School District, STEAM Curriculum Project Director *
Free Library of Philadelphia, Work-Study *
Galapagos Education and Research Alliance, Undergraduate Researcher *
GenHERation, Marketing Manager *
Georgetown University Medical Center, Data Analysis and Marketing Intern *
Georgia Institute of Technology, Research Assistant *
Girls Who Code, Teaching Assistant *
Hao Shen Lab, Student Research Assistant *
Harvard University, Summer Intern *
Hickory Hill Swim & Tennis Club, Coach/Lesson Instructor *
iD Tech, Instructor (3) *
IESE Business School, Summer Intern *
iGEM/Penn Engineering, Engineer *
Indiana University School of Medicine-Medical Scientist Training Program, Research Assistant/Undergraduate Researcher *
Ivy Labs, Writing Specialist *
JEI Learning Center, Teaching Assistant *
JKCP, Residential Teaching Assistant *
Kelly Writers House, Summer Workshop Student Intern *
Kineo, Business Analyst *
Kinney Center for Autism Education and Support, Scholar *
Kumon, Teacher/Grader *
Laboratory of Dr. Robert Wunderheide, Undergraduate Research Assistant *
LDI, Health Policy Intern +
Leadership in the Business World, Residential Teaching Assistant (2) *
Leap Skills, Intern *
Leap Skills, Intern *
Learning Policy Institute, Communications/Policy and Research Intern *
Linguistic Data Consortium, Administrative Assistant *
Makuu College Impact Program, Curriculum Curator/Mentor *
McKay Orthopedic Research Center, Research Assistant *
Meadowbrook Country Day Camp, Lifeguard/Lake Specialist *
Montshire Museum of Science, Exhibits Intern *
MSE Communications Department, Communications Intern *
Museum Library, Library Student Associate *
National Constitution Center, Education Department Intern *
National Institute of Public Finance and Policy, Technology Policy Research Intern *
National University of Singapore, Research Assistant *
National University of Singapore, Research Intern *
New Student Orientation & Academic Initiatives, NSO Team Coordinator *
New Student Orientation & Academic Initiatives, Team Coordinator *
Noodle Partners, Technical Project Management Intern *
Northeast Charter Schools Network, Policy Intern *
OGR, Project Manager *
Paraclete, Assistant Teacher *
Penn Medicine - Bartolomei Lab, Research Assistant *
Penn Medicine - Microbiology, Undergraduate Researcher *
Penn Medicine - Riley Lab, Research Assistant *
Penn Medicine - Riley Lab, Undergraduate Researcher *
Philadelphia Urban Missions Program, Coordinator *
Platt Laboratory, Research Assistant *
Plaza Child Care, Teaching Assistant *
Porf. Dan Hopkins, Research Assistant *
Practice Makes Perfect, Teaching Fellow *
Psychology Lab, Research Assistant *
Ramah in the Rockies, Programme *
Renmin University of China, Research Assistant *
Risbud Laboratory, Thomas Jefferson University, Research Intern/Assistant *
Ruscio Lab, Research Assistant *
RWTH Aachen University, Research Assistant *
Sage Corps, Fellowship *
Sand Tots Nursery School, Assistant *
School District of Philadelphia, Data Quality Intern *
School District of Philadelphia, Data Analysis Intern *
Science Workshop, Intern *
Scripps Institution of Oceanography, Student Researcher *
Scripps Institution of Oceanography, Summer Researcher *
SFRS, Financial Aid Advisor *
Singapore Management University, Social Media Intern *
Skoolio, Business Development Intern *
Smilow Center for Translational Research, Research Assistant (2) *
## Education

### Employers & Job Titles

<table>
<thead>
<tr>
<th>University of Pennsylvania, Smilow Center for Translational Research</th>
<th>Researcher</th>
</tr>
</thead>
<tbody>
<tr>
<td>St. Joseph’s Services, Adult Literacy Teacher</td>
<td>+</td>
</tr>
<tr>
<td>St. Mary’s Nursery School, Teacher</td>
<td></td>
</tr>
<tr>
<td>Stanford University, Lab Intern</td>
<td></td>
</tr>
<tr>
<td>Steppingstone Scholars, Teacher</td>
<td>*</td>
</tr>
<tr>
<td>Success Academy Charter Schools, Training Services Intern</td>
<td>*</td>
</tr>
<tr>
<td>Summer at AIS, Student Worker/Counselor</td>
<td></td>
</tr>
<tr>
<td>Teach For America, Operations Associate</td>
<td></td>
</tr>
<tr>
<td>Texas A&amp;M University, Research Assistant</td>
<td></td>
</tr>
<tr>
<td>The Princeton Review, Course Instructor</td>
<td>*</td>
</tr>
<tr>
<td>The Rockefeller University, Undergraduate Researcher through Summer Undergraduate Research Fellowship (SURF) program</td>
<td></td>
</tr>
<tr>
<td>Trinity College Dublin via GRIP, Research Intern</td>
<td>+</td>
</tr>
<tr>
<td>University of Chicago – Chicago Project on Security and Threats, Data Research Assistant</td>
<td></td>
</tr>
<tr>
<td>University of Maryland School of Medicine, Research Assistant</td>
<td>+</td>
</tr>
<tr>
<td>University of Minho, Legal Research Assistant</td>
<td></td>
</tr>
<tr>
<td>University of Oklahoma, Intern</td>
<td>+</td>
</tr>
<tr>
<td>University of Oklahoma, Research Assistant</td>
<td>*</td>
</tr>
<tr>
<td>University of Pennsylvania, Research Assistant</td>
<td></td>
</tr>
</tbody>
</table>
| University of Pennsylvania, Assistant Researcher | *
| University of Pennsylvania, Chemical Engineering Researcher | + |
| University of Pennsylvania, Coach | + |
| University of Pennsylvania, Coordinator | + |
| University of Pennsylvania, Intern | * |
| University of Pennsylvania, Intern (2) | 
| University of Pennsylvania, Office Assistant | 
| University of Pennsylvania, PURM Research Assistant | * |
| University of Pennsylvania, Rachleff Scholar Research Assistant | * |
| University of Pennsylvania, Rachleff Scholars Program Intern | * |
| University of Pennsylvania, Research Assistant (8) | + |
| University of Pennsylvania, Research Assistant (21) | * |
| University of Pennsylvania, Research Assistant (28) | 
| University of Pennsylvania, Research Assistant, Course Development Assistant | + |
| University of Pennsylvania, Research Assistant/Machine Lab Assistant | + |
| University of Pennsylvania, Research Assistant | 
| University of Pennsylvania, Research Coordinator | + |
| University of Pennsylvania, Research Fellow | + |
| University of Pennsylvania, Research Fellow (2) | * |
| University of Pennsylvania, Research Intern | + |
| University of Pennsylvania - Bonini Lab, Student Research Assistant | 
| University of Pennsylvania, Research Intern | *
| University of Pennsylvania, Research Intern (2) | 
| University of Pennsylvania, Research Student | 
| University of Pennsylvania, Research Undergrad | 
| University of Pennsylvania, Researcher | + |
| University of Pennsylvania, Researcher * |
| University of Pennsylvania, Residential Teaching Assistant (4) | 
| University of Pennsylvania, RTA | *
| University of Pennsylvania, SEM Trainer | 
| University of Pennsylvania, Software Engineering Research Assistant | 
| University of Pennsylvania, Student Researcher (2) | *
| University of Pennsylvania, Student Researcher | 
| University of Pennsylvania, Student Runner | 
| University of Pennsylvania, Summer Research Intern | + |
| University of Pennsylvania, Summer Research Intern | * |
| University of Pennsylvania, Undergraduate Research Assistant (2) | *
| University of Pennsylvania, Undergraduate Research Assistant (2) | 
| University of Pennsylvania, Undergraduate Research Fellow | 
| University of Pennsylvania, Undergraduate Researcher (3) | * |
| University of Pennsylvania, Undergraduate Researcher (4) | 
| University of Pennsylvania, Undergraduate Sustainability Intern | + |
| University of Pennsylvania, Visual Studies Summer Intern | 
| University of Pennsylvania - Annenberg Public Policy Center, CHAMP Media Coder | * |
| University of Pennsylvania - Annenberg Public Policy Center, Researcher | 
| University of Pennsylvania - Annenberg School for Communication, Undergraduate Research Assistant | 
| University of Pennsylvania - Annenberg School for Communication Library, Metadata Assistant | *
| University of Pennsylvania - Betley Lab, Neuroscience Undergraduate Researcher | 
| University of Pennsylvania - Bioengineering Department, Research Partner | + |
| University of Pennsylvania - Biology Department, Undergraduate Researcher | * |
| University of Pennsylvania - Bonini Lab, Research Assistant | *
| University of Pennsylvania - Career Services, Career Services Work Study | 
| University of Pennsylvania - Brannon Lab, Researcher | *
| University of Pennsylvania - Center for Neurobiology and Behavior (Penn Medicine), Research Assistant | + |
Education

Employers & Job Titles

University of Pennsylvania - Center for Neurobiology and Behavior (Penn Medicine), Research Assistant ○
University of Pennsylvania - Center for Neuroengineering and Therapeutics, Research Assistant +
University of Pennsylvania - Center for Neuroengineering and Therapeutics, Research Assistant ○
University of Pennsylvania - Center for Neuroengineering and Therapeutics, Student Researcher *
University of Pennsylvania - Center for Neurmodulation for Depression and Stress, Research Assistant *
University of Pennsylvania - Center for Public Health Initiatives, Research Assistant *
University of Pennsylvania - Center for Weight and Eating Disorders, Research Assistant *
University of Pennsylvania - Chemistry Department, Undergraduate Researcher *
University of Pennsylvania - Chemistry Department, Rappe Group, Undergraduate Researcher *
University of Pennsylvania - Civic House ○
University of Pennsylvania - Civic House, Program Director +
University of Pennsylvania - Cultural Evolution of Language Lab, Lab Manager and Researcher *
University of Pennsylvania - CURF, Research Assistant ○
University of Pennsylvania - CURF, Research Assistant (Data Analytics) ○
University of Pennsylvania - Department of Biostatistics and Epidemiology, Research Assistant +
University of Pennsylvania - Department of Dermatology/Ophthalmology, Undergraduate Researcher ○
University of Pennsylvania - Department of Earth and Environmental Science, Hayden Fellow ○
University of Pennsylvania - Department of History, Research Assistant *
University of Pennsylvania - Department of New Student Orientation, Orientation Coordinator *
University of Pennsylvania - Department of Physics, Research Assistant ○
University of Pennsylvania - Department of Physics and Astronomy, Student Researcher +
University of Pennsylvania - Department of Psychology, Accounting Intern *
University of Pennsylvania - Distributed Systems Laboratory, Research Intern ○
University of Pennsylvania - Electronic Photonic Microsystems Lab, Undergraduate Researcher *
University of Pennsylvania - Engineering Summer Academy at Penn, Residential Teaching Assistant +
University of Pennsylvania - Engineering Summer Academy at Penn, Residential Teaching Assistant (3) ○
University of Pennsylvania - FengLab, Research Assistant +
University of Pennsylvania - GRASP Lab, Research Assistant ○
University of Pennsylvania - GRASP Lab, Undergraduate Researcher +
University of Pennsylvania - GRIP, Intern *
University of Pennsylvania - GRIP, Research Assistant ○
University of Pennsylvania - GRIP Science Workshops HK, Teacher / Facilitator ○
University of Pennsylvania - Hayes Lab, Research Assistant *
University of Pennsylvania - High Energy Physics Department, AIT-WATCHMAN Collaboration Research Assistant *
University of Pennsylvania - High Energy Physics Department, Research Assistant *
University of Pennsylvania - Hospitality Services, Guest Services Attendant *
University of Pennsylvania - Hospitality Services, Intern ○
University of Pennsylvania - Hospitality Services, Operations Employee ○
University of Pennsylvania - Kelly Writers House, Web Master ○
University of Pennsylvania - Knowledge@Wharton High School, Administrative Assistant ○
University of Pennsylvania - Knowledge@Wharton High School, Residential Advisor and Teaching Assistant ○
University of Pennsylvania - Knowledge@Wharton High School, Teaching Assistant & Residential Advisor ○
University of Pennsylvania - Knowledge@Wharton High School, Teaching Assistant/Resident Assistant ○
University of Pennsylvania - Law School, Research Assistant ○
### Education

#### Employers & Job Titles

| University of Pennsylvania - Law School | Research Assistant |
| University of Pennsylvania - Legal Studies Department | Research Assistant |
| University of Pennsylvania - Leonard Davis Institute of Health Economics | + |
| University of Pennsylvania - Leonard Davis Institute of Health Economics, SUMR Program | SUMR Scholar |
| University of Pennsylvania - Leonard Davis Institute of Health Economics, SUMR Program | Research Assistant/Research Mentee |
| University of Pennsylvania - Life Sciences Business Office | Office Assistant |
| University of Pennsylvania - Linguistics Department | Illustrator |
| University of Pennsylvania - Maillard Lab | Research Assistant |
| University of Pennsylvania - Mechanical Engineering Labs | Lab Technician |
| University of Pennsylvania - Med School Luo Lab | Undergraduate Researcher |
| University of Pennsylvania - Medical School | Research Assistant |
| University of Pennsylvania - Microbiology Department | Researcher |
| University of Pennsylvania - ModLab | Research Assistant |
| University of Pennsylvania - ModLab | Research Assistant |
| University of Pennsylvania - Nanocivan Archaeological Project | Student Research Assistant |
| University of Pennsylvania - Netter Center for Community Partnerships | |
| University of Pennsylvania - Netter Center for Community Partnerships, 1st/2nd Grade Instructor | |
| University of Pennsylvania - Netter Center for Community Partnerships, Coordinator | |
| University of Pennsylvania - Netter Center for Community Partnerships, Intern (2) | |
| University of Pennsylvania - Netter Center for Community Partnerships, Penn Program for Public Service Intern | |
| University of Pennsylvania - Netter Center for Community Partnerships, PPPS Intern | |
| University of Pennsylvania - Netter Center for Community Partnerships, Summer Associate | |
| University of Pennsylvania - Netter Center for Community Partnerships, Summer Intern | |
| University of Pennsylvania - Netter Center for Community Partnerships, UACS Summer Associate | |
| University of Pennsylvania - Neuroscience Research, Dani Lab | Lab Assistant |
| University of Pennsylvania - Office of New Student Orientation and Academic Initiatives | NSOAI Team Coordinator |
| University of Pennsylvania - Office of the President, Summer Intern | |
| University of Pennsylvania - Office of Undergraduate Admissions, Admissions Assistant | |
| University of Pennsylvania - Parkinson’s Disease and Movement Disorders Center | Intern / Clinical Research Assistant |
| University of Pennsylvania - Penn Admissions, Admissions Officer Assistant | |
| University of Pennsylvania - Penn Admissions, Admissions Visitor Center Worker | |
| University of Pennsylvania - Penn Admissions, AVC Front Desk Worker | |
| University of Pennsylvania - Penn Admissions, Tour Guide | |
| University of Pennsylvania - Penn Biology | Research Assistant |
| University of Pennsylvania - Penn Center for Sleep | Undergraduate Researcher |
| University of Pennsylvania - Penn Dental | Research Assistant |
| University of Pennsylvania - Penn Dental Medicine | Research Assistant |
| University of Pennsylvania - Penn Design | Research Assistant |
| University of Pennsylvania - Penn English Language Programs | Program Assistant |
| University of Pennsylvania - Penn Genetics | Research Assistant |
| University of Pennsylvania - Penn Hillel | Work Study Student |
| University of Pennsylvania - Penn Hospitality Services, Guess Services Manager | |
| University of Pennsylvania - Penn Hospitality Services | Information Technology Advisor |
| University of Pennsylvania - Penn Law | Research Assistant |
SUMMER 2019 INDUSTRY REPORT

Education

Employers & Job Titles

University of Pennsylvania - Penn Law, Research Assistant ○
University of Pennsylvania - Penn Libraries, Project Manager *
University of Pennsylvania - Penn Press, Business/Acquisitions Intern *
University of Pennsylvania - Penn Program for Opinion Research and Election Studies (PORES), Fox-PORES Fellow *
University of Pennsylvania - Penn Program for Opinion Research and Election Studies (PORES), PORES Summer Fellow +
University of Pennsylvania - Penn Program for Opinion Research and Election Studies (PORES), Research Assistant ○
University of Pennsylvania - Penn Program for Opinion Research and Election Studies (PORES), Student Fellow ○
University of Pennsylvania - Penn Program for Opinion Research and Election Studies (PORES), Summer Fellow *
University of Pennsylvania - Penn Program for Opinion Research and Election Studies (PORES), Undergraduate Research Assistant ○
University of Pennsylvania - Penn Program on Regulation, Research Assistant *
University of Pennsylvania - Penn Radiology, Student Researcher +
University of Pennsylvania - Penn Rehabilitation Robotics, Research Assistant *
University of Pennsylvania - Penn Residential & Hospitality Services, Building Operations Intern ○
University of Pennsylvania - Penn Student Design, Graphic Designer/Web Developer *
University of Pennsylvania - Penn Tennis Center, Front Desk Assistant *
University of Pennsylvania - Penn Undergraduate Research Mentoring Program (PURM), Clinical Research Intern *
University of Pennsylvania - Penn Undergraduate Research Mentoring Program (PURM), Independent Researcher ○
University of Pennsylvania - Penn Undergraduate Research Mentoring Program (PURM), Intern ○
University of Pennsylvania - Penn Undergraduate Research Mentoring Program (PURM), Research Assistant (4) *
University of Pennsylvania - Penn Undergraduate Research Mentoring Program (PURM), Research Assistant (10) ○
University of Pennsylvania - Penn Undergraduate Research Mentoring Program (PURM), Researcher ○
University of Pennsylvania - Penn Undergraduate Research Mentoring Program (PURM), Student Researcher ○
University of Pennsylvania - Penn Undergraduate Research Mentoring Program (PURM), Summer Research Assistant *
University of Pennsylvania - Penn Undergraduate Research Mentoring Program (PURM), Undergraduate Researcher ○
University of Pennsylvania - Penn Vet, Lab Technician *
University of Pennsylvania - Penn Vet, Research Assistant ○
University of Pennsylvania - Penn Vet Working Dog Center, Research Intern ○
University of Pennsylvania - Penn Wharton Budget Model, Intern ○
University of Pennsylvania - Penn Wharton Budget Model, Research Assistant ○
University of Pennsylvania - PennCAP, Peer Mentor *
University of Pennsylvania - PennCAP, Peer Mentor (3) ○
University of Pennsylvania - PennCAP, Senior Peer Mentor +
University of Pennsylvania - Perelman School of Medicine *
University of Pennsylvania - Perelman School of Medicine, Lab Assistant ○
University of Pennsylvania - Perelman School of Medicine, Regulatory Compliance Assistant *
University of Pennsylvania - Perelman School of Medicine, Research Assistant (2) +
University of Pennsylvania - Perelman School of Medicine, Research Assistant (4) *
University of Pennsylvania - Perelman School of Medicine, Research Assistant (2) ○
University of Pennsylvania - Perelman School of Medicine, Researcher +
University of Pennsylvania - Perelman School of Medicine, Undergraduate Research Assistant +
University of Pennsylvania - Perelman School of Medicine, Undergraduate Researcher *
University of Pennsylvania - Perelman School of Medicine - Department of Biostatistics, Epidemiology, & Informatics, Summer Researcher *
University of Pennsylvania - Perelman School of Medicine - Department of Neuroscience, Song/Ming Lab, Undergraduate Research Assistant ○
University of Pennsylvania - Perelman School of Medicine - Department of Pathology and Laboratory Medicine, Research Assistant +
### Education

