



The Paul H. Nitze School of Advanced International Studies

SAIS Employment Outcomes

MASTER OF ARTS CLASS OF 2014



JOHNS HOPKINS
SCHOOL of ADVANCED
INTERNATIONAL STUDIES

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The Paul H. Nitze School of Advanced International Studies
Career Services
1740 Massachusetts Ave., N.W.
Washington, D.C. 20036
202.663.5710
www.sais-jhu.edu/career-services/employers

The SAIS Advantage

A Preeminent Graduate School

SAIS was founded in 1943 and became a division of The Johns Hopkins University in 1950. For more than seven decades, SAIS has been educating global leaders. As a highly selective graduate institution with a world-class faculty, SAIS consistently ranks as one of the top schools of international relations in the world.

A Global Footprint

SAIS is an international institution, with campuses in Washington, D.C., Bologna, Italy, and Nanjing, China, that draws students from throughout the world. Unique among its peers, SAIS provides the opportunity for students to take advantage of a global perspective during their graduate experience.

A Distinctive Curriculum

At SAIS, MA students specialize in either a region of the world or a functional area of international relations, while also concentrating on graduate study in economics and one of 17 languages. This approach, combined with the ability to study at overseas locations, gives students the framework and skills for analyzing and solving complex international issues.

Professional Development Skills Courses

In addition to academic and language courses, SAIS students are offered non-credit professional skills courses in subjects such as effective briefings, Excel and financial modeling. These courses are designed to help students develop practical skills needed to succeed in the workforce.



Demographics of SAIS Students (Washington, D.C. Campus)

Average Age: **27**

International Students (Non-U.S. Residents): **36%**

Countries Represented: **70+**

Average Prior Work Experience: **2.6 years**

Other SAIS Degree Programs

In addition to the Master of Arts which is the focus of this report, SAIS offers the following degrees:

- ▶ Master of Arts in International Affairs
- ▶ Master of Arts in International Studies
- ▶ Master of International Economics and Finance
- ▶ Master of International Public Policy
- ▶ Doctor of Philosophy



Dual-Degree Programs

SAIS offers dual-degree options in partnership with other leading graduate schools in the U.S. and around the world:

Global Business

- ▶ MA - MBA with the Wharton School of the University of Pennsylvania
- ▶ MA - MBA with the Tuck School of Business at Dartmouth College
- ▶ MA - MBA with INSEAD in France and Singapore

Global Health

- ▶ MA - MSPH with the Johns Hopkins University Bloomberg School of Public Health

International Law

- ▶ MA - JD with Stanford University Law School
- ▶ MA - JD with the University of Virginia School of Law

International Relations

- ▶ MA - ML with Department of International Relations at Tsinghua University

Public Policy

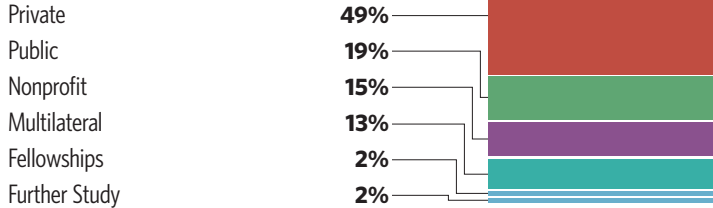
- ▶ MA - MPA with the Maxwell School of Citizenship and Public Affairs of Syracuse University