#### Employers & Job Titles

<table>
<thead>
<tr>
<th>Employer / School</th>
<th>Department / Program</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>University of Pennsylvania - Perelman School of Medicine</td>
<td>Department of Radiology Research</td>
<td>Research Assistant *</td>
</tr>
<tr>
<td>University of Pennsylvania - Perelman School of Medicine</td>
<td>Departments of Psychiatry and Genetics</td>
<td>Research Assistant *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Perry World House</td>
<td>Program Assistant +</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Positive Psychology Center</td>
<td>Project Leader *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>PRECISE Center</td>
<td>Research Assistant +</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Provost Nursing Summer Mentorship Program</td>
<td>Nursing SMP Coordinator +</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Psychology Department</td>
<td>Research Assistant +</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Psychology Department</td>
<td>Research Assistant *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Psychology Department</td>
<td>Research Assistant ○</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Public Health/Behavioral Economics Lab</td>
<td>Research Assistant ○</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Rachleff Scholars</td>
<td>Summer Research Scholar *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Residential Services</td>
<td>Building Operations Intern - Head Move-In Coordinator ○</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Sankofa Farm and the Sociology Department</td>
<td>Farm Fellow/Research Assistant ○</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>School of Social Policy and Practice</td>
<td>Research Assistant +</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>School of Veterinary Medicine</td>
<td>Research Assistant +</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Sediment Dynamics Lab</td>
<td>Research Assistant *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Student Health</td>
<td>Graphic Designer *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Vagelos MLS</td>
<td>Undergraduate Researcher *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Van Pelt Library</td>
<td>Circulation Desk Employee ○</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Van Pelt Library</td>
<td>Stacks Worker ○</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>VIPER</td>
<td>Research Assistant (2) *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>VIPER, Vojvodic Lab, CBE Department</td>
<td>Research Assistant ○</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton Accounting Department</td>
<td>Research Assistant *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton Behavioral Lab</td>
<td>Research Assistant +</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton Finance and Bepp</td>
<td>Research Assistant *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton Impact Venture Association</td>
<td>Summer Associate +</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton School</td>
<td>Moneyball RTA *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton School</td>
<td>PURM Research Assistant ○</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton School</td>
<td>Research Assistant +</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton School</td>
<td>Research Assistant (2) *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton School</td>
<td>Research Assistant (2) ○</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton School</td>
<td>TA *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton Small Business Development Center</td>
<td>Client Services Assistant *</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton Social Impact Research Experience (SIRE)</td>
<td>Research Assistant ○</td>
</tr>
<tr>
<td>University of Pennsylvania</td>
<td>Wharton Student Support</td>
<td>Computer Help Desk Assistant ○</td>
</tr>
<tr>
<td>University of Texas at El Paso</td>
<td>Nuclear and Surface Physics Laboratory</td>
<td>Undergraduate Research Assistant ○</td>
</tr>
<tr>
<td>University of Tokyo</td>
<td></td>
<td>Research Intern ○</td>
</tr>
<tr>
<td>VA Medical Center</td>
<td></td>
<td>Research Assistant ○</td>
</tr>
<tr>
<td>Wellem Lab</td>
<td></td>
<td>Research Assistant *</td>
</tr>
<tr>
<td>William Penn Charter School</td>
<td></td>
<td>Head Counselor ○</td>
</tr>
<tr>
<td>Wistar Institute</td>
<td></td>
<td>Research Assistant +</td>
</tr>
<tr>
<td>Yale Research Initiative on Innovation and Scale</td>
<td></td>
<td>Research Assistant +</td>
</tr>
<tr>
<td>Yale University</td>
<td></td>
<td>Research Assistant *</td>
</tr>
</tbody>
</table>

* Rising Senior
○ Rising Sophomore
* Rising Junior

SUMMER 2019 INDUSTRY REPORT

Engineering/Manufacturing

**Type of Work/Internship**

49 responses

<table>
<thead>
<tr>
<th>Type of Work/Internship</th>
<th>Paid Full-time</th>
<th>Paid Part-time</th>
<th>Unpaid/ Volunteer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rising Seniors</td>
<td>90%</td>
<td>10%</td>
<td></td>
</tr>
<tr>
<td>Rising Juniors</td>
<td>90%</td>
<td>10%</td>
<td></td>
</tr>
<tr>
<td>Rising Sophomores</td>
<td>84%</td>
<td>16%</td>
<td></td>
</tr>
</tbody>
</table>

**Average Monthly Salary**

34 responses

$1,719

Avg. 41 Hours per Week

Too few responses to report

Avg. 23 Hours per Week

**Industry Breakdown**

49 responses

- Computer Products - Hardware, 6%
- Electronics/Robotics, 24%
- Manufacturing - Other, 35%
- Aerospace, 24%
- Automotive, 10%

**How They Heard About the Opportunity**

48 responses

- Contacts Outside of Penn: 42%
- Online Job/Internship Site: 19%
- Applied Directly: 17%
- Penn Professor/Staff/Alumni/etc.: 8%
- On Campus Interviewing (OCI): 6%
- Handshake: 2%
- Other Career Services Resources: 2%
- Other Penn Resource: 2%
- Penn Sponsored Internship: 0%
- Previous Employer: 0%

**When They Accepted Their Offer**

49 responses

- Before Aug: 6%
- Sep: 6%
- Oct: 6%
- Nov: 4%
- Dec: 12%
- Jan: 10%
- Feb: 16%
- Mar: 24%
- Apr: 12%
- May: 8%
- Jun or Later: 0%
Engineering/Manufacturing

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engineering/Manufacturing</td>
<td>34</td>
<td>$2,540</td>
<td>$300</td>
</tr>
<tr>
<td>Aerospace</td>
<td>9</td>
<td>$3,967</td>
<td>$2,500</td>
</tr>
<tr>
<td>Automotive</td>
<td>3</td>
<td>$2,400</td>
<td>$1,300</td>
</tr>
<tr>
<td>Computer Products - Hardware</td>
<td>1</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Electronics/Robotics</td>
<td>7</td>
<td>$3,000</td>
<td>$700</td>
</tr>
<tr>
<td>Manufacturing - Other</td>
<td>14</td>
<td>$2,120</td>
<td>$300</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

- Amsted Rail, Finance Intern *
- Andium, Full Stack Software Engineering Intern +
- Asia Symbol Pulp & Paper Co., Ltd, LEAN Supply Chain Intern +
- BMW Manufacturing Co., Tool Design Intern *
- Boeing Company, Mechanical Engineering Intern +
- Boeing Company, Stress Analyst +
- Boeing Company, Test Engineering Intern +
- Bridgestone Americas, Inc. ○
- Brooks Automation, Reliability Intern +
- By Rosie Jane, Production Associate ○
- CCL Industries, Engineering Intern *
- CEMEX, Continuous Improvement Engineering +
- CNES (National Centre for Space Studies in France), Intern ○
- Collins Aerospace, Turbomachinery Engineering Intern ○
- Daimler AG, Intern *
- DAIRLAB, Summer Researcher *
- Elixinol LLC, Marketing Intern +
- Encore Precast, Mold Prepper/Concrete Pourer/General Laborer ○
- Esquel Group, Summer Intern ○
- Exyn Technologies, Product Development Intern +
- Hardwire, Intern ○
- Ideal Industries, Marketing Intern *
- Intel, Software Engineering Intern *
- IQ Motion Control, Mechanical Engineering Intern *
- IQ Motion Control, Software Engineering and Data Science Intern *
- John Deere, Product Engineering Intern +
- Kloudless, Summer Business Analyst ○
- L&T Precision Corporation, Lead Marketing Intern ○
- Latvijas Finieris, Economics Data Specialist ○

Job Functions

<table>
<thead>
<tr>
<th>Job Functions</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Systems Engineering/Analysis</td>
<td>22%</td>
</tr>
<tr>
<td>Software Development/Engineering</td>
<td>15%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>9%</td>
</tr>
<tr>
<td>Product Design/Development</td>
<td>7%</td>
</tr>
<tr>
<td>Marketing</td>
<td>7%</td>
</tr>
<tr>
<td>Product/Brand Management</td>
<td>4%</td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>4%</td>
</tr>
<tr>
<td>Research: Other</td>
<td>4%</td>
</tr>
<tr>
<td>Market Research</td>
<td>4%</td>
</tr>
<tr>
<td>Finance: Sales</td>
<td>2%</td>
</tr>
<tr>
<td>Graphic Design</td>
<td>2%</td>
</tr>
<tr>
<td>Human Resources</td>
<td>2%</td>
</tr>
<tr>
<td>Accounting</td>
<td>2%</td>
</tr>
<tr>
<td>Data Analytics: Data Science</td>
<td>2%</td>
</tr>
<tr>
<td>Testing/Quality/Evaluation</td>
<td>2%</td>
</tr>
<tr>
<td>Consulting: Management/Strategy</td>
<td>2%</td>
</tr>
<tr>
<td>Sales</td>
<td>2%</td>
</tr>
<tr>
<td>Construction</td>
<td>2%</td>
</tr>
<tr>
<td>Buying/Merchandising</td>
<td>2%</td>
</tr>
<tr>
<td>Technology Analysis</td>
<td>2%</td>
</tr>
</tbody>
</table>

+ Rising Senior
* Rising Junior
○ Rising Sophomore
SUMMER 2019 INDUSTRY REPORT

Engineering/Manufacturing

Employers & Job Titles

Leviton Manufacturing, Packaging Design Intern  ○
Lockheed Martin, Intern  *
National Aeronautics and Space Administration (NASA), Office of Diversity Intern  +
National Aeronautics and Space Administration (NASA), Research Assistant  +
National Aeronautics and Space Administration (NASA), Systems Engineering Intern  ○
Northrop Grumman, Technical Intern  *
Nvidia, Software Intern  +
Price Sales Inc., Intern  ○
Robotic Research LLC, Mechanical Engineering Intern  +
Sensetime, Research Intern  ○
Sparks Marketing Corp, Graphic Design Intern  +
Squishy Robotics, Software Engineering Intern  ○
Starkenn Sports - GIANT Bicycles, Product Management Intern  *
Sung Lab, Researcher  ○
Tesla Motors, Global Supply Intern  +
The Timken Company, Global Metallurgical Quality Intern  +
Triumph Group, Reliability/Safety Engineer  +
Viterbi SURE, Research Assistant  ○
Volta Labs, Computer Engineering Intern  +
Woodward Inc., Materials Engineering Intern  +

+ Rising Senior
* Rising Junior
○ Rising Sophomore
## Financial Services

### Type of Work/Internship

<table>
<thead>
<tr>
<th>Rising Seniors</th>
<th>Rising Juniors</th>
<th>Rising Sophomores</th>
</tr>
</thead>
<tbody>
<tr>
<td>99% Paid Full-time</td>
<td>87% Paid Full-time</td>
<td>55% Paid Full-time</td>
</tr>
<tr>
<td>9% Unpaid</td>
<td>9% Unpaid</td>
<td>9% Unpaid</td>
</tr>
<tr>
<td>4% Unpaid/Volunteer</td>
<td>32% Unpaid/Volunteer</td>
<td>4% Unpaid/Volunteer</td>
</tr>
</tbody>
</table>

### Average Monthly Salary

- **$5,155**
  - Average 53 Hours per Week
- **$2,077**
  - Average 27 Hours per Week

### Industry Breakdown

- Venture Capital, 6%
- Hedge Fund, 6%
- Investment Management/Counsel, 11%
- Private Equity, 14%
- Diversified Financial Services, 18%
- Investment Banking/Brokerage, 44%

### How They Heard About the Opportunity

- Contacts Outside of Penn: 25%
- Applied Directly: 24%
- Handshake: 16%
- On Campus Interviewing (OCI): 10%
- Penn Professor/Staff/Alumni/etc.: 10%
- Online Job/Internship Site: 6%
- Previous Employer: 3%
- Other Penn Resource: 3%
- Other Career Services Resources: 2%
- Penn Sponsored Internship: 1%
- Other: 1%

### When They Accepted Their Offer

- 20% Before Aug
- 6% Sep
- 15% Oct
- 7% Nov
- 5% Dec
- 5% Jan
- 8% Feb
- 10% Mar
- 12% Apr
- 10% May
- 2% Jun or Later

---

*SUMMER 2019 INDUSTRY REPORT*
Financial Services

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>229</td>
<td>$5,000</td>
<td>$20,000</td>
</tr>
<tr>
<td>Diversified Financial Services (including commercial/</td>
<td>50</td>
<td>$3,120</td>
<td>$11,000</td>
</tr>
<tr>
<td>retail banking)</td>
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<td></td>
<td></td>
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<tr>
<td>Hedge Fund</td>
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<td>$9,000</td>
<td>$17,000</td>
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<tr>
<td>Investment Banking/Brokerage</td>
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<td>$6,800</td>
<td>$20,000</td>
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<tr>
<td>Investment Management/Counsel</td>
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<td>$3,075</td>
<td>$7,000</td>
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<tr>
<td>Private Equity</td>
<td>30</td>
<td>$2,500</td>
<td>$12,000</td>
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<tr>
<td>Venture Capital</td>
<td>7</td>
<td>$2,100</td>
<td>$5,000</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

Abu Dhabi Islamic Bank, Intern ○
Ackrell Capital, Analyst ○
Advent International, Deal Team Summer Intern *
Aegon, Intern *
AFREXIM Bank, Financial Analyst ○
AleaCapital, Summer Analyst +
Alexsar, Analyst *
Alexsar Capital LLC, Analyst Intern *
Alkami, Summer Intern *
Alliance Holdings, Private Equity Intern *
American Express, Marketing Intern +
American Express, Product Management Intern +
American Express, Product Owner +
American Express, Summer Analyst +
ANGIN, Business Developer *
ANGIN, Summer Analyst ○
Apollo Global Management, Financial Analyst *
Apollo Global Management, Summer Analyst *
AQR Capital Management, Business Development Intern +
AQR Capital Management, Quantitative Research Summer Analyst +
Ares Management, Rotational Summer Analyst *
Ares Management, Summer Analyst +
Asset-Map, Intern ○
Audax Group, Summer Analyst +
B. Riley Wealth Mgmt., Summer Intern *
Bain Capital, Summer Analyst +
Bank of America, Global Risk Summer Analyst +
Bank of America, Global Technology Analyst Intern *
Bank of America, Investment Banking Summer Intern (2) +

Job Functions

350 responses

- Finance: Investment Banking: 24%
- Finance: Private Equity: 13%
- Finance: Investment Management: 12%
- Software Development/Engineering: 7%
- Finance: Securities Research: 7%
- Finance: Trading: 5%
- Finance: Venture Capital: 5%
- Finance: Financial Planning & Analysis: 4%
- Finance: Commercial Banking/Lending: 3%
- Finance: Sales: 3%
- Product/Project Management (Tech): 2%
- Data Analytics: Data Analytics: 2%
- Finance: Risk Management: 2%
- Business Development: 2%
- Marketing: 2%
- Product/Brand Management: 1%
- Administration: 1%
- Market Research: 1%
- Other: 5%

75% were hired in a financial role.
### Financial Services

#### Employers & Job Titles

<table>
<thead>
<tr>
<th>Company</th>
<th>Job Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bank of America</td>
<td>Leadership Development HRDP Summer Analyst +</td>
</tr>
<tr>
<td>Bank of America</td>
<td>Merrill Lynch Advisor Development Program Summer Analyst +</td>
</tr>
<tr>
<td>Bank of America</td>
<td>Quantitative Analytics Summer Analyst +</td>
</tr>
<tr>
<td>Bank of America</td>
<td>Sales and Trading Summer Analyst +</td>
</tr>
<tr>
<td>Bank of America</td>
<td>Seasonal Client Associate +</td>
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<tr>
<td>Bank of America</td>
<td>Strategy and Management Summer Analyst +</td>
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<tr>
<td>Bank of America</td>
<td>Summer Analyst (2) +</td>
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<td>Bank of America</td>
<td>Technology Analyst Intern *</td>
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<tr>
<td>Bank of China</td>
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<td>Bank of Montreal</td>
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<tr>
<td>BankMobile</td>
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<td>BankMobile</td>
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<td>Barclays</td>
<td>Summer Analyst (3) +</td>
</tr>
<tr>
<td>Barclays</td>
<td>Summer Software Developer Analyst +</td>
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<tr>
<td>Beach Point Capital Management LLC Europe</td>
<td>Financial Analyst Intern ○</td>
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<tr>
<td>Belvedere Trading</td>
<td>Software Engineering Intern +</td>
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<tr>
<td>Betterment</td>
<td>Engineering Intern +</td>
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<tr>
<td>Birch Grove Capital</td>
<td>*</td>
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<tr>
<td>BlackRock</td>
<td>Summer Analyst +</td>
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<tr>
<td>BMA Capital</td>
<td>Equity Research Analyst *</td>
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<tr>
<td>Brandywine Global Investment Management</td>
<td>Research Analyst ○</td>
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<tr>
<td>BRC Partners</td>
<td>Summer Intern ○</td>
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<tr>
<td>Brevet Capital Management</td>
<td>Summer Analyst *</td>
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<tr>
<td>Bridgewater Associates</td>
<td>Investment Engineer Intern (2) +</td>
</tr>
<tr>
<td>Bridgewater Associates</td>
<td>Investment Engineering Intern +</td>
</tr>
<tr>
<td>Brown Brothers Harriman</td>
<td>Systems Intern +</td>
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<tr>
<td>Bruin Point Partners</td>
<td>Private Equity Intern *</td>
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<tr>
<td>Bryant Park Capital</td>
<td>Investment Banking Summer Analyst ○</td>
</tr>
<tr>
<td>BTG Pactual</td>
<td>Equity Research Intern *</td>
</tr>
<tr>
<td>BTG Pactual</td>
<td>Fund Administration Summer Analyst ○</td>
</tr>
<tr>
<td>BTG Pactual</td>
<td>Summer Analyst *</td>
</tr>
<tr>
<td>Cantor Fitzgerald</td>
<td>Equity Research Intern +</td>
</tr>
<tr>
<td>Cantor Fitzgerald</td>
<td>Sales and Trading Rotational Program +</td>
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<tr>
<td>Cantor Fitzgerald</td>
<td>Sales and Trading Summer Analyst +</td>
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<tr>
<td>Capital Group American Funds</td>
<td>Summer Associate +</td>
</tr>
<tr>
<td>Capital One</td>
<td>Business Analyst Intern (2) +</td>
</tr>
<tr>
<td>Capital One</td>
<td>Product Management and Analytics Intern +</td>
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<tr>
<td>Capital One</td>
<td>Product Management and Data Analytics +</td>
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<tr>
<td>Capital One</td>
<td>Software Engineer Intern *</td>
</tr>
<tr>
<td>Capital One</td>
<td>Software Engineering Intern *</td>
</tr>
<tr>
<td>Capital One</td>
<td>Technology Intern +</td>
</tr>
<tr>
<td>CardConnect</td>
<td>Software Development Intern *</td>
</tr>
<tr>
<td>CB Insights</td>
<td>Intelligence Unit Intern *</td>
</tr>
<tr>
<td>CCMP Capital Advisors</td>
<td>Summer Analyst +</td>
</tr>
<tr>
<td>CDPQ</td>
<td>Summer Analyst *</td>
</tr>
<tr>
<td>Cedarlake Capital</td>
<td>Summer Analyst *</td>
</tr>
<tr>
<td>Cellulant Limited Nigeria</td>
<td>Summer Intern ○</td>
</tr>
<tr>
<td>Centerview Partners</td>
<td>Summer Analyst (2) +</td>
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<tr>
<td>Central American Bank for Economic Integration</td>
<td>Business Intelligence Intern ○</td>
</tr>
<tr>
<td>CGS-CIMB Securities India Pvt. Ltd.</td>
<td>Equity Research Intern ○</td>
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<tr>
<td>Charterhouse</td>
<td>Summer Intern *</td>
</tr>
<tr>
<td>Chryscapital</td>
<td>Intern ○</td>
</tr>
<tr>
<td>Citi</td>
<td>Cards Summer Analyst +</td>
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<tr>
<td>Citi</td>
<td>Summer Analyst +</td>
</tr>
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<td>City Hall Capital</td>
<td>Summer Analyst *</td>
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<tr>
<td>Clearbrook Global Advisors</td>
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<tr>
<td>Closed Loop Partners</td>
<td>Investment Intern *</td>
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<tr>
<td>Collider Ventures</td>
<td>Project Manager ○</td>
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<td>Commerce Bank</td>
<td>Business Analyst Intern ○</td>
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<tr>
<td>Copeland Capital</td>
<td>Investment Intern *</td>
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<tr>
<td>Cowen and Co</td>
<td>Investment Banking Summer Analyst +</td>
</tr>
<tr>
<td>Credit Suisse</td>
<td>Investment Banking Summer Analyst (2) +</td>
</tr>
<tr>
<td>Credit Suisse</td>
<td>Summer Analyst (3) +</td>
</tr>
<tr>
<td>Crimsonox Capital</td>
<td>Financial Analyst Intern ○</td>
</tr>
<tr>
<td>Deepak Colonisers Pvt Ltd</td>
<td>Summer Intern ○</td>
</tr>
<tr>
<td>Denizbank Turkey</td>
<td>Credit Risk Control and Risk Modeling Validation Intern ○</td>
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<tr>
<td>Deutsche Bank</td>
<td>Corporate Banking Summer Analyst +</td>
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<tr>
<td>Deutsche Bank</td>
<td>Investment Banking Analyst *</td>
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<tr>
<td>Deutsche Bank</td>
<td>Summer Analyst +</td>
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<tr>
<td>Diversis Capital</td>
<td>Summer Analyst *</td>
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<tr>
<td>Duff &amp; Phelps</td>
<td>Product Design and Development Intern *</td>
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<tr>
<td>EFG Hermes</td>
<td>Investment Banking Intern ○</td>
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<tr>
<td>Emerson Collective</td>
<td>Ed Tech Summer Intern *</td>
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<td>Everbright Securities</td>
<td>Equity Research Intern ○</td>
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<td>Evercore</td>
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<td>Summer Analyst (2) +</td>
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<tr>
<td>F2 Capital</td>
<td>Investment Team Analyst *</td>
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<tr>
<td>Fairfield County Bank</td>
<td>Summer Intern ○</td>
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<tr>
<td>Falcon Wealth Advisors</td>
<td>Investment Analyst ○</td>
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<tr>
<td>Fidelity Investments</td>
<td>Equity Associate Sector Specialist Intern *</td>
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<td>Fidelity Investments</td>
<td>Wealth Management Intern *</td>
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<tr>
<td>First Republic Bank</td>
<td>Digital Channels Intern *</td>
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<tr>
<td>FIS Group</td>
<td>Marketing Intern +</td>
</tr>
<tr>
<td>Flagstar Bank</td>
<td>Consumer Lending Intern ○</td>
</tr>
</tbody>
</table>
Financial Services

Employers & Job Titles

**Forester Capital, LLC**, Intern *
**Freedom Wealth Management**, Intern ○
**GCM Grosvenor**, European Hedge Fund Strategies Investment Research Intern +
**Girls Who Invest**, Venture Capital Summer Analyst *
**Girls Who Invest/Penn Office of Investments**, Summer Investment Analyst *
**Glenmede Investment Management**, Institutional Sales Intern *
**Gilot Capital Partners**, Summer Intern ○
**Global Atlantic Financial Group**, Investments Intern +
**Goldman Sachs**, Fundamental Equities Intern *
**Goldman Sachs**, Investment Banking Summer Analyst (4) +
**Goldman Sachs**, Investment Banking Summer Analyst *
**Goldman Sachs**, Securities Summer Analyst *
**Goldman Sachs**, Strat Summer Analyst +
**Goldman Sachs**, Summer Analyst (10) +
**Goldman Sachs**, Summer Analyst (3) *
**Goldman Sachs**, Summer Engineering Analyst *
**Goldman Sachs**, Summer Financial Analyst *
**Goldman Sachs**, Summer technology analyst +
**Goldman Sachs**, Technology Analyst +
**Golub Capital**, Summer Analyst ○
**Goode Partners**, Private Equity Summer Analyst *
**Gordon Brothers**, International Strategy Intern *
**GreenOak Real Estate**, Intern +
**GreensLedge**, Intern ○
**Grupo Guayacán**, Summer Associate ○
**Guggenheim Securities**, Equity Research Summer Associate +
**Guggenheim Securities**, Investment Banking Summer Analyst +
**Harbert Management Corporation**, Summer Analyst *
**HCI Equity Partners**, Intern *
**Health Catalyst Capital**, Intern *
**Hill Path Capital**, Summer Analyst *
**Houlihan Lokey**, Summer Analyst +
**Houlihan Lokey**, Summer Financial Analyst +
**HT Capital Advisors**, Investment Banking Summer Analyst +
**IA Capital Group**, Summer Analyst *
**iAngels**, Investor Relations Analyst ○
**iGC Partners**, M&A Summer Analyst ○
**Insight Partners**, Summer Analyst +
**Invictus Capital**, Financial Analyst ○
**Ion Crossover Partners**, Analyst ○
**Jackson Hewitt**, Product Development Intern ○
**Jane Street Capital**, Software Development Engineering Intern +
**Jefferies**, IBanking +
**Jefferies**, Summer Analyst (2) +
**JPMorgan Chase & Co.**, Investment Banking Intern +
**JPMorgan Chase & Co.**, Investment Banking Summer Analyst (4) +
**JPMorgan Chase & Co.**, Markets Summer Analyst +
**JPMorgan Chase & Co.**, Public Finance Summer Analyst +
**JPMorgan Chase & Co.**, Sales and trading *
**JPMorgan Chase & Co.**, Securitized Products Group Trading Intern +
**JPMorgan Chase & Co.**, Software Engineering Intern +
**JPMorgan Chase & Co.**, Software Engineering Intern *
**JPMorgan Chase & Co.**, Summer Analyst (6) +
**JPMorgan Chase & Co.**, Summer Analyst (5) *
**Katana Financial LLC**, Analyst & Assistant Trader *
**Kaulkin Ginsberg**, Summer Analyst ○
**Kayne Anderson Capital Advisors**, Summer Associate +
**Landmark Ventures**, Intern *
**Lateef**, Analyst *
**Lazard**, Summer Analyst +
**Leeden Park**, Summer Analyst ○
**Leith Wheeler**, Summer Analyst *
**Lincoln Financial Group**, Data Analytics Intern +
**Litigate**, Summer Intern ○
**Littlejohn LLC**, Private Equity Analyst *
**LMT Investments**, Summer Analyst ○
**Lopair ○
**M&T Bank**, Quantitative Analyst *
**M. Klein and Company**, Investment Banking Summer Analyst +
**Macquarie**, Relationship Management Summer Analyst *
**Macquarie**, Summer Analyst (3) +
**Maison Capital**, Analyst +
**MAP Private Equity**, Sales and Business Intelligence Summer Analyst +
**Marathon Asset Management**, Intern +
**Maverick Ventures Israel**, Investment Analyst Intern *
**Mckinsey Investment Office** *
**Merrill Lynch**, Global Wealth Management Advisor Intern ○
**Merrill Lynch**, Intern ○
**Metronome Partners**, Investment Banking Summer Analyst *
**Minsheng Securities**, Summer Intern ○
**Moelis & Company**, Investment Banking Summer Analyst (3) +
**Monroe Capital**, Intern *
**Moody’s Analytics**, Business Analyst - Strategy & Innovation +
**Morgan Stanley**, Business Analyst Intern +

* Rising Junior
○ Rising Sophomore
+ Rising Senior
SUMMER 2019 INDUSTRY REPORT

Financial Services

Employers & Job Titles

Morgan Stanley, Compliance Summer Analyst +
Morgan Stanley, Freshman Enhancement Program Intern ○
Morgan Stanley, Intern ○
Morgan Stanley, Investment Banking Summer Analyst (2) +
Morgan Stanley, Summer Analyst (11) +
Morgan Stanley, Summer Analyst ○
Morgan Stanley, Summer Investment Banking Analyst +
Morgan Stanley, Technology Summer Analyst *
Morgan Stanley, Technology Summer Analyst +
N26, Bank Intern +
Notre Dame FCU, Credit Counseling Summer Intern ○
Nova Wealth Management, Investment Intern ○
OceanSound Partners, Summer Analyst ○
OpenGate Capital, Summer Analyst +
OpenGate Capital, Summer Analyst *
Optiver *
Osborn Williams & Donohoe, LLC, Research Analyst *
P. Schoenfeld Asset Management, Summer Analyst *
Pacer Partners, Summer Analyst *
Panorama Point Partners, Investment Intern +
Pantera Capital, Quantitative Strategies Summer Analyst *
Parliament Capital Management, Summer Analyst ○
Perella Weinberg Partners, Summer Analyst +
Peso Capital, Financial Analyst ○
Peso Capital, Summer Financial Analyst ○
Peterson Partners, Search Fund Analyst *
PIMCO, Account Analyst +
PIMCO, Summer Analyst *
PIMCO, Summer Portfolio Analyst +
Pine Street Group, Associate *
Piper Jaffray, Summer Investment Banking Analyst *
Piramal Capital Housing Finance Ltd, Data Analytics Intern ○
PJT Partners, Restructuring and Special Sits Summer Analyst +
PJT Partners, Summer Analyst +
PJT Partners Holdings LP, Summer Analyst +
PNC Capital Markets, Public Finance Intern +
Point 72 - Canvas FRG, Summer Research Intern +
Popular, Inc., Credit Risk Analytics Intern *
Prudential Financial, Compliance Intern ○
Quicken Loans, Product Owner Intern ○
Quicken Loans, Strategy Analytics Intern *
Rabobank, Summer Analyst +
Radian Group Inc., Pricing Intern +
Raymond James, Intern ○
RCP Advisors, Data Analyst ○
Refinitiv, Syndicated Bank Loans Analyst *
Reliance Asset and Wealth Management, Research Analyst *
Riverlane Capital, Summer Analyst *
Rockefeller Capital Management, Summer Analyst +
RockFence Capital, Intern ○
S&P Global Market Intelligence, Industry Research Intern *
Santander Consumer Bank, Intern +
Schafer Cullen Capital Management, Summer Analyst *
Scoggin Management LP, Summer Analyst *
Seedcamp, Summer Intern ○
Sierra Ventures, Analyst ○
Singular Asset Mgmt., Summer Analyst *
Societe Generale, Global Finance Investment Banking Summer Analyst +
Societe Generale, Global Markets Summer Intern *
SoFi, Data Science Intern *
Starboard Value, Summer Associate *
StepStone Group, Portfolio Analyst *
Stifel Financial Corp., Intern on Structured Investments Team *
Stifel Financial Corp., Investment Banking Summer Analyst +
Stone Co., Institutional Relations Analyst ○
Stone Co., People and Performance Analyst *
Sumitomo Mitsubishi Banking Corporation Nikko Securities, Summer Intern +
Summit Partners, Associate *
Sygnia Asset Management, Intern ○
TAP Advisors, Investment Banking Summer Analyst *
TD Securities, Summer Analyst +
The Blackstone Group, Analyst +
The Blackstone Group, Summer Analyst +
The D. E. Shaw Group, Proprietary Trading Intern +
The D. E. Shaw Group, Software Developer Intern +
The Floor, Fintech Summer Analyst *
The Public Financial Management Group, Management and Budget Consulting Intern +
Three Stones Capital Limited, Credit Analyst +
Trans-Pacific Technology Fund, Summer Analyst ○
Trumid Financial, Rotational Intern *
Tudor Pickering Holt, Summer Analyst +
Tungsten Partners, Intern *
Twenty Lake Holdings, Private Equity Summer Analyst *
The Floor, Fintech Summer Analyst *
Two Sigma, Software Engineering Intern +
U.S. Bank, Digital Engagement Intern +
U.S. Bank, Digital Engagement Intern *
SUMMER 2019 INDUSTRY REPORT

Financial Services

Employers & Job Titles

UBS, Business Analyst +
UBS, Investment Banking Summer Analyst *
UTIMCO, Intern *
V3 Capital Partners, Intern ○
Valley Bank, Technology-Project Management Intern *
Vanguard, Global Business Access and Continuity Intern +
Viola, Analyst *
VisionFund International, Portfolio Analyst Intern ○
Wedbush Securities, Equity Research Intern +
Wellesley Partners, Intern +
Wells Fargo, Sales & Trading Summer Analyst +
Wells Fargo, Wealth and Investment Management Intern *
West Chester Capital Advisors, Investment Analyst ○
Westlake Securities, Summer Analyst *
Williams Capital, Corporate Finance Intern *
Ziegler Capital Management, Strategy Intern ○
Zions Bank, Bank Administration Intern ○
Zions Bank, Real Estate Credit Analyst Intern ○
SUMMER 2019 INDUSTRY REPORT

Government

Type of Work/Internship

<table>
<thead>
<tr>
<th>Year</th>
<th>Rising Seniors</th>
<th>Rising Juniors</th>
<th>Rising Sophomores</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paid Full-time</td>
<td>50%</td>
<td>35%</td>
<td>24%</td>
</tr>
<tr>
<td>Paid Part-time</td>
<td>7%</td>
<td>46%</td>
<td>7%</td>
</tr>
<tr>
<td>Unpaid/Volunteer Full-time</td>
<td>36%</td>
<td>19%</td>
<td>52%</td>
</tr>
<tr>
<td>Unpaid/Volunteer Part-time</td>
<td>7%</td>
<td>17%</td>
<td>17%</td>
</tr>
</tbody>
</table>

# of Students

<table>
<thead>
<tr>
<th>Year</th>
<th>Rising Seniors</th>
<th>Rising Juniors</th>
<th>Rising Sophomores</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>14</td>
<td>26</td>
<td>29</td>
</tr>
</tbody>
</table>

Average Monthly Salary

69 responses

<table>
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<tr>
<th>Year</th>
<th>$2,111</th>
<th>Avg. 39 Hours per Week</th>
<th>Avg. 22 Hours per Week</th>
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</thead>
</table>

Industry Breakdown

72 responses

- Federal Government, 63%
- State/Local Government, 27%
- Other, 10%

How They Heard About the Opportunity

70 responses

- Applied Directly: 30%
- Contacts Outside of Penn: 29%
- Handshake: 10%
- Online Job/Internship Site: 10%
- Penn Professor/Staff/Alumni/etc.: 9%
- Penn Sponsored Internship: 7%
- Other Penn Resource: 4%
- Previous Employer: 1%
- On Campus Interviewing (OCI): 0%
- Other Career Services Resources: 0%