An International Perspective

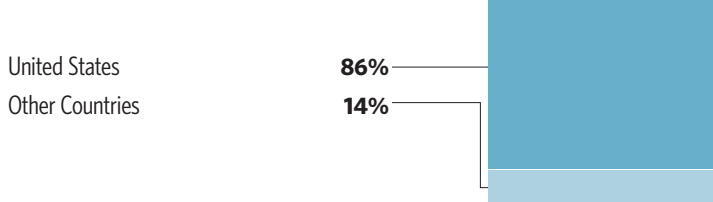
- ▶ SAIS has more than 17,000 alumni around the world.
- ▶ SAIS is a dynamic, global graduate school with three locations: Washington, D.C., Bologna, Italy and Nanjing, China.
- ▶ The Washington, D.C., campus has more than 700 students who are experiencing the advantages of life at the center of world politics.
- ▶ Approximately 175 students attend SAIS Europe, where students study international relations in a European setting in the beautiful city of Bologna, Italy.
- ▶ Approximately 175 students attend the Hopkins-Nanjing Center for Chinese and American Studies, where we offer the first joint-degree program of its kind in China.
- ▶ SAIS students hail from all parts of the globe. This diversity creates a stimulating environment where an open exchange of ideas is encouraged.

Employment and Compensation Trends

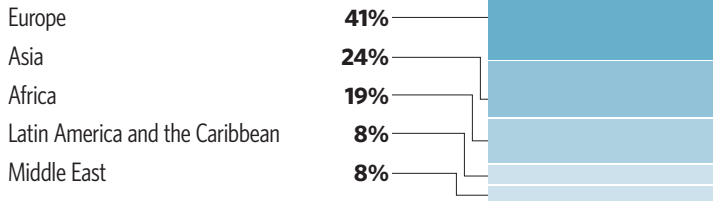
2014 Employment by Sector



2014 Employment by Location



2014 International Employment



Class of 2014 Employment Statistics

This data reflects employment statistics based on results of a survey of SAIS MA students who graduated between December 2013 and August 2014. Of the graduates who completed the survey, 94% sought and found employment, obtained fellowships or internships, or had gone on for further study within six months of graduation.

Employment Location

SAIS graduates are employed all over the world. The majority of 2014 SAIS MA graduates concluded their studies in Washington, D.C., and found employment in the United States, while 14 percent are working internationally in Europe, Asia, Latin America, Africa, and the Middle East.

Compensation Trends

The salary level of SAIS graduates varies considerably, depending on geographic location, employment sector and functional area within the sector. For the Master of Arts graduates of 2014 (non-dual degree), median full-time salaries for each sector were as follows:

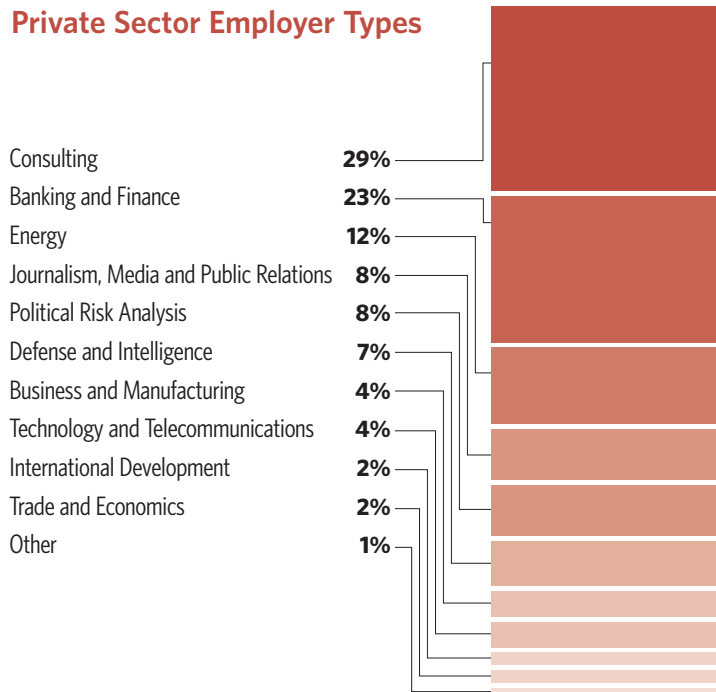
Private	\$65,000
Public	\$63,000
Nonprofit	\$55,000
Multilateral	\$50,000

The above figures do not include the additional salary benefits of SAIS graduates employed in the multilateral sector where income is often tax-free. Nor does it include signing bonuses or end-of-year bonuses which can be a significant part of private sector salaries.