When They Accepted Their Offer

70 responses

- Before Aug: 3%
- Sep: 1%
- Oct: 3%
- Nov: 1%
- Dec: 7%
- Jan: 26%
- Feb: 33%
- Mar: 21%
- Apr: 4%
- May: 33%
- Jun or Later: 21%
SUMMER 2019 INDUSTRY REPORT

Government

Full-Time Monthly Salaries by Industry

<table>
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<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Government</td>
<td>15</td>
<td>$2,000</td>
<td>$900</td>
</tr>
<tr>
<td>Federal Government</td>
<td>7</td>
<td>$2,520</td>
<td>$900</td>
</tr>
<tr>
<td>Other</td>
<td>1</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>State/Local Government</td>
<td>7</td>
<td>$2,000</td>
<td>$1,024</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

American Academy of Diplomacy, Intern +
Australian Trade and Investment Commission, Global Market and Sector Engagement Intern ○
Avalon Beach Patrol, Ocean Lifeguard *
Board of Governors of the Federal Reserve, Intern *
Centers for Disease Control and Prevention, Research Assistant ○
Committee for Economic Development, Outreach Intern *
Congressman Mike Levin, Legislative Intern ○
Councilmember Kenyatta Johnson, Legislative Intern *
Data Federal Corporation, Scanning Technician ○
Department of Health and Human Services, Innovation Intern *
Department of Homeland Security, Honors Intern ○
Department of Homeland Security Office for Civil Rights and Civil Liberties, Intern +
Department of Treasury, Data Analytics / Business Analyst Intern ○
Department of Veteran Affairs, Volunteer ○
Eighth Judicial District Court of Clark County, Summer Intern ○
Environmental Protection Agency, Summer Intern *
Farmington Recreation, Lead Counselor ○
Federal Avion Administration – William J. Hughes Technical Center, Engineering Intern +
Federal Trade Commission, Summer Intern (2) *
Florida State Attorney’s Office, State Attorney Intern ○
Gibbs and Cox, Mechanical Engineering Intern +
House of Representatives, Office of Joe Neguse, Press Intern ○
Houston Parks and Recreation, Intern +
Hunterdon County Parks, Parks & Recreation Intern ○
Instituto Nacional de Educación Tecnológica, International Cooperation Intern ○
Invest India, Intern Analyst *
Manhattan Borough President’s Office, Policy Intern *
Massachusetts State House, Legislative Intern *
Middle East Institute, Research Intern +

Job Functions

67 responses

Legal Support 15%
Policy/Analysis 15%
Legislative Support 12%
Research: Other 7%
Research: Economics 6%
Administration 4%
Direct Service 4%
Data Analytics: Data Analytics 4%
Program Planning 3%
Data Analytics: Data Science 3%
Other 25%

+ Rising Senior
* Rising Junior
○ Rising Sophomore
Government

Employers & Job Titles

- Ministry of Foreign Affairs, Intern
- Ministry of Foreign Affairs of Mongolia, Intern
- Montgomery County Public Defender's Office, Trial Attorney Intern
- National Commission on Military, National, and Public Service, Digital Media Intern
- Naval Surface Warfare Center, Intern
- New York City Economic Development Corporation, Intern
- NYC Criminal Court, Judge’s Intern
- Office of Congressman Andy Kim, Head Intern
- Office of Congressman Paul Ruiz, District Office Intern
- Office of Governor Asa Hutchinson, Intern
- Office of Senator Kirsten E. Gillibrand, Outreach Intern
- Office of Senator Marco Rubio, Intern
- Pennsylvania Department of Health, Health Policy and Administration Intern
- Pennsylvania Representative Brian Sims, Constituent Services Intern
- Pennsylvania Senate Democratic Campaign Committee, Summer Intern
- Philadelphia City Council, Intern
- Philadelphia City Planning Commission, Mayor’s Intern
- Philadelphia Energy Authority, Intern
- Philadelphia Water Department, Data Analyst Intern
- Technische Universität München, Research Assistant
- U.S. Department of Justice, Undergraduate Intern
- U.S. Department of State, Political Affairs Intern
- U.S. Embassy Paris, Economic Affairs Intern
- U.S. Equal Employment Opportunity Commission, Statistical Intern
- U.S. Food and Drug Administration, Office of Pharmaceutical Quality Summer ORISE Fellow
- U.S. House of Representatives, Caucus Intern
- U.S. House of Representatives, Congressional Intern
- U.S. Securities and Exchange Commission, Business Honors Intern
- U.S. Securities and Exchange Commission, Data Engineering Intern
- U.S. Securities and Exchange Commission, Finance Intern
- U.S. Securities and Exchange Commission, Intern
- U.S. Securities and Exchange Commission, Quantitative Research Intern
- United Nations Human Settlements Programme, Intern
- United States House of Representatives, Office of Congressman Brad Sherman, Legislative Intern
- United States Studies Centre, Research Intern
- United States Agency for International Development, Intern
- United States Attorney’s Office - Eastern District of New York, Intern
- United States District Court, Legal Intern
- United States Forest Service, Forestry Aid
- United States Senate, Legislative Intern
- US Fish and Wildlife Service
Healthcare

Type of Work/Internship
171 responses

<table>
<thead>
<tr>
<th>Type of Student</th>
<th>Rising Seniors</th>
<th>Rising Juniors</th>
<th>Rising Sophomores</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rising Seniors</td>
<td>72%</td>
<td>15%</td>
<td>10%</td>
</tr>
<tr>
<td>Rising Juniors</td>
<td>60%</td>
<td>14%</td>
<td>19%</td>
</tr>
<tr>
<td>Rising Sophomores</td>
<td>63%</td>
<td>12%</td>
<td>13%</td>
</tr>
</tbody>
</table>

Average Monthly Salary
85 responses

- Paid Full-time: $1,805 (Avg. 39 Hours per Week)
- Paid Part-time: $957 (Avg. 20 Hours per Week)

Industry Breakdown
172 responses

- Hospital, 73%
- Community/Public Health Center, 13%
- Private Practice, 8%
- Health Maintenance Organization, 5%
- Nursing Home/Long Term Care Facility, 1%

How They Heard About the Opportunity
169 responses

- Other Penn Resource: 20%
- Applied Directly: 18%
- Penn Professor/Staff/Alumni/etc.: 15%
- Contacts Outside of Penn: 14%
- Penn Sponsored Internship: 9%
- Previous Employer: 8%
- Online Job/Internship Site: 8%
- Other Career Services Resources: 5%
- Handshake: 3%
- Other: 1%
- On Campus Interviewing (OCI): 0%

When They Accepted Their Offer
169 responses

- Before Aug: 12%
- Sep: 2%
- Oct: 1%
- Nov: 2%
- Dec: 1%
- Jan: 3%
- Feb: 5%
- Mar: 27%
- Apr: 25%
- May: 20%
- Jun or Later: 3%
Healthcare

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Healthcare</td>
<td>68</td>
<td>$1,800</td>
<td>$400</td>
</tr>
<tr>
<td>Community/Public Health Center</td>
<td>4</td>
<td>$1,750</td>
<td>$400</td>
</tr>
<tr>
<td>Hospital</td>
<td>53</td>
<td>$1,760</td>
<td>$600</td>
</tr>
<tr>
<td>Private Practice</td>
<td>6</td>
<td>$1,820</td>
<td>$400</td>
</tr>
</tbody>
</table>

Employers & Job Titles

AmeriHealth, Corporate PR & Marketing Intern +
AraVind Eye Care System, Project Intern ○
AraVind Eye Hospital, Project Intern *
Bisu, Intern ○
Bliss Speech & Hearing Services, Summer Intern ○
Bridging the Gaps, Bridging the Gaps Community Health Intern *
Bridging the Gaps, Patient Advocate +
Bridging the Gaps, Student Intern *
Bridging the Gaps, Community Health Intern ○
Children's Hospital Boston, Clinical Assistant *
Children's Hospital Los Angeles, Pediatric Injury Prevention Scholar - Disaster *
Children's Hospital of Philadelphia, Additive Manufacturing Intern ○
Children's Hospital of Philadelphia, Bioinformatics Research Assistant ○
Children's Hospital of Philadelphia, Clinical Research Intern ○
Children's Hospital of Philadelphia, Database and Website Manager +
Children's Hospital of Philadelphia, Lab Assistant *
Children's Hospital of Philadelphia, Nurse Extern +
Children's Hospital of Philadelphia, Nurse Extern/Fellow +
Children's Hospital of Philadelphia, Research Assistant (6) +
Children's Hospital of Philadelphia, Research Assistant (8) *
Children's Hospital of Philadelphia, Research Assistant (10) ○
Children's Hospital of Philadelphia, Research Coordination ○
Children's Hospital of Philadelphia, Research Intern *
Children's Hospital of Philadelphia, Research Intern (2) ○
Children's Hospital of Philadelphia, Research Student *
Children's Hospital of Philadelphia, Researcher ○

Job Functions

165 responses

- Research: Biomedical
- Research: Clinical
- Nursing
- Clinical Other - Non-Nursing
- Research: Other
- Marketing
- Administration
- Research & Development
- Management
- Business Development
- Data Analytics: Data Science
- Policy/Analysis
- Data Analytics: Data Science
- Software Development/Engineering
- Actuarial
- Web Design/Development
- Consulting: Research
- Consulting: Management/Strategy
- Sales
- Legislative Support

53% were working in a biomedical or clinical research role.
SUMMER 2019 INDUSTRY REPORT
Healthcare

Employers & Job Titles

Children’s Hospital of Philadelphia, Student Data Researcher *
Children’s Hospital of Philadelphia, Student Lab Assistant ○
Children’s Hospital of Philadelphia, Student/Research Assistant *
Children’s Hospital of Philadelphia, Undergraduate Research +
Children’s Hospital of Philadelphia, Undergraduate Research Assistant +
Children’s Hospital of Philadelphia, Undergraduate Researcher (2) +
Children’s Hospital of Philadelphia - Center for Autism Research, Student Linguistics Research Assistant +
Children’s Hospital of Philadelphia - PATHCORE Lab, Research Assistant *

Cigna/Express Scripts, Strategic Analytics & Pharmacy Operations Intern *
Cleveland Children’s Hospital Medical Center, Research Assistant *
Cleveland Clinic, Visiting Researcher *
Corpus Christi Medical Center- Bay Area, Nurse Technician *
CU Boulder Positive Emotion and Psychopathology Lab, Research Assistant *

Dahan Lab, Research Intern ○
Detroit Medical Center, Primary Investigator ○
Duke Regional Hospital, Professional Nursing Assistant +
Edith Nourse Rogers Memorial Hospital, Student Nurse Technician +
Family Medical Specialists of Florida, Clinical Research Assistant ○
Flynn Fellowship, Flynn Oncology Student Nurse Fellow +
Fox Chase Cancer Center, Summer Nurse Extern +
Franciscan University, Research Assistant ○
FTD Center, Intern +
Galen Robotics, Electrical Engineering *
Gambia Goat Dairy, Summer Intern ○
Herman Ostrow School of Dentistry at the University of Southern California, Research Assistant ○
Highmark Health, Actuarial Intern +
Hospital of the University of Pennsylvania, Clinical Research Assistant *
Hospital of the University of Pennsylvania, Clinical Research Coordinator *
Hospital of the University of Pennsylvania, Nurse Extern +
Hospital of the University of Pennsylvania, Research Assistant (3) +
Hospital of the University of Pennsylvania, Research Assistant (3) ○
Hospital of the University of Pennsylvania, Student Geriatric Associate +
Hospital of the University of Pennsylvania, Undergraduate Research Assistant *
Hospital of the University of Pennsylvania – Department of Neurosurgery, Research Assistant +

Hospitalito Atitlan, Research Assistant ○
Hospitalito Atitlan, Research Volunteer ○
HUP, Research Assistant +
Independence Blue Cross, Public Health Intern *
Institut National d’Oncologie, Medical Intern *
Ixperience, Business Strategist Intern *
Johns Hopkins-Sibley Memorial Hospital, Nurse Extern +
Kelz Lab, Undergraduate Research Assistant ○
Lifespan Consulting and Coaching, Editorial Assistant *
Lifespan Inc, Clinical Operations Intern *
Little Bytes Pediatric Dentistry, Sterilization Technician / Auxiliary ○
Long Island Jewish Medical Center, Volunteer *
Maplewood, Certified Nursing Assistant ○
McGovern Medical School, Research Assistant +
Medicare Rights Center, Intern +
Medstar Georgetown University Hospital, Summer Nurse Technician +
Memorial Sloan Kettering Cancer Center/Weill Cornell Medicine, Engineering Summer Program +
MetroHealth, Intern Scholar *
MetroPlus Health Plan, Corporate Compliance Intern +
MirrorMe3D, Marketing Intern *
Mount Sinai, Research Assistant *
Mount Sinai Autism Research Center, Research Assistant +
National Event Services, EMT +
Nationwide Telemedicine LLC, Sales & Customer Service Representative ○
Northwell, Summer Associate +
NYU Langone, Intern ○
Organisation Panafricaine de lutte contre le sida, Intern +
Partners Health Care, Supply Chain Intern ○
Penn Medicine, Administrative Assistant, Programmer ○
Penn Medicine, Bioinformatician *
Penn Medicine, Clinical Research Assistant *
Penn Medicine, Research Assistant (4) +
Penn Medicine, Research Assistant *
Penn Medicine, Research Assistant (5) ○
Penn Medicine, Research Assistant and Bioinformatician *
Penn Medicine, Research Intern +
Penn Medicine, Research Intern ○
Penn Medicine, Student Researcher +
Penn Medicine, Summer Research Engineer ○
Penn Medicine, Undergraduate Researcher +
Penn Medicine, Undergraduate Researcher *
SUMMER 2019 INDUSTRY REPORT

Healthcare

Employers & Job Titles

Penn Medicine, Undergraduate Researcher ○
Penn Medicine - Bass Center, Data Assistant *
Penn Medicine - Department of Pathology and Laboratory Medicine, Chen Lab, Research Assistant *
Penn Medicine - Lancaster General Health, Nurse Extern +
Penn Medicine - Penn Behavioral Health, Operations Intern *
Philadelphia Department of Public Health, Opioid Overdose Prevention Intern +
Philadelphia Department of Public Health, Opioid Prevention Program Intern *
Philadelphia Department of Public Health, Special Project Interviewer/Analyst *
Prisma Health, Intern *
Prognyn, Intern +
Public Health Foundation of India, Student Intern +
Public Health Foundation of India, Summer Research Intern +
RCA Ambulance Services, EMT +
Restore Hyperwellness, Marketing Intern +
Rhode Island Hospital, Intern *
Russo Partners, LLC, Summer Intern *
Script sourcing, Summer Intern *
Shirley Ryan AbilityLab, Research Assistant ○
Somatix, Corporate Strategy Intern *
Summer Undergraduate Minority Research Program, Research Assistant *
The Office of Dr. David Momtaheni, Intern *
Thomas Jefferson University Hospital, Nurse Extern +
Unit for Experimental Psychiatry, Research Assistant *
UnitedHealth Group, Provider Contract Analyst Intern *
University of Pennsylvania - Penn Dental Medicine, Research Assistant +
University of Pennsylvania - Penn Presbyterian Medical Center, Undergraduate Research Assistant +
University of Pennsylvania - Penn Vet Working Dog Center, Research Intern ○
University of Pennsylvania - Perelman School of Medicine - Endocrinology & Metabolism Lab, Smilow Center for Translational Research, Undergraduate Researcher ○
UNRWA Clinic Palestine ○
Virginia Mason Medical Center, Nurse Technician +
Weill Cornell Brain and Spine Center, Research Intern *
Weill Cornell Medical College, Research Assistant +
Wilson Orthopedics, Intern ○
Type of Work/Internship
37 responses

<table>
<thead>
<tr>
<th></th>
<th>Rising Seniors</th>
<th>Rising Juniors</th>
<th>Rising Sophomores</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paid Full-time</td>
<td>43%</td>
<td>50%</td>
<td>18%</td>
</tr>
<tr>
<td>Paid Part-time</td>
<td>14%</td>
<td>17%</td>
<td>9%</td>
</tr>
<tr>
<td>Unpaid/Volunteer Full-time</td>
<td>29%</td>
<td>17%</td>
<td>36%</td>
</tr>
<tr>
<td>Unpaid/Volunteer Part-time</td>
<td>14%</td>
<td>17%</td>
<td>36%</td>
</tr>
</tbody>
</table>

# of Students
14
12
11

Average Monthly Salary
14 responses

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paid Full-time</td>
<td>Avg. 42 Hours per Week</td>
<td>$1,970</td>
</tr>
<tr>
<td>Paid Part-time</td>
<td>Avg. 20 Hours per Week</td>
<td>$815</td>
</tr>
</tbody>
</table>

How They Heard About the Opportunity
37 responses

- Penn Professor/Staff/Alumni/etc.: 22%
- Contacts Outside of Penn: 19%
- Online Job/Internship Site: 19%
- Handshake: 16%
- Penn Sponsored Internship: 11%
- Other Penn Resource: 8%
- Other Career Services Resources: 5%
- Applied Directly: 0%
- On Campus Interviewing (OCI): 0%
- Other: 0%
- Previous Employer: 0%

When They Accepted Their Offer
37 responses

- Before Aug: 3%
- Sep: 3%
- Oct: 5%
- Nov: 3%
- Dec: 14%
- Jan: 22%
- Feb: 32%
- Mar: 22%
SUMMER 2019 INDUSTRY REPORT

Marketing/Advertising/Public Relations

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing/Advertising/Public Relations</td>
<td>10</td>
<td>$1,830</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

1 Trick Pony, Strategy Intern *
58Clicks, Intern ○
Barnes Foundation, Public Relations Intern +
BBDO China Co., Ltd., Intern +
Big Hype Marketing & PR, Marketing Intern +
BlueFocus International, Digital Marketing Intern +
Ceiser Media and Issue Advocacy, Summer Intern +
Curalate, Software Engineering Intern *
DAS: Auditoire, Creative Intern ○
Fire Entertainment, Administrative Intern ○
G3 Partners, Marketing Associate *
Group Gordon, Public Relations Intern +
Havas Media, Digital Strategy Intern +
HawkPartners, Market Research and Market Consulting Intern +
Hill+Knowlton Strategies, PR Intern *
Hollinshead Comms101, Intern ○
Jacobson Strategic Communications, PR Intern +
Kepler Group, Client Solutions Intern +
Ketchum, Brand Marketing Associate Intern *
La.V8 Marketing, Marketing Intern ○
LEITZES&CO, Creative Consulting Intern *
Luther Pendragon and Business Energy, Intern ○
Marshark, Assistant Project Manager *
MDB Communications, Account Service Intern +
MOD Worldwide, Strategy Intern *
Persevere inc., Marketing Associate ○
Sard Verbinnen & Co (SVC), Summer Intern +
Seer Interactive, Digital Marketing Intern *
SGK Inc, Marketing Intern *
Smashing Boxes, Digital Marketing Intern *
SpotCo, Advertising Account Intern *
The Fantastical Advertising Agency, Business Strategy Intern ○
toddstreet, Project Management Intern +
Vantage Point 360, Digital Marketing Intern ○
Vizion Group PR, Intern +
Way to Blue, Digital Marketing Intern ○
WAYV, Digital Media & Communications Intern ○

Job Functions

37 responses

- **Marketing**: 49%
- **Public Relations**: 24%
- **Advertising/Media Planning**: 8%
- **Market Research**: 8%
- **Administration**: 3%
- **Product/Project Management (Tech)**: 3%
- **Production (Media)**: 3%
- **Software Development/Engineering**: 3%

* Rising Senior
* Rising Junior
○ Rising Sophomore

49% were hired in a marketing role.
SUMMER 2019 INDUSTRY REPORT

Media/Journalism/Entertainment

Type of Work/Internship

<table>
<thead>
<tr>
<th>Type of Work/Internship</th>
<th>Paid Full-time</th>
<th>Paid Part-time</th>
<th>Unpaid/Volunteer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rising Seniors</td>
<td>68%</td>
<td>18%</td>
<td>5%</td>
</tr>
<tr>
<td>Rising Juniors</td>
<td>66%</td>
<td>10%</td>
<td>21%</td>
</tr>
<tr>
<td>Rising Sophomores</td>
<td>67%</td>
<td>17%</td>
<td>17%</td>
</tr>
</tbody>
</table>

Average Monthly Salary

- 35 responses
- Paid Full-time: $2,449 (Avg. 38 Hours per Week)
- Paid Part-time: $1,454 (Avg. 27 Hours per Week)

How They Heard About the Opportunity

- 57 responses

<table>
<thead>
<tr>
<th>Source of Information</th>
<th>% of Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>Applied Directly</td>
<td>30%</td>
</tr>
<tr>
<td>Contacts Outside of Penn</td>
<td>21%</td>
</tr>
<tr>
<td>Online Job/Internship Site</td>
<td>16%</td>
</tr>
<tr>
<td>Penn Professor/Staff/Alumni/etc.</td>
<td>9%</td>
</tr>
<tr>
<td>Penn Sponsored Internship</td>
<td>9%</td>
</tr>
<tr>
<td>Other Penn Resource</td>
<td>5%</td>
</tr>
<tr>
<td>Previous Employer</td>
<td>5%</td>
</tr>
<tr>
<td>Handshake</td>
<td>4%</td>
</tr>
<tr>
<td>On Campus Interviewing (OCI)</td>
<td>2%</td>
</tr>
<tr>
<td>Other</td>
<td>0%</td>
</tr>
<tr>
<td>Other Career Services Resources</td>
<td>0%</td>
</tr>
</tbody>
</table>

When They Accepted Their Offer

- 57 responses

<table>
<thead>
<tr>
<th>Month</th>
<th>% of Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before Aug</td>
<td>2%</td>
</tr>
<tr>
<td>Sep</td>
<td>2%</td>
</tr>
<tr>
<td>Oct</td>
<td>5%</td>
</tr>
<tr>
<td>Nov</td>
<td>4%</td>
</tr>
<tr>
<td>Dec</td>
<td>9%</td>
</tr>
<tr>
<td>Jan</td>
<td>30%</td>
</tr>
<tr>
<td>Feb</td>
<td>26%</td>
</tr>
<tr>
<td>Mar</td>
<td>18%</td>
</tr>
<tr>
<td>Apr</td>
<td>18%</td>
</tr>
<tr>
<td>May</td>
<td>7%</td>
</tr>
<tr>
<td>Jun or Later</td>
<td>0%</td>
</tr>
</tbody>
</table>
SUMMER 2019 INDUSTRY REPORT
Media/Journalism/Entertainment

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Media/Journalism/Entertainment</td>
<td>32</td>
<td>$2,400</td>
<td>$5,000</td>
</tr>
</tbody>
</table>

* Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

3311, Development Intern *
Archipelago Books, Summer Intern +
Boardroom.Media, Marketing and Media Intern *
CBS Corporation, Photo Intern +
CMS, Business Development Intern +
CNN, Newsgathering Intern +
CNN, Production Intern +
Comcast NBCUniversal, Business Analyst I *
Comcast NBCUniversal, eCommerce Marketing *
Comcast NBCUniversal, Government Communications Intern +
Comcast NBCUniversal, Intern *
Comcast NBCUniversal, Marketing and Sales Intern ○
Comcast NBCUniversal, Marketing Intern *
Comcast NBCUniversal, Policy Intern *
Comcast NBCUniversal, Software Engineering Intern *
Comcast NBCUniversal, Strategic Analyst Intern *
Comcast NBCUniversal, TODAY Show Intern *
Comcast NBCUniversal, War Games Leader Intern *
Creative Artists Agency, TV Alt Intern +
Disney Imagineering, Animation Tools Intern *
Dow Jones, Product Optimization Intern *
Emperor Motion Pictures, Intern *
FactCheck.org, Undergraduate Fellow +
FactCheck.org, Undergraduate Fellow ○
FactCheck.org, Undergraduate Research Fellow +
Flathead Beacon, Intern +
Forbes Media, Summer Video Intern ○
Fox Business Network, College Associate ○
Fox Corporation, Intern *
Gershman Philadelphia Jewish Film Festival, Media Intern *
Glass Entertainment Group, Rotation Intern +
Horizon Media, Analytics Intern +
iHeartMedia, Promotions Intern +
MediaTank, Video Production Intern *
National Geographic, Strategy and Consumer Marketing Intern *

Job Functions

Production (Media) 20%
Marketing 16%
Writing: Journalism/Other Writing 14%
Data Analytics: Data Analytics 10%
Business Development 8%
Editing 6%
Advertising/Media Planning 4%
Graphic Design 4%
Product/Brand Management 4%
Software Development/Engineering 4%
Data Analytics: Data Science 2%
Policy/Analysis 2%
Research & Development 2%
Research: Other 2%
Sales 2%

+ Rising Senior
* Rising Junior
○ Rising Sophomore
### Media/Journalism/Entertainment

#### Employers & Job Titles

<table>
<thead>
<tr>
<th>Company</th>
<th>Internship Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>New York Magazine</td>
<td>Editorial Intern +</td>
</tr>
<tr>
<td>New York Times</td>
<td>Revenue Analytics Intern +</td>
</tr>
<tr>
<td>On The Move Entertainment</td>
<td>Design Intern *</td>
</tr>
<tr>
<td>Paradigm Talent Agency</td>
<td>Summer Intern *</td>
</tr>
<tr>
<td>Paramount Pictures</td>
<td>WWTV Strategy &amp; Operations Intern +</td>
</tr>
<tr>
<td>Philadelphia Magazine</td>
<td>Editorial Intern *</td>
</tr>
<tr>
<td>Rappler</td>
<td>Data Intern ○</td>
</tr>
<tr>
<td>Roc Nation</td>
<td>Operations Resident *</td>
</tr>
<tr>
<td>Spark Media</td>
<td>Intern/Production Assistant ○</td>
</tr>
<tr>
<td>Stampede Ventures</td>
<td>Business Development Intern *</td>
</tr>
<tr>
<td>Starfish Media Group</td>
<td>Intern +</td>
</tr>
<tr>
<td>Teletica - Costa Rica Broadcaster</td>
<td>Radio Program and 7 Dias Journalist *</td>
</tr>
<tr>
<td>The Buffalo News</td>
<td>Marketing Intern +</td>
</tr>
<tr>
<td>The Philadelphia Inquirer</td>
<td>Staff Writer *</td>
</tr>
<tr>
<td>The Tonight Show Starring Jimmy Fallon</td>
<td>Music &amp; General Production Intern +</td>
</tr>
<tr>
<td>Tubi TV</td>
<td>Data Science + Product Management Intern +</td>
</tr>
<tr>
<td>USA TODAY</td>
<td>Education and Breaking News Intern *</td>
</tr>
<tr>
<td>Viacom</td>
<td>Nickelodeon Digital Programming Intern *</td>
</tr>
<tr>
<td>Viacom</td>
<td>Strategy and Business Development Intern *</td>
</tr>
<tr>
<td>Warner Bros Entertainment</td>
<td>Sales Services and Commercial Operations Intern *</td>
</tr>
<tr>
<td>Warner Media</td>
<td>Ad Sales Intern *</td>
</tr>
<tr>
<td>William Morris Endeavor</td>
<td>Mailroom Intern +</td>
</tr>
</tbody>
</table>
Nonprofit

Type of Work/Internship
138 responses

- Rising Seniors: 49% Paid, 4% Paid Part-time, 33% Unpaid, 13% Unpaid Part-time
- Rising Juniors: 48% Paid, 13% Paid Part-time, 25% Unpaid, 15% Unpaid Part-time
- Rising Sophomores: 33% Paid, 27% Paid Part-time, 31% Unpaid, 9% Unpaid Part-time

Average Monthly Salary
44 responses

- $1,726: Avg. 38 Hours per Week
- $1,164: Avg. 22 Hours per Week

Industry Breakdown
138 responses

- Cultural Institutions/Arts and Cultural Affairs, 21%
- Social Services, 22%
- Public Interest/Advocacy, 57%

How They Heard About the Opportunity
138 responses

- Contacts Outside of Penn: 19%
- Applied Directly: 17%
- Penn Sponsored Internship: 16%
- Penn Professor/Staff/Alumni/etc.: 15%
- Online Job/Internship Site: 9%
- Other Penn Resource: 7%
- Previous Employer: 7%
- Handshake: 5%
- Other Career Services Resources: 4%
- Other: 1%

When They Accepted Their Offer
137 responses

- 4% Before Aug
- 2% Sep
- 2% Oct
- 2% Nov
- 12% Dec
- 24% Jan
- 31% Feb
- 17% Mar
- 6% Apr
- 1% May
- 0% Jun or Later
SUMMER 2019 INDUSTRY REPORT

Nonprofit

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nonprofit</td>
<td>31</td>
<td>$1,600</td>
<td>$350 $4,800</td>
</tr>
<tr>
<td>Cultural Institutions/Arts and Cultural Affairs</td>
<td>1</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Public Interest/Advocacy</td>
<td>20</td>
<td>$1,750</td>
<td>$1,000 $4,800</td>
</tr>
<tr>
<td>Social Services</td>
<td>10</td>
<td>$1,300</td>
<td>$350 $2,200</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

7000 Languages, Project Manager Intern +
Achieving Independence Center, Philadelphia Youth Network Fellow *
ACLU of Michigan, Summer Intern ○
Agatston Urban Nutrition Initiative, Assistant Supervisor +
American Jewish Committee, Goldman Fellow *
American Writers Museum, Intern ○
Aquinas Center, Legal Intern ○
Arthur Ross Gallery, Gallery Intern +
Ashoka, Marketing and Communications Intern *
Ashoka, Venture & Fellowship Intern *
Ashoka, Venture and Fellowships Intern +
Asian American United, Youth Program Facilitator ○
Better Future Project, Summer Fellow ○
Bideawee, Volunteer Coordinator ○
Bloomberg Associates, Consulting Intern +
Botswana-UPenn Partnership, Student Intern ○
Broad Street Ministry, Intern *
C4ADS, Investigative Analyst Intern +
CHILD USA, Robert A. Fox Research Fellow +
CHOICE Humanitarian, Intern ○
CHOICE Humanitarian, Project Intern ○
Christie's, Intern *
Christie's, Summer Intern +
CIEE, Customer Service Specialist ○
Common Cause, State Campaign Intern *
Criminal Justice Agency, Pretrial Intern *
Crossroads International, Summer Intern *
D.C. Policy Center, Economic Housing Policy Intern +
Energy Coordinating Agency, Intern - Organization Analyst +
Families In Transition-New Horizons, Support Staff *
Federation of Protestant Welfare Agencies, Executive Intern ○

Job Functions

123 responses

- Research: Other: 15%
- Museum/Art Gallery/Curatorial: 8%
- Administration: 7%
- Policy/Analysis: 7%
- Teaching: 7%
- Program Planning: 5%
- Business Development: 4%
- Legal Support: 4%
- Marketing: 4%
- Writing: Journalism/Other Writing: 3%
- Fund Raising/Promotion: 3%
- Direct Service: 3%
- Data Analytics: Data Analytics: 3%
- Counseling: 3%
- Research: Biomedical: 2%
- Social Media: 2%
- Research: Economics: 2%
- Lobbying: 2%
- Coaching/Tutoring: 2%
- Research: Energy/Environmental: 2%
- Other: 12%

+ Rising Senior
* Rising Junior
○ Rising Sophomore
### Nonprofit

#### Employers & Job Titles

<table>
<thead>
<tr>
<th>Employer/Job Title</th>
<th>Intern/Position</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>FoodCloud, Marketing and Business Development Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Foreign Policy Research Institute, Research Intern (2)</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Foundation for Individual Rights in Education, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Friends For Street Children, Communications Specialist</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Generations for Peace, Partnerships Research Assistant</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>German Marshall Fund, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Gillibrand 2020, Scheduling and Advance Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Grace Place for Children and Families, College Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Grassroots Campaigns, Field Manager</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Green Building United, Policy Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Green sleeves Children’s Trust, Volunteer</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Habitat para la Humanidad Argentina, Marketing &amp; Communications Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Hartford Youth Scholars, Gordon Fellow</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Hecho Por Nosotros, Business Development Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Hoeffer Lab, Intern/ Research Assistant</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Ignite Mental Health, Social Impact Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Institut Montaigne, Research Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Institute of Contemporary Art, Business Admin Assistant</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Institute of Contemporary Art, Front Desk Receptionist</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Institute of Contemporary Art, Marketing Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Institute of Contemporary Art, Public Engagement Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Institute of Defense Analysis, Summer Associate</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Institute of Marine and Environmental Technologies, Research Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Janelia Research Campus, Janelia Undergraduate Scholar</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Jewish Community Center of Greater Kansas City, J Camp</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Counselor/Early and Late Care Provider</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Joseph J Peters Institute, Operations Assistant</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Kol HaNearim, Coordinator</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>La Fondation Orient-Occident, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Lake Avenue Church, Early Elementary Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Learning Undefeated Foundation, Education Development Team Leader</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Lien Centre for Social Innovation, Editorial Associate</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Lloyd A. Fry Foundation, Summer Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Lobeck Taylor Family Foundation, Education Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Lutheran Settlement House, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Lyda Hill Philanthropies, Summer Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>MALDEF, NHLA Policy Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Morgan Library &amp; Museum, Curatorial Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Moroccan Center for Innovation and Social Entrepreneurship (MCISE), Research Intern and Workshop Facilitator</td>
<td>Intern/Position</td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Naandi Foundation, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>National Urban League, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Nationalities Service Center, Anti-Human Trafficking Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Never Fear Being Different, Business Development Manager</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>New York City Police Foundation, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>North Wildwood Beach Patrol, Beach Lifeguard</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Oakland Museum of California, Social Impact Finance Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Ocean City Historical Museum, Museum Assistant</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Organization of American States, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Organizing Corps 2020, Political Organizer</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>PA Senate Democratic Campaign Committee, Summer Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Pacific Forum International, Program Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>PCCY: Public Citizens for Children and Youth, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Pew Research Center, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Philadelphia Bar Foundation, Marketing and Development Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Philadelphia Chinatown Development Corporation, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Philadelphia Higher Education Network for Neighborhood Development, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Philadelphia Industrial Development Corporation, Intern</td>
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</tr>
<tr>
<td>Philadelphia Industrial Development Corporation, Strategy, Communications, &amp; Partnerships Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Philadelphia Zoo, Environmental Education and Animal Behavior Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Poder do Voto, Summer Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Pritzker Traubert Foundation, Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Project Renewal, Residential Aide Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Project San Francisco, Clinical Research Assistant</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Rebel Ventures, Cinematographer/Editor</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Rebel Ventures, Graphic Designer &amp; Mentor</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Robin Hood Foundation, Robin Hood Summer Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Samrakshak Samuha Nepal (SASANE), Summer Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Search for Common Ground, International Intern</td>
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<td>Rising Junior</td>
</tr>
<tr>
<td>Shapiro for PA, Finance Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Smithsonian National Museum of African American History and Culture, Social Media Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Smithsonian National Museum of Natural History, Natural History Research Experiences Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Solomon R Guggenheim Foundation, Finance and Operations Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Springboard Collaborative, Operations Manager</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>Squash and Education Alliance, Summer Associate</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>STAND Canada, Blog Writer</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>The Brookings Institution, Research Intern</td>
<td></td>
<td>Rising Junior</td>
</tr>
<tr>
<td>The Center for International Environmental Law (CIEL), Communications and Development Intern</td>
<td>Intern/Position</td>
<td>Rising Junior</td>
</tr>
</tbody>
</table>
SUMMER 2019 INDUSTRY REPORT