The Private Sector

Half of the 2014 SAIS MA graduates entered the private sector and many of those went to work in the consulting field in areas such as communications, defense and intelligence, international development, political risk, as well as management consulting.

Private Sector Employer Types



Private Sector Employers

- | | |
|--------------------------------------|-------------------------------------|
| A.T. Kearney | CEB |
| Accenture Federal Services | CJ Lake |
| The Advisory Board Company | Climate Advisers |
| Albright Stonebridge Group | Commonwealth Trading Partners, Inc. |
| American Continental Group Analytics | Constellation Energy Group |
| Anheuser-Busch | Crompton Group |
| The Asia Group, LLC | Deloitte Consulting |
| Austrian National Bank | Delphos International Ltd |
| Avascent | Deutsche Bank |
| Bain and Company | Developing Trade Consultants Ltd. |
| Bank of America - Merrill Lynch | Drum Cussac |
| Berkeley Research Group | The Economist Intelligence Unit |
| Blackwood Group | EKo Pwop |
| Booz Allen Hamilton | Energetics, Inc. |
| The Boston Consulting Group | Energy Intelligence |
| Business Monitor International | England & Company |
| CARANA Corporation | Ernst & Young LLP |
| Cargill | Fabiani & Company |
| Cartica Capital | Far East Horizon Ltd. |
| Castalia Strategic Advisors | First Solar, Inc. |

Fisher Investments UK
Fitch Ratings
Fontheim International
Foreign Policy Magazine
The FP Group
FRANdata
Freeport-McMoRan
Garten Rothkopf
GE Energy Financial Services
Gerson Lehrman Group
Global Risk Advisors
Goldman Sachs
Google
Gradus Proximus
Hanover Research
Hewlett-Packard
HIP Consult Inc
IHS Energy Insight
IMG Rebel Group
IMPAQ International
Infusive
InterGen Services
International Technology and
Trade Associates, LLP

Jefferies
JPMorgan Chase Bank
Kateri Strategies
KPMG
Kroll Advisory Solutions
LAC Group
Laterite
Learn it Systems
L.E.K. Consulting
M Powered Strategies, Inc.
MasterCard Worldwide
Mazars
McKinsey & Company
MicroVest Capital Management
Mixpanel
Moody's
Morgan Stanley
Nationwide IT Services, Inc.
Navigant Consulting
Neptune
News Timeline
NTT Communications
Obsidian Analysis, Inc.
OPOWER

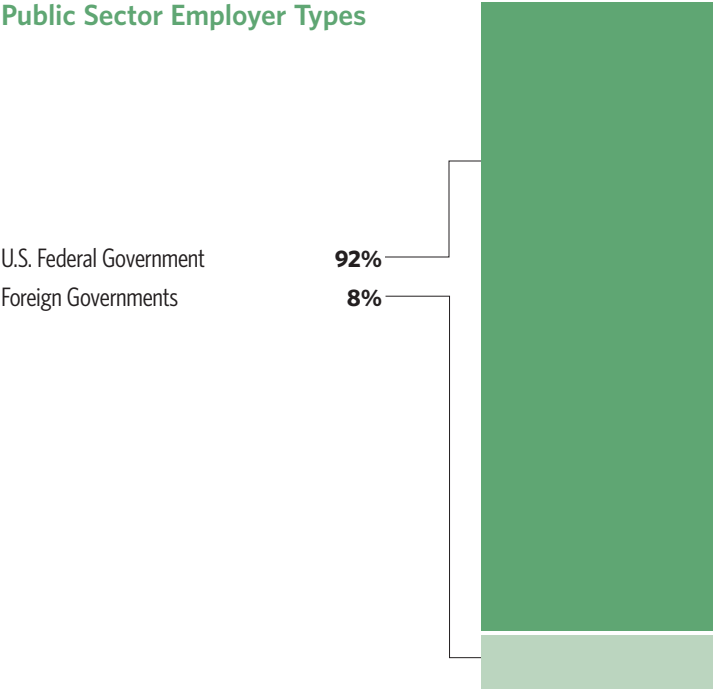
Partners Group
Phase 2 Technology
PNC Bank
Powerhive Inc.
Prometeia, SpA
The Rapidan Group
salesforce.com
Science Applications International Corporation
Security Industry Specialists, Inc.
SIATech
Sol Systems, LLC
Sphere Consulting, LLC
Strategic Investment Group
Syngenta
TD International, LLC
Technip
UBS
Vincent Roa Group, LLC
The Wall Street Journal
The Walt Disney Company
Wells Fargo Securities
World Journal