Nonprofit

Employers & Job Titles

The El-Hibri Foundation, Grants Management and Research Intern +
The Forest, Volunteer +
The Foundry, Community Outreach Coordinator ○
The Franklin Institute, Special Programs Educator ○
The Fresh Air Fund, Operations Intern *
The International Food Policy Research Institute, Research and Data Analytics Intern +
The Rotunda, Counselor ○
The Sejong Institute, Research Intern +
The Woodrow Wilson Center, Research Assistant +
Think Tanks and Civil Societies Program, Research Assistant *
To Write Love On Her Arms, Intern +
U.S. Public Interest Research Group, Consumer Watchdog Intern *
UN Watch, Intern *
UNICEF USA, Development Strategy Intern ○
University of Pennsylvania - Museum of Archaeology and Anthropology, Intern *
University of Pennsylvania - Penn Museum, Research Assistant *
University of Pennsylvania - Penn Museum, Summer Intern *
University of Pennsylvania - Penn's Village, Marketing/Communications Intern *
University of Pennsylvania - PennSound, Centre for Undergraduate Research Fellowships Intern *
Upper Merion Township Library, Library Page ○
Urban Tree Connection, Intern *
VietLead, Project Facilitator +
Welcome America, Inc., Business Administration Intern *
WEPOWER, Entrepreneurship Strategy Intern ○
Why Not Prosper, Intern +
Wisconsin Humane Society, Wildlife Intern ○
World Medical Association, Intern +
Young Quakers Community Athletics, Young Quakers Summer Associate ○
YouthWorks, Ministry Support Coordinator +
**SUMMER 2019 INDUSTRY REPORT**

**Pharmaceuticals/Biotechnology**

### Type of Work/Internship

<table>
<thead>
<tr>
<th>Rising Seniors</th>
<th>Rising Juniors</th>
<th>Rising Sophomores</th>
</tr>
</thead>
<tbody>
<tr>
<td>87%</td>
<td>88%</td>
<td>85%</td>
</tr>
<tr>
<td>7%</td>
<td>4%</td>
<td>8%</td>
</tr>
<tr>
<td>7%</td>
<td>8%</td>
<td>8%</td>
</tr>
</tbody>
</table>

### Average Monthly Salary

- **Paid Full-time**
  - $2,881 (Avg. 40 Hours per Week)
- **Paid Part-time**
  - $1,322 (Avg. 23 Hours per Week)

### How They Heard About the Opportunity

- **Applied Directly**
  - 28%
- **Contacts Outside of Penn**
  - 24%
- **Online Job/Internship Site**
  - 12%
- **Penn Professor/Staff/Alumni/etc.**
  - 12%
- **Handshake**
  - 9%
- **Previous Employer**
  - 6%
- **Other Penn Resource**
  - 4%
- **On Campus Interviewing (OCI)**
  - 1%
- **Other Career Services Resources**
  - 1%
- **Penn Sponsored Internship**
  - 1%
- **Other**
  - 0%

### When They Accepted Their Offer

- **Before Aug**
  - 6%
- **Sep**
  - 2%
- **Oct**
  - 5%
- **Nov**
  - 3%
- **Dec**
  - 5%
- **Jan**
  - 12%
- **Feb**
  - 9%
- **Mar**
  - 14%
- **Apr**
  - 32%
- **May**
  - 12%
- **Jun or Later**
  - 2%
## Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceuticals/Biotechnology</td>
<td>50</td>
<td>$3,000</td>
<td>$1,200</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

## Employers & Job Titles

- **Abbott Laboratories**, Applied Research and Marketing Intern +
- **AbbVie**, Intern +
- **Allergan**, Quality & Compliance Intern ○
- **Allevi, Inc.**, Electronics Intern ○
- **AmerisourceBergen**, Pricing Intern *
- **Amgen**, Undergraduate Intern ○
- **AstraZeneca**, Bio-Process Technologies and Engineering Intern *
- **AstraZeneca**, Financial Analyst Intern *
- **Berger Laboratory for Epigenetic Research**, Research Intern *
- **CancerCare Manitoba**, Research Assistant ○
- **Ceres Nanosciences, Inc.**, Research Intern +
- **Corporal Michael J. Crescenz VA Medical Center, Cullen Lab**, Translational Research Intern ○
- **Diamond Lab**, Lab Assistant *
- **Edwards Lifesciences**, Information Security Intern *
- **Fenix Group International, LLC**, Life Sciences Consultant Intern +
- **Fesarius Therapeutics**, R&D Intern +
- **Fig Pharmaceuticals**, Business Development Intern *
- **Genentech**, Intern *
- **Genesity**, Lab and Technology Intern +
- **GlaxoSmithKline**, Data Product & Engineering Intern *
- **GlaxoSmithKline**, Systems Modeling and Translational Biology Intern *
- **Group K Diagnostics**, Chief Strategy Officer +
- **Group K Diagnostics**, Operations Manager ○
- **Halda Therapeutics**, Biology Intern ○
- **Icahn Institute for Data Science and Genomic Technology**, Data Science Intern *
- **Illumina**, Chemistry Research Associate Intern +
- **Illumina**, Software Systems Analyst & Software Engineering Intern *
- **Intuitive Surgical**, Regulatory Affairs Intern +
- **Johnson & Johnson**, Active Pharmaceutical Ingredient Large Molecule Intern +
- **Johnson & Johnson**, Data Analytics Intern *
- **LCNS**, Research Assistant +
- **Leidy Laboratories**, Undergraduate Researcher *
- **Littlejohn Undergraduate Research Award**, Research Assistant +

## Job Functions

- **Research: Biomedical**
- **Research & Development**
- **Research: Other**
- **Finance: Financial Planning & Analysis**
- **Business Development**
- **Data Analytics: Data Analytics**
- **Data Analytics: Data Science**
- **Research: Clinical**
- **Software Development/Engineering**
- **Architecture**
- **Consulting: Research**
- **Management**
- **Marketing**
- **Technology Analysis**

- 33% were hired in a biomedical research role.
SUMMER 2019 INDUSTRY REPORT

Pharmaceuticals/Biotechnology

Employers & Job Titles

Longevity Biotech Inc., Production Intern +
Mckay Orthopedic Laboratory, Research Assistant *
Medtronic, Financial Analyst *
Merck & Co., Clinical Science and Study Management +
Merck & Co., Financial Budgeting Intern *
Merck & Co., Global Antibiotics Marketing Intern +
Merck & Co., Global Supplier Management Intern *
Monell Chemical Senses Center, Research Assistant +
Monell Chemical Senses Center, Research Technician *
North Carolina State University, Research Assistant +
Novartis, Data Science Intern ○
Novartis, Financial Planning Summer Analyst ○
Novartis, Process Science Intern +
Pfizer, Global Procurement Support Analyst *
Pfizer, Process Enablement Intern *
Pfizer, Statistics Intern +
Pfizer, Summer Worker +
RefleXion Medical, Strategy and Business Development Intern +
Regeneron, Intern *
Regeneron Pharmaceuticals, Process Sciences Intern +
Rehab Robotics Lab through LSAMP program, Research Assistant ○
Samsung BioLogics, Global Business Development Intern ○
SmartPharm Therapeutics, Research and Development Intern +
Spine Pane Research Lab, Undergraduate Researcher *
Sylvester Cancer Center, Lab Assistant *
Thermo Fisher Scientific, Finance Intern *
United States Pharmacopeia, Healthcare Quality and Safety Intern +
UT Southwestern Medical Center, Student Research Intern ○
Varex Imaging, Image Processing Intern +
Walgreens Pharmacy, Pharmacy Technician ○
Wistar Institute, Research Assistant +
Wistar Institute, Research Intern +
Wistar Institute, Student Research Assistant +
Wistar Institute, Undergrad Intern +

+ Rising Senior
* Rising Junior
○ Rising Sophomore
Type of Work/Internship

37 responses

- Rising Seniors: 100%
- Rising Juniors: 61% Paid, 22% Full-time, 11% Part-time
- Rising Sophomores: 78% Full-time, 22% Part-time

Average Monthly Salary

26 responses

- Paid Full-time: $3,200 Avg. 44 Hours per Week
- Paid Part-time: $1,400 Avg. 25 Hours per Week

How They Heard About the Opportunity

36 responses

- Contacts Outside of Penn: 36%
- Applied Directly: 17%
- Handshake: 17%
- Penn Professor/Staff/Alumni/etc.: 11%
- Online Job/Internship Site: 6%
- Other Career Services Resources: 6%
- On Campus Interviewing (OCI): 3%
- Penn Sponsored Internship: 3%
- Previous Employer: 3%
- Other: 0%
- Other Penn Resource: 0%

When They Accepted Their Offer

35 responses

- Before Aug: 3%
- Sep: 14%
- Oct: 6%
- Nov: 9%
- Dec: 29%
- Jan: 17%
- Feb: 29%
- Mar: 20%
- Apr: 3%
- May: 3%
- Jun or Later: 3%
Real Estate/Construction

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Estate/Construction</td>
<td>23</td>
<td>$3,000</td>
<td>$1,750</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

Ardor Group, Marketing Intern ○
Ballinger, HVAC Engineering Intern ○
Blue Road Investments, Intern ○
CBRE, Intern *
CBRE, Software Engineer Intern +
CBRE, Software Engineering Department *
CBRE, Software Engineering Intern *
Current Real Estate Advisors, Intern *
Cushman and Wakefield, Summer Research Analyst +
Eastdil Secured, Analyst +
Expansive | Crowdfunding Inmobiliario, Real Estate Summer Analyst *
Garden Homes, Project Assistant *
Harbor Group International, Acquisitions Intern *
HF3 Group, Summer Real Estate Analyst *
HFF, Investment Advisory Summer Analyst +
Hines, Summer Analyst +
JLL, Intern +
LodeStar Software Solutions, Sales and Marketing Manager *
Multifamily Asset Managers, Software Developer Intern ○
Newmark Grubb Levy Strange Beffort, Intern ○
Pennsylvania Real Estate Investment Trust, Marketing Intern *
PrivCap Companies, Acquisitions Analyst ○
Radian, Software Analyst *
Rain Wine Real Estate Group, Summer Analyst +
Rubenstein Partners, Summer Analyst +
Shah Capital Advisors, Summer Analyst *
Sotheby’s International Realty, Data Management Specialist ○
Sterling Project Development LLC, Consultant *
The Feldman Companies, Real Estate Summer Analyst *
The LiRo Group, IT Intern ○
The Renken Company, Appraisal Intern *
Ventas, Inc., Intern, Investments *
View Inc., Business Development Intern *
W. P. Carey, Summer Investments Analyst +
Waterfall Properties, Summer Analyst ○
WeWork, Summer Marketing Intern +

Job Functions

37 responses

- **Real Estate Investment** 35%
- **Real Estate Development** 16%
- **Software Development/Engineering** 14%
- **Marketing** 8%
- **Market Research** 5%
- **Business Development** 3%
- **Consulting: Technology** 3%
- **Data Analytics: Data Analytics** 3%
- **Finance: Investment Banking** 3%
- **Finance: Investment Management** 3%
- **Finance: Private Equity** 3%
- **Property Management** 3%
- **Systems Engineering/Analysis** 3%

51% were hired in a real estate investment or development role.

* Rising Senior
○ Rising Sophomore
* Rising Junior
SUMMER 2019 INDUSTRY REPORT

Retail/Wholesale

Type of Work/Internship

50 responses

<table>
<thead>
<tr>
<th>Rising Seniors</th>
<th>Rising Juniors</th>
<th>Rising Sophomores</th>
</tr>
</thead>
<tbody>
<tr>
<td>100%</td>
<td>54%</td>
<td>31%</td>
</tr>
<tr>
<td>46%</td>
<td></td>
<td>10%</td>
</tr>
</tbody>
</table>

# of Students

- Rising Seniors: 8
- Rising Juniors: 13
- Rising Sophomores: 29

Average Monthly Salary

39 responses

- Full-time: $2,126 (Avg. 41 Hours per Week)
- Part-time: $813 (Avg. 22 Hours per Week)

How They Heard About the Opportunity

50 responses

- Applied Directly: 38%
- Contacts Outside of Penn: 22%
- Online Job/Intership Site: 20%
- Previous Employer: 6%
- Handshake: 4%
- Other Career Services Resources: 4%
- Other Penn Resource: 4%
- Penn Professor/Staff/Alumni/etc.: 2%
- On Campus Interviewing (OCI): 0%
- Other: 0%
- Penn Sponsored Internship: 0%

When They Accepted Their Offer

47 responses

- Before Aug: 17%
- Sep: 2%
- Oct: 4%
- Nov: 2%
- Dec: 4%
- Jan: 4%
- Feb: 2%
- Mar: 15%
- Apr: 13%
- May: 19%
- Jun or Later: 21%
Retail/Wholesale

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail/Wholesale</td>
<td>20</td>
<td>$1,940</td>
<td>$400</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

Aeropostale, Sales Associate ○
Anthropologie, Floor Stylist/Sales Associate *
Arturo Global, Business Development Intern ○
Banana Republic, Brand Ambassador ○
Banana Republic, Sales Associate *
Barnes & Noble, Digital Project Manager +
Bloomingdale’s, Finance Intern *
Bloomingdale’s, Planning Intern +
Bonobos, Brand Marketing Intern *
BRABAR, Sales Representative ○
Bubble Goods, Social Media Marketing Intern ○
Chanel, Strategy and Client Analytics Intern +
Churchills Graham, Marketing Analyst ○
Convenience Plus, Pizza Artist ○
CVS Pharmacy, Store Associate/Cashier ○
Dick’s Sporting Goods, Software Engineering Intern +
Elmore Swim Shop, Employee ○
Eons, Restaurant Crew Member *
Food Lion, Deli Worker ○
Food World Supermarket, Head Sales Associate ○
Forever 21, Stoke Associate *
Highland Fruit Growers Inc., Team Member *
J Crew, Sales Associate, Merchandiser ○
Jack Wills, Supervisor ○
Jewels Osco, Cashier ○
Jovani, Intern ○
Kung Fu Tea ○
Levi’s, Sales Associate ○
LOFT, Sales Associate ○
Longchamp, Merchandising Intern ○
Macy’s, Buying Intern +
Macy’s, Marketing Intern +
Monkee’s of Madeira, Co-Manager ○
Montaro LLC, Digital Marketing and Operations Intern ○
Nature’s Art Village, Employee *
Nautica, Sales Associate ○
Nike, Sales Associate ○

Job Functions

49 responses

<table>
<thead>
<tr>
<th>Function</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>39%</td>
</tr>
<tr>
<td>Marketing</td>
<td>14%</td>
</tr>
<tr>
<td>Restaurant/Food Services</td>
<td>14%</td>
</tr>
<tr>
<td>Buying/Merchandising</td>
<td>10%</td>
</tr>
<tr>
<td>Data Analytics: Data Analytics</td>
<td>6%</td>
</tr>
<tr>
<td>Software Development/Engineering</td>
<td>4%</td>
</tr>
<tr>
<td>Business Development</td>
<td>2%</td>
</tr>
<tr>
<td>Consulting: Management/Strategy</td>
<td>2%</td>
</tr>
<tr>
<td>Finance: Financial Planning &amp; Analysis</td>
<td>2%</td>
</tr>
<tr>
<td>Management</td>
<td>2%</td>
</tr>
<tr>
<td>Product Design/Development</td>
<td>2%</td>
</tr>
<tr>
<td>Product/Project Management (Tech)</td>
<td>2%</td>
</tr>
</tbody>
</table>

+ Rising Senior
* Rising Junior
○ Rising Sophomore
SUMMER 2019 INDUSTRY REPORT

Sports/Hospitality/Food Service

Type of Work/Internship
115 responses

<table>
<thead>
<tr>
<th>Rising Seniors</th>
<th>Rising Juniors</th>
<th>Rising Sophomores</th>
</tr>
</thead>
<tbody>
<tr>
<td>82%</td>
<td>74%</td>
<td>51%</td>
</tr>
<tr>
<td>12%</td>
<td>15%</td>
<td>46%</td>
</tr>
<tr>
<td>6%</td>
<td>11%</td>
<td>3%</td>
</tr>
</tbody>
</table>

# of Students

| 17 | 27 | 71 |

Average Monthly Salary
87 responses

- Paid Full-time: $1,990
  Avg. 43 Hours per Week
- Paid Part-time: $964
  Avg. 23 Hours per Week

How They Heard About the Opportunity
112 responses

- Contacts Outside of Penn: 37%
- Applied Directly: 23%
- Previous Employer: 17%
- Penn Professor/Staff/Alumni/etc.: 9%
- Online Job/Internship Site: 7%
- Handshake: 4%
- Other Penn Resource: 2%
- Penn Sponsored Internship: 1%
- On Campus Interviewing (OCI): 0%
- Other: 0%
- Other Career Services Resources: 0%

When They Accepted Their Offer
113 responses

- Before Aug: 26%
- Sep: 2%
- Oct: 3%
- Nov: 10%
- Dec: 4%
- Jan: 18%
- Feb: 11%
- Mar: 20%
- Apr: 7%
- May: 20%
- Jun or Later: 7%
SUMMER 2019 INDUSTRY REPORT

Sports/Hospitality/Food Service

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sports/Hospitality/Food Service</td>
<td>55</td>
<td>$1,616</td>
<td>$500</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

All American Aim LLC, Lacrosse Coach ○
American Nail Spa, Receptionist ○
Aramark, Intern *
Arrowhead Day Camp ○
Bagelicious North Haven, Crew Member ○
Bay Head Yacht Club, Head 420 Coach *
Beneduce Vineyards, Event Staff ○
Big League Advance, Data Science Intern *
Blue on Highland (Restaurant), Hostess/ Busser ○
Braums Ice Cream and Dairy Stores, Employee ○
Brook Hollow Golf Club, Lifeguard Supervisor and Swim Coach ○
Cafe Rio, Line Cook ○
Cambridge Tennis Club, Staff +
Camp Alonim, Advisor ○
Camp Brookwoods and Deer Run, Camp Counselor ○
Camp Green Lane, General Counselor and Group Leader +
Camp Green Lane, Infirmary Health Assistant *
Camp HASC, Nursing Assistant *
Camp Laurel, Head Tennis Pro and Camp Counselor ○
Camp Ramah in the Poconos, Counselor +
Camp Robindel, Counselor ○
Camp Wohelo, Camp Nurse Assistant +
Camp Yavneh, Unit Head ○
Camps Kenwood and Evergreen, General Counselor ○
Cape Cod Sea Camps, Head Counselor +
Chick's Oyster Bar, Food Runner ○
Choxue, Intern ○
Collegetown Bagels, Retail Associate ○
Congressional Country Club, Pavilion Server ○
Context Travel, Partner Sales & Marketing Intern *
Crepe Diem, Owner *
D&D Lawn Care, Manager *
Denton Wesleyan Camp, Camp Counselor ○
Diccicos Italian Restaurant, Server +
Dunkin Donuts, Crew Member ○
DVTA, Instructor/Counselor ○

Job Functions

108 responses

<table>
<thead>
<tr>
<th>Function</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restaurant/Food Services</td>
<td>32%</td>
</tr>
<tr>
<td>Coaching/Tutoring</td>
<td>22%</td>
</tr>
<tr>
<td>Teaching</td>
<td>6%</td>
</tr>
<tr>
<td>Counseling</td>
<td>6%</td>
</tr>
<tr>
<td>Marketing</td>
<td>6%</td>
</tr>
<tr>
<td>Management</td>
<td>4%</td>
</tr>
<tr>
<td>Administration</td>
<td>4%</td>
</tr>
<tr>
<td>Nursing</td>
<td>4%</td>
</tr>
<tr>
<td>Consulting: Management/Strategy</td>
<td>3%</td>
</tr>
<tr>
<td>Sales</td>
<td>3%</td>
</tr>
<tr>
<td>Data Analytics: Data Analytics</td>
<td>2%</td>
</tr>
<tr>
<td>Data Analytics: Data Science</td>
<td>2%</td>
</tr>
<tr>
<td>Direct Service</td>
<td>2%</td>
</tr>
<tr>
<td>Research: Economics</td>
<td>1%</td>
</tr>
<tr>
<td>Public Relations</td>
<td>1%</td>
</tr>
<tr>
<td>Other</td>
<td>1%</td>
</tr>
<tr>
<td>Human Resources</td>
<td>1%</td>
</tr>
<tr>
<td>Accounting</td>
<td>1%</td>
</tr>
<tr>
<td>Market Research</td>
<td>1%</td>
</tr>
</tbody>
</table>

* Rising Junior
○ Rising Sophomore
+ Rising Senior
Employers & Job Titles

Eleven Madison Park, Summer Operations Intern
Festival Foods, Associate
Flatbread Company, Chef
Friendly’s Restaurant, Server
Galileo Summer Camps, Team Leader
Glen Ridge Country Club, Waitress
Global English Camp, Program Intern
Grace United Methodist Church, Camp Counselor
Great Lakes Loons, Custodian and Assistant Groundskeeper
Hartford’s Camp Courant, Counselor
Hershey Lodge, Front Desk Attendant
Hockaday Summer Day Camp, Texas Nurse Aide Training, Camp Counselor
Ivy Camps USA, STEM Instructor
Jamie Hollander Gourmet Foods and Catering, Bartender
JCC of Staten Island, Head Senior Counselor
Johnny Angels, Server
Kenwood Country Club, Barback
Kenwood Golf and Country Club, Lifeguard
Lake Compounce Theme Park, Supervisor
Lawns & Roses LLC, Landscaper
Legoland
Lombard Swim Club, Receptionist
Major League Baseball, League Economics and Operations Intern
Maplewood Kitchen and Bar, Front of House staff
Max’s Famous Hot Dogs, Server
McDonald’s, Crew
Michael Schnur Swim Camp, Camp Counselor
Michael Schnur Swim Camp, Head Representative
Millie’s Homemade Ice Cream, Operations and Marketing Intern
Monical’s Pizza, Maker
Monumental Sports and Entertainment, Communications Intern
North Hempstead Country Club, Lifeguard
Norwalk River Rowing Association, Coach
Orangetheory Fitness, Sales Associate
Oscars Mexican Seafood, Business Growth Advisor
Overbrook Golf Club, Bartender
Oxford Creamery, Crew Member
Oyster Harbors Golf Club, Event Assistant
Partyhands, Server
Philadelphia 76ers, Intern

Philadelphia Phillies, Entertainment Staff Employee
Philadelphia Phillies, Phillies Ballgirl
Philadelphia Phillies, Ticket Services Intern
Pho20, Server
Play By Play Sports Broadcasting Camp, Nurse Assistant
Poki DC, Employee
Portland Country Club, Bagroom Operator
Pottruck, Recreation Assistant
Princess Anne Country Club, Swim Coach
RBI, Leadership Development Program Intern
RedBeard Talent, Marketing Analyst
RoadGoat, Marketing Intern
SCPGA Junior Tour, SCPGA Representative Field Staff
Shore Diner, Server
SimpleBet, Data Scientist
Skylake Yosemite Camp, Camp Counselor
Sogetinus Fine Wines, Tour Guide
Starbucks, Barista
Stormy’s Tavern and Grill, Server
Summer at Brentwood Tennis Camp, Assistant Head Coach
Suraya, Line Cook
Sushi Maki and Canton Chinese Foods Inc., Summer Intern
Swansea Country Club, Lifeguard
Swoon, Marketing and Account Management Intern
Tedesco Country Club, AA Caddy
The Cheesecake Factory, Front Desk Filler
United States Tennis Association (USTA), Undergraduate Marketing Intern
Universal Orlando Resort, Industrial Engineering Intern
University of Pennsylvania - Julian Krinsky Camps & Programs, Residential Teaching Assistant (3)
University of Pennsylvania - Julian Krinsky Camps & Programs, Residential Teaching Assistant (2)
University of Pennsylvania - Penn Swim Camp, Camp Counselor
Upper Missouri Ministry
Wannamoisett Country Club, Caddy
Wasserman, Brands Consulting Intern
West Shore Country Club, Tennis Pro Shop Attendant
Will’s Beach Service, Beach Equipment Coordinator
Yum Yum Bake Shop, Server
Technology

Type of Work/Internship

<table>
<thead>
<tr>
<th>Type of Student</th>
<th>Paid Full-time</th>
<th>Paid Part-time</th>
<th>Unpaid/Volunteer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rising Seniors</td>
<td>92%</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>Rising Juniors</td>
<td>75%</td>
<td>11%</td>
<td>5%</td>
</tr>
<tr>
<td>Rising Sophomores</td>
<td>75%</td>
<td>13%</td>
<td>4%</td>
</tr>
</tbody>
</table>

Average Monthly Salary

- **$4,662**
  - Avg. 41 Hours per Week
- **$2,296**
  - Avg. 28 Hours per Week

How They Heard About the Opportunity

<table>
<thead>
<tr>
<th>Source</th>
<th>% of Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>Applied Directly</td>
<td>23%</td>
</tr>
<tr>
<td>Contacts Outside of Penn</td>
<td>22%</td>
</tr>
<tr>
<td>Online Job/Internship Site</td>
<td>15%</td>
</tr>
<tr>
<td>Penn Professor/Staff/Alumni/etc.</td>
<td>11%</td>
</tr>
<tr>
<td>Handshake</td>
<td>10%</td>
</tr>
<tr>
<td>Previous Employer</td>
<td>5%</td>
</tr>
<tr>
<td>On Campus Interviewing (OCI)</td>
<td>4%</td>
</tr>
<tr>
<td>Other</td>
<td>4%</td>
</tr>
<tr>
<td>Penn Sponsored Internship</td>
<td>3%</td>
</tr>
<tr>
<td>Other Career Services Resources</td>
<td>2%</td>
</tr>
<tr>
<td>Other Penn Resource</td>
<td>2%</td>
</tr>
</tbody>
</table>

When They Accepted Their Offer

- Before Aug: 5%
- Sep: 2%
- Oct: 8%
- Nov: 13%
- Dec: 9%
- Jan: 6%
- Feb: 13%
- Mar: 18%
- Apr: 12%
- May: 11%
- Jun or Later: 4%
SUMMER 2019 INDUSTRY REPORT

Technology

Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology</td>
<td>150</td>
<td>$4,000</td>
<td>$400</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.

Employers & Job Titles

101edu, Marketing Intern +
Abilcet Särl, CEO *
AccelOne, Salesforce Division Marketing Coordinator ○
Adobe, Data Science Intern - Marketing and Customer Insights +
Adobe, Technology Consulting Intern +
Affirm Inc., Software Engineering Intern +
Aidoc, AI Engineering Intern *
Allscripts, Solutions Management +
alphagora, Software Developer *
Amazon, Loss Prevention Intern +
Amazon, PrimeNow Whole Foods Shopper ○
Amazon, SDE Intern (2) +
Amazon, Seasonal Warehouse Associate ○
Amazon, Software Development Engineering Intern (2) +
Amazon, Software Development Engineering Intern *
American Councils, Strategist Intern +
American Society for Engineering Education, Research Intern ○
Ant Financial, Alibaba Inc, Strategic Analysis and Operations Intern ○
BlinkReceipt, Intern ○
Blizzard Entertainment, Software Engineer Intern *
Bloom Education Inc., Software Engineer +
Bloomberg, BMIA Intern +
Bloomberg, Software Engineering Intern +
Boingo Wireless, Marketing Intern ○
Bounce: Bag and Luggage Storage, Intern, Project Manager ○
BrainQ, Product Development Intern *
ByteDance, Intern *
CariClub, Product Management Intern +
CASTOR, Mechanical Engineering Intern *
CDW, Sales Intern +
Centaur Diagnostics LLC, iOS Engineer +
Cobi, Software Engineering Intern *
CoinAlpha, Financial/Software Engineer ○
CoinAlpha, Software Engineering Intern ○
Coinfund, Software Engineering Intern *
Collective Health, Product Management Intern +

Job Functions

238 responses

Software Development/Engineering 50%
Business Development 8%
Product/Project Management (Tech) 8%
Marketing
Data Analytics: Data Science 3%
Research & Development 3%
Data Analytics: Data Analytics 3%
Sales 3%
Research: Other 2%
Consulting: Technology 2%
Technology Analysis 1%
Product/Brand Management 1%
Web Design/Development 1%
Finance: Financial Planning & Analysis 1%
User Experience/User Interface 1%
Systems Engineering/Analysis 1%
Product Design/Development 1%
Legal Support 1%
Entrepreneur/Founder 1%
Other 4%

50% were hired in a software development/engineering role.
## Technology

### Employers & Job Titles

<table>
<thead>
<tr>
<th>Employer</th>
<th>Job Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commvault Systems Inc.</td>
<td>Summer Intern ○</td>
</tr>
<tr>
<td>Core Scientific, ML/AI Engineering Intern +</td>
<td></td>
</tr>
<tr>
<td>CyberProof Inc.</td>
<td>Summer Cyber Threat Intelligence Analyst ○</td>
</tr>
<tr>
<td>DataSpark (SingTel)</td>
<td>Product Engineering Intern ○</td>
</tr>
<tr>
<td>Dell</td>
<td>Advisory System Engineer *</td>
</tr>
<tr>
<td>DIFC FinTech Hive</td>
<td>Intern ○</td>
</tr>
<tr>
<td>Dolphin</td>
<td>Business Operations Intern ○</td>
</tr>
<tr>
<td>Draper Laboratory</td>
<td>Machine Intelligence Intern *</td>
</tr>
<tr>
<td>Ellucian</td>
<td>Software Development Intern +</td>
</tr>
<tr>
<td>Ellucian, Inc</td>
<td>Partnerships Intern *</td>
</tr>
<tr>
<td>Encompass Human Capital</td>
<td>Software Development Intern ○</td>
</tr>
<tr>
<td>Enertiv</td>
<td>Software development Intern +</td>
</tr>
<tr>
<td>Esri</td>
<td>Graphic Design Intern +</td>
</tr>
<tr>
<td>Exalt Technologies Ltd.,</td>
<td>Data Engineering Intern +</td>
</tr>
<tr>
<td>Expedia</td>
<td>Software Development Engineering Intern +</td>
</tr>
<tr>
<td>Facebook</td>
<td>Data Analytics Intern *</td>
</tr>
<tr>
<td>Facebook</td>
<td>Data Science Intern +</td>
</tr>
<tr>
<td>Facebook, Facebook University Android App Development Intern ○</td>
<td></td>
</tr>
<tr>
<td>Facebook</td>
<td>Facebook University for Engineering Intern ○</td>
</tr>
<tr>
<td>Facebook</td>
<td>FBU Engineering Intern ○</td>
</tr>
<tr>
<td>Facebook</td>
<td>FBU Intern ○</td>
</tr>
<tr>
<td>Facebook</td>
<td>Global Operations Analyst +</td>
</tr>
<tr>
<td>Facebook</td>
<td>Marketing Science Research Intern +</td>
</tr>
<tr>
<td>Facebook</td>
<td>Software Engineer ○</td>
</tr>
<tr>
<td>Facebook</td>
<td>Software Engineer Intern (2) +</td>
</tr>
<tr>
<td>Facebook</td>
<td>Software Engineer Intern *</td>
</tr>
<tr>
<td>Facebook</td>
<td>Software Engineer Intern - FBU ○</td>
</tr>
<tr>
<td>Facebook</td>
<td>Software Engineering Intern (5) +</td>
</tr>
<tr>
<td>Facebook</td>
<td>Software Engineering Intern (3) *</td>
</tr>
<tr>
<td>Facebook</td>
<td>Software Engineering Intern (2) ○</td>
</tr>
<tr>
<td>Facebook</td>
<td>Software Engineering Intern (Infrastructure) +</td>
</tr>
<tr>
<td>Facebook</td>
<td>Technical Program Manager Intern +</td>
</tr>
<tr>
<td>Facebook Inc.</td>
<td>Auction &amp; Delivery Data Science Intern +</td>
</tr>
<tr>
<td>Facebook, Inc.</td>
<td>Software Engineering Intern *</td>
</tr>
<tr>
<td>Fairbanc</td>
<td>Product Engineer ○</td>
</tr>
<tr>
<td>Figma</td>
<td>Design Intern *</td>
</tr>
<tr>
<td>Flexport</td>
<td>Software Engineering Intern +</td>
</tr>
<tr>
<td>Florida State University</td>
<td>Lab Technician ○</td>
</tr>
<tr>
<td>FORKaiA</td>
<td>Project Management Intern *</td>
</tr>
<tr>
<td>Gateway Group</td>
<td>*</td>
</tr>
<tr>
<td>GE Healthcare</td>
<td>Software Engineer *</td>
</tr>
<tr>
<td>Google</td>
<td>*</td>
</tr>
<tr>
<td>Google, BOLD Intern +</td>
<td></td>
</tr>
<tr>
<td>Google, Engineering Practicum Intern (8) *</td>
<td></td>
</tr>
<tr>
<td>Google, Engineering Practicum Intern ○</td>
<td></td>
</tr>
<tr>
<td>Google, Hardware Engineering Intern +</td>
<td></td>
</tr>
<tr>
<td>Google, Hardware Product Sprint Participant *</td>
<td></td>
</tr>
<tr>
<td>Google, Intern +</td>
<td></td>
</tr>
<tr>
<td>Google, Program Manager Intern *</td>
<td></td>
</tr>
<tr>
<td>Google, Software Engineer Intern +</td>
<td></td>
</tr>
<tr>
<td>Google, Software Engineering Intern (7) +</td>
<td></td>
</tr>
<tr>
<td>Google, Software Engineering Intern *</td>
<td></td>
</tr>
<tr>
<td>Google, STEP Intern ○</td>
<td></td>
</tr>
<tr>
<td>Grab</td>
<td>Intern ○</td>
</tr>
<tr>
<td>Grant Street Group</td>
<td>Business Analyst Intern *</td>
</tr>
<tr>
<td>GroupPon</td>
<td>Product Analytics &amp; Insights Intern +</td>
</tr>
<tr>
<td>Guru Technologies</td>
<td>Revenue Operations Intern *</td>
</tr>
<tr>
<td>Health Sensei</td>
<td>Software Engineering Intern ○</td>
</tr>
<tr>
<td>IBM</td>
<td>Marketing Intern (2) +</td>
</tr>
<tr>
<td>IBM, Solutions Sales Intern</td>
<td></td>
</tr>
<tr>
<td>iManage</td>
<td>Software Engineering Intern *</td>
</tr>
<tr>
<td>Indeses</td>
<td>Summer Intern ○</td>
</tr>
<tr>
<td>Indigo Agriculture</td>
<td>Corporate Development Intern *</td>
</tr>
<tr>
<td>InstaHub</td>
<td>Frontend Development Intern *</td>
</tr>
<tr>
<td>InstaHub</td>
<td>Software Engineering Intern *</td>
</tr>
<tr>
<td>InstaHub</td>
<td>UX/UI Designer *</td>
</tr>
<tr>
<td>Jobcase</td>
<td>Data Analytics Intern *</td>
</tr>
<tr>
<td>Jobcase</td>
<td>Data Engineering and Strategy Intern ○</td>
</tr>
<tr>
<td>June.ai</td>
<td>Intern *</td>
</tr>
<tr>
<td>Kognition</td>
<td>Intern ○</td>
</tr>
<tr>
<td>LendingHome</td>
<td>Software Engineer Intern +</td>
</tr>
<tr>
<td>LinkedIn</td>
<td>Software Engineering Intern +</td>
</tr>
<tr>
<td>Live Building Systems</td>
<td>Sales and Business Development Intern *</td>
</tr>
<tr>
<td>Los Alamos National Laboratory</td>
<td>Technical Summer Intern ○</td>
</tr>
<tr>
<td>Lyft</td>
<td>Software Engineer +</td>
</tr>
<tr>
<td>LYMBA</td>
<td>Intern *</td>
</tr>
<tr>
<td>MadfoaatCom</td>
<td>Business Analyst ○</td>
</tr>
<tr>
<td>Mastercard</td>
<td>APM Intern +</td>
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<tr>
<td>Mastercard, Intern *</td>
<td></td>
</tr>
<tr>
<td>Mastercard, Law, Franchise &amp; Integrity Intern (2) *</td>
<td></td>
</tr>
<tr>
<td>Mastercard, Payments Strategy Intern *</td>
<td></td>
</tr>
<tr>
<td>Mastercard, Real Estate Services and Corporate Sustainability Intern *</td>
<td></td>
</tr>
<tr>
<td>Mastercard, Summer Intern *</td>
<td></td>
</tr>
<tr>
<td>MD Ally</td>
<td>Business Development Intern *</td>
</tr>
<tr>
<td>Mettler Toledo</td>
<td>Accounting Assistant *</td>
</tr>
</tbody>
</table>

* Rising Junior
○ Rising Sophomore
+ Rising Senior

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SUMMER 2019 INDUSTRY REPORT

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PENN CAREER SERVICES
SUMMER 2019 INDUSTRY REPORT

Technology

Employers & Job Titles

Microsoft
Microsoft, Electrical Engineer +
Microsoft, Explore Intern *
Microsoft, Explore Intern (2) ○
Microsoft, Intern ○
Microsoft, Product Marketing Manager +
Microsoft, Program Management Intern +
Microsoft, Program Manager +
Microsoft, Program Manager Intern +
Microsoft, Software Engineer Intern +
Microsoft, Software Engineering & Program Management Intern *
Microsoft, Software Engineering and Program Management Intern *
Microsoft, Software Engineering Intern (4) +
Microsoft, Software Engineering Intern *
Microsoft, Software Engineering Intern ○
Microsoft, Technical Account Mentee *
MiResource, Research and Development Intern +
MIT Lincoln Laboratory, Summer Research Intern +
Mojo Media Club, CEO ○
Money4Jam, Financial Analysis Intern ○
MongoDB, Software Engineering Intern +
Monitory, Business Development Intern ○
NALA, Product and Marketing Intern *
Nasdaq, Business Intelligence Analyst *
Nasdaq, Marketing and Communications Intern ○
Nasdaq, Options and Futures Product Management Intern *
NeuroFlow, Marketing Associate *
Novetta, Special Projects & Machine Learning Intern +
NRG Peaks, Summer Intern ○
O3 World, Accounts Intern ○
OLI, Intern +
Opendoor Labs, Software Engineering Intern +
Optum, Software Engineering Intern *
Palantir Technologies, Forward Deployed Engineer Intern +
Palantir Technologies, Forward Deployed Software Engineer Intern +
Pilot Training System, Programming Intern ○
Price Lab, Digital Humanities Web Design Intern +
Qlicket, Business Development and Marketing Intern ○
Quadrant 2, Software Development Intern *
Raytheon, Intern *
Ricoh, Global Engineering Support Intern +
Robinhood, Software Engineering Intern +

RWTH Aachen University, Research Intern *
RYCOR, Summer Marketing Intern +
Salesforce, Associate Customer Success Manager +
Salesforce, Data Analyst and Operations Intern *
SAP, Junior IoT Developer *
SAS Institute, Software Engineering Intern *
Sensato Cybersecurity Solutions, Software Engineering Intern ○
Shape Security, Software Engineer Intern *
Shopify, Data Scientist Intern *
SIG Center for Computer Graphics, Research Intern +
Slack, Software Engineering Intern *
Slingshot Health, Marketing Intern ○
Smart Vision Labs, Business Development Intern +
Snap Inc., Finance Intern - Investor Relations +
Sotheon, Software Engineering Intern *
Solera Holdings, Financial Analyst *
Sonos, Finance and Analytics Intern +
Spotify, Artist & Label Services Intern +
Spotify, US Consumer Marketing Intern +
Spur Jobs, Intern (2) *
StartSomeGood, Intern ○
StubHub, Revenue Strategy Intern +
SuperKisan, Intern *
Tableau Software, Academic Programs Marketing Intern *
Tableau Software, Product Consulting Intern +
TAVtech, Summer Intern ○
Tencent, Software Engineer Intern *
The Kavlie Nanoscience Institute, California Institute of Technology, Undergraduate Research Fellow +
The Predictive Index, Customer Success Intern *
Tibit Communications, Software Quality Assurance Engineering Intern *
T-Mobile, Strategy and Financial Analysis for Wholesale and IoT +
TO Ventures, Venture Team Analyst *
Tradeweb, Global Infrastructure Intern *
Transcendent Endeavors, Research and Grant Intern +
Trendalytics, Digital Strategy Intern +
Trouble Maker, Creative Engineering Internship +
Twine Labs, Software Engineering Intern *
Uber, Bikes & Scooters Software Engineer Intern *
Uber Advanced Technologies Group, Software Engineering Intern +
UiPath, Software Engineering Intern +
SUMMER 2019 INDUSTRY REPORT

Technology

Employers & Job Titles

**Unisys**, Cloud Engineer Intern *
**University of Pennsylvania - Feng Group**, Undergraduate Researcher *
**University of Pennsylvania - GRASP Lab**, Research Assistant *
**University of Pennsylvania - GRIP**, Software Developer *
**Upstart**, Growth Strategy and Analytics Intern +
**Verif-y**, Systems Operations and Compliance Intern *
**Visualsitemaps**, Business Development Intern ○
**VMware**, Product Development Intern, Member of Technical Staff +
**Wayfair**, Business Analyst Intern (2) +
**Wayfair**, Business Associate Intern *
**Wayfair**, Data Analyst Intern +
**Wayfair**, Software Engineer Intern *
**Worldpay**, Software Engineering Intern ○
**Xcel Energy**, IT Intern ○
**Zendesk**, Software Engineering Intern +
**Zenetex**, Engineering/IT Intern *
# Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>4</td>
<td>$2,350</td>
<td>$288</td>
</tr>
<tr>
<td>Chemicals/Gases</td>
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<td>$1,765</td>
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<tr>
<td>Consulting</td>
<td>95</td>
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<td>$180</td>
</tr>
<tr>
<td>Healthcare/Life Sciences</td>
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<td>$5,000</td>
<td>$3,200</td>
</tr>
<tr>
<td>Management Consulting</td>
<td>68</td>
<td>$5,875</td>
<td>$180</td>
</tr>
<tr>
<td>Non-Profit/Government</td>
<td>5</td>
<td>$2,500</td>
<td>$2,300</td>
</tr>
<tr>
<td>Other</td>
<td>13</td>
<td>$2,975</td>
<td>$1,600</td>
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<tr>
<td>Consumer Products</td>
<td>25</td>
<td>$2,720</td>
<td>$100</td>
</tr>
<tr>
<td>Design/Fine Arts</td>
<td>6</td>
<td>$3,270</td>
<td>$900</td>
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<tr>
<td>Education</td>
<td>162</td>
<td>$1,610</td>
<td>$300</td>
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<tr>
<td>Elementary/Secondary Education</td>
<td>19</td>
<td>$1,500</td>
<td>$350</td>
</tr>
<tr>
<td>Higher Education - Non-Research</td>
<td>26</td>
<td>$1,925</td>
<td>$1,000</td>
</tr>
<tr>
<td>Higher Education - Research Lab</td>
<td>102</td>
<td>$1,600</td>
<td>$300</td>
</tr>
<tr>
<td>Energy/Natural Resources/Utilities</td>
<td>12</td>
<td>$2,880</td>
<td>$83</td>
</tr>
<tr>
<td>Engineering/Manufacturing</td>
<td>33</td>
<td>$2,560</td>
<td>$550</td>
</tr>
<tr>
<td>Aerospace</td>
<td>9</td>
<td>$3,967</td>
<td>$2,500</td>
</tr>
<tr>
<td>Automotive</td>
<td>3</td>
<td>$2,400</td>
<td>$1,300</td>
</tr>
<tr>
<td>Computer Products - Hardware</td>
<td>1</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Electronics/Robotics</td>
<td>7</td>
<td>$3,000</td>
<td>$700</td>
</tr>
<tr>
<td>Manufacturing - Other</td>
<td>13</td>
<td>$2,240</td>
<td>$550</td>
</tr>
<tr>
<td>Financial Services</td>
<td>228</td>
<td>$5,000</td>
<td>$250</td>
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<tr>
<td>Diversified Financial Services (including commercial/retail banking)</td>
<td>49</td>
<td>$3,000</td>
<td>$500</td>
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<tr>
<td>Hedge Fund</td>
<td>10</td>
<td>$7,834</td>
<td>$1,600</td>
</tr>
<tr>
<td>Investment Banking/Brokerage</td>
<td>110</td>
<td>$6,733</td>
<td>$600</td>
</tr>
<tr>
<td>Investment Management/Counsel</td>
<td>22</td>
<td>$3,075</td>
<td>$250</td>
</tr>
<tr>
<td>Private Equity</td>
<td>30</td>
<td>$2,500</td>
<td>$380</td>
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<tr>
<td>Venture Capital</td>
<td>7</td>
<td>$2,100</td>
<td>$1,600</td>
</tr>
<tr>
<td>Government</td>
<td>15</td>
<td>$2,000</td>
<td>$900</td>
</tr>
<tr>
<td>Federal Government</td>
<td>7</td>
<td>$2,520</td>
<td>$900</td>
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<tr>
<td>Other</td>
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</tr>
<tr>
<td>State/Local Government</td>
<td>7</td>
<td>$2,000</td>
<td>$1,024</td>
</tr>
<tr>
<td>Healthcare</td>
<td>68</td>
<td>$1,800</td>
<td>$400</td>
</tr>
<tr>
<td>Community/Public Health Center</td>
<td>4</td>
<td>$1,750</td>
<td>$400</td>
</tr>
<tr>
<td>Hospital</td>
<td>53</td>
<td>$1,760</td>
<td>$600</td>
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<tr>
<td>Private Practice</td>
<td>6</td>
<td>$1,820</td>
<td>$400</td>
</tr>
<tr>
<td>Insurance</td>
<td>19</td>
<td>$3,200</td>
<td>$1,760</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.
# Summer 2019 Industry Report

## Full-Time Monthly Salaries by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Legal Services</td>
<td>9</td>
<td>$2,100</td>
<td>$1,000</td>
</tr>
<tr>
<td>Marketing/Advertising/Public Relations</td>
<td>10</td>
<td>$1,830</td>
<td>$400</td>
</tr>
<tr>
<td>Media/Journalism/Entertainment</td>
<td>32</td>
<td>$2,400</td>
<td>$260</td>
</tr>
<tr>
<td>Nonprofit</td>
<td>31</td>
<td>$1,600</td>
<td>$350</td>
</tr>
<tr>
<td>  Cultural Institutions/Arts and Cultural Affairs</td>
<td>1</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>  Public Interest/Advocacy</td>
<td>20</td>
<td>$1,750</td>
<td>$1,000</td>
</tr>
<tr>
<td>  Social Services</td>
<td>10</td>
<td>$1,300</td>
<td>$350</td>
</tr>
<tr>
<td>Other</td>
<td>4</td>
<td>$1,840</td>
<td>$600</td>
</tr>
<tr>
<td>  Performing Arts/Music/Theater</td>
<td>1</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Pharmaceuticals/Biotechnology</td>
<td>50</td>
<td>$3,000</td>
<td>$1,200</td>
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<tr>
<td>Publishing/Printing</td>
<td>2</td>
<td>$2,030</td>
<td>$1,960</td>
</tr>
<tr>
<td>Real Estate/Construction</td>
<td>23</td>
<td>$3,000</td>
<td>$1,750</td>
</tr>
<tr>
<td>Retail/Wholesale</td>
<td>20</td>
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<td>$400</td>
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<tr>
<td>Sports/Hospitality/Food Service</td>
<td>55</td>
<td>$1,616</td>
<td>$500</td>
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<tr>
<td>Technology</td>
<td>151</td>
<td>$4,000</td>
<td>$200</td>
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<tr>
<td>Transportation</td>
<td>4</td>
<td>$2,000</td>
<td>$900</td>
</tr>
</tbody>
</table>

*Fewer than 3 reported salaries not published to maintain confidentiality.*
### Full-Time Monthly Salaries by Job Function

<table>
<thead>
<tr>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>$2,185</td>
<td>$1,500</td>
</tr>
<tr>
<td>Actuarial</td>
<td>$3,280</td>
<td>$1,800</td>
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<td>Administration</td>
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<td>$500</td>
</tr>
<tr>
<td>Advertising/Media Planning</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Animation</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Architecture</td>
<td>$3,000</td>
<td>$900</td>
</tr>
<tr>
<td>Business Development</td>
<td>$2,500</td>
<td>$200</td>
</tr>
<tr>
<td>Buying/Merchandising</td>
<td>$2,640</td>
<td>$1,200</td>
</tr>
<tr>
<td>Clinical Other - Non-Nursing</td>
<td>$1,000</td>
<td>$400</td>
</tr>
<tr>
<td>Coaching/Tutoring</td>
<td>$1,550</td>
<td>$350</td>
</tr>
<tr>
<td>Construction</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td>Consulting</td>
<td>$5,160</td>
<td>$180</td>
</tr>
<tr>
<td>Management/Strategy</td>
<td>75</td>
<td>$5,500</td>
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<tr>
<td>Research</td>
<td>$3,000</td>
<td>$1,600</td>
</tr>
<tr>
<td>Technology</td>
<td>$2,500</td>
<td>$600</td>
</tr>
<tr>
<td>Counseling</td>
<td>$1,880</td>
<td>$1,000</td>
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<tr>
<td>Data Analytics</td>
<td>50</td>
<td>$3,120</td>
</tr>
<tr>
<td>Data Analytics</td>
<td>32</td>
<td>$3,120</td>
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<td>Data Science</td>
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<td>$2,975</td>
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<tr>
<td>Direct Service</td>
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<tr>
<td>Editing</td>
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<td>-</td>
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<tr>
<td>Energy Exploration and Production</td>
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<tr>
<td>Entrepreneur/Founder</td>
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<tr>
<td>Finance</td>
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<td>Commercial Banking/Lending</td>
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<tr>
<td>Financial Planning &amp; Analysis (non-bnkng)</td>
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<tr>
<td>Investment Banking</td>
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<td>$7,000</td>
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<tr>
<td>Investment Management/Counsel</td>
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<td>$3,730</td>
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<tr>
<td>Private Equity</td>
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<td>$3,200</td>
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<tr>
<td>Risk Management</td>
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<tr>
<td>Sales</td>
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<tr>
<td>Securities Research</td>
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<td>$3,700</td>
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<tr>
<td>Trading</td>
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<tr>
<td>Venture Capital</td>
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<td>$2,580</td>
</tr>
<tr>
<td>Fund Raising/Promotion</td>
<td>1</td>
<td>-</td>
</tr>
<tr>
<td>Game Development</td>
<td>0</td>
<td>-</td>
</tr>
</tbody>
</table>

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### Full-Time Monthly Salaries by Job Function

<table>
<thead>
<tr>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Graphic Design</td>
<td>$1,792</td>
<td>$400</td>
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<tr>
<td>Human Resources</td>
<td>$1,900</td>
<td>$500</td>
</tr>
<tr>
<td>Insurance - Other</td>
<td>$3,280</td>
<td>$1,760</td>
</tr>
<tr>
<td>Intelligence/Law Enforcement</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Legal Support</td>
<td>$2,200</td>
<td>$900</td>
</tr>
<tr>
<td>Legislative Support</td>
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<td>$1,300</td>
</tr>
<tr>
<td>Lobbying</td>
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<td>-</td>
</tr>
<tr>
<td>Management</td>
<td>$2,200</td>
<td>$1,000</td>
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<tr>
<td>Manufacturing</td>
<td>$3,960</td>
<td>$2,000</td>
</tr>
<tr>
<td>Market Research</td>
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<td>$83</td>
</tr>
<tr>
<td>Marketing</td>
<td>$2,400</td>
<td>$500</td>
</tr>
<tr>
<td>Museum/Art Gallery/Curatorial</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Nursing</td>
<td>$2,080</td>
<td>$500</td>
</tr>
<tr>
<td>Other</td>
<td>$2,400</td>
<td>$1,160</td>
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<tr>
<td>Performing Arts</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Policy/Analysis</td>
<td>$1,800</td>
<td>$1,440</td>
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<tr>
<td>Product Design/Development</td>
<td>$2,600</td>
<td>$1,700</td>
</tr>
<tr>
<td>Product/Brand Management</td>
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<tr>
<td>Product/Project Management (Technology)</td>
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<td>$1,500</td>
</tr>
<tr>
<td>Production (Media)</td>
<td>$1,920</td>
<td>$1,600</td>
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<tr>
<td>Program Evaluation</td>
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<tr>
<td>Program Planning</td>
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<td>$480</td>
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<tr>
<td>Property Management</td>
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<td>-</td>
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<tr>
<td>Public Relations</td>
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<td>$400</td>
</tr>
<tr>
<td>Real Estate Development</td>
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<td>$4,000</td>
</tr>
<tr>
<td>Real Estate Investment</td>
<td>$2,660</td>
<td>$2,000</td>
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<tr>
<td>Research</td>
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<td>$300</td>
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<tr>
<td>Biomedical</td>
<td>$1,540</td>
<td>$300</td>
</tr>
<tr>
<td>Clinical</td>
<td>$1,470</td>
<td>$600</td>
</tr>
<tr>
<td>Economics</td>
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<td>$468</td>
</tr>
<tr>
<td>Energy/Environmental</td>
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<td>$1,200</td>
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<tr>
<td>Other</td>
<td>$1,900</td>
<td>$360</td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>$2,810</td>
<td>$400</td>
</tr>
<tr>
<td>Restaurant/Food Services</td>
<td>$1,600</td>
<td>$500</td>
</tr>
<tr>
<td>Sales</td>
<td>$1,920</td>
<td>$400</td>
</tr>
<tr>
<td>Social Media</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

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# Full-Time Monthly Salaries by Job Function

<table>
<thead>
<tr>
<th>Job Function</th>
<th>Reporting</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Software Development/Engineering</td>
<td>116</td>
<td>$5,220</td>
<td>$100</td>
</tr>
<tr>
<td>Systems Engineering/Analysis</td>
<td>18</td>
<td>$2,880</td>
<td>$1,000</td>
</tr>
<tr>
<td>Teaching</td>
<td>22</td>
<td>$1,580</td>
<td>$500</td>
</tr>
<tr>
<td>Technology Analysis</td>
<td>7</td>
<td>$3,000</td>
<td>$1,000</td>
</tr>
<tr>
<td>Testing/Quality/Evaluation</td>
<td>2</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>User Experience/User Interface</td>
<td>3</td>
<td>$2,400</td>
<td>$900</td>
</tr>
<tr>
<td>Web Design/Development</td>
<td>6</td>
<td>$2,320</td>
<td>$480</td>
</tr>
<tr>
<td>Writing</td>
<td>6</td>
<td>$2,050</td>
<td>$350</td>
</tr>
<tr>
<td>Journalism/Other Writing</td>
<td>6</td>
<td>$2,050</td>
<td>$350</td>
</tr>
<tr>
<td>Technical Writing (Scientific)</td>
<td>0</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

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