The Public Sector

Of the 2014 MA graduating class, 19 percent found employment in the public sector in the U.S. federal government or in foreign governments. The top employer in the public sector was the U.S. Department of State.

Public Sector Employer Types



Public Sector Employers

U.S. Federal Government

- Board of Governors of the Federal Reserve System
- Bureau of Safety and Environmental Enforcement
- Central Intelligence Agency
- Federal Bureau of Investigation
- Federal Reserve Bank of New York
- National Nuclear Security Administration
- Overseas Private Investment Corp
- U.S. Agency for International Development
- U.S. Bureau of Labor Statistics
- U.S. Department of Commerce
- U.S. Department of Energy
- U.S. Department of Justice
- U.S. Department of Labor
- U.S. Department of State
- U.S. Department of the Treasury
- U.S. Government Accountability Office
- U.S. Institute of Peace

- U.S. Intelligence Community
- U.S. Military

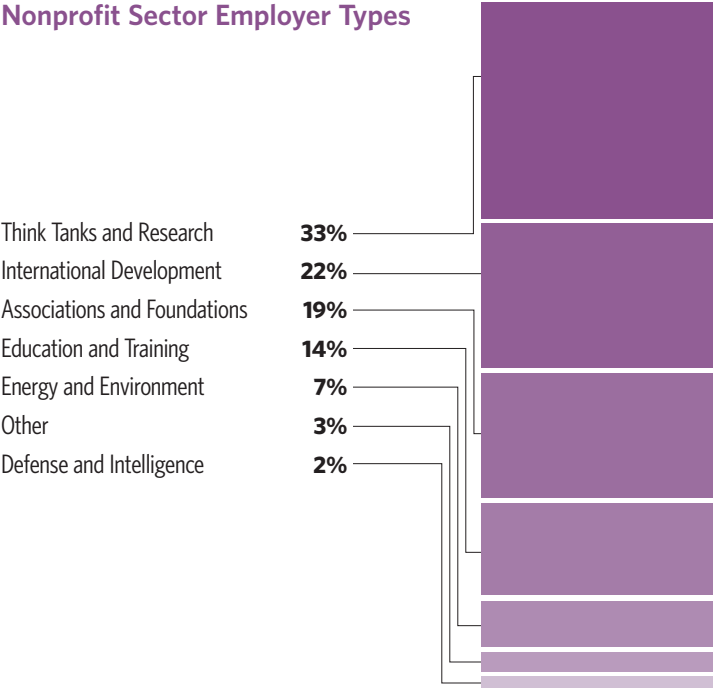
Foreign Governments

- Council of Europe
- Embassy of Canada
- Ministry of Foreign Affairs, Thailand
- Thammasat University, Thailand

The Nonprofit Sector

The nonprofit sector actively recruits SAIS graduates for their breadth and depth of knowledge in the international relations arena. Approximately 15 percent of the SAIS MA graduating class of 2014 went to work in a variety of areas in the nonprofit sector such as international development, think tanks and research, and education and training.

Nonprofit Sector Employer Types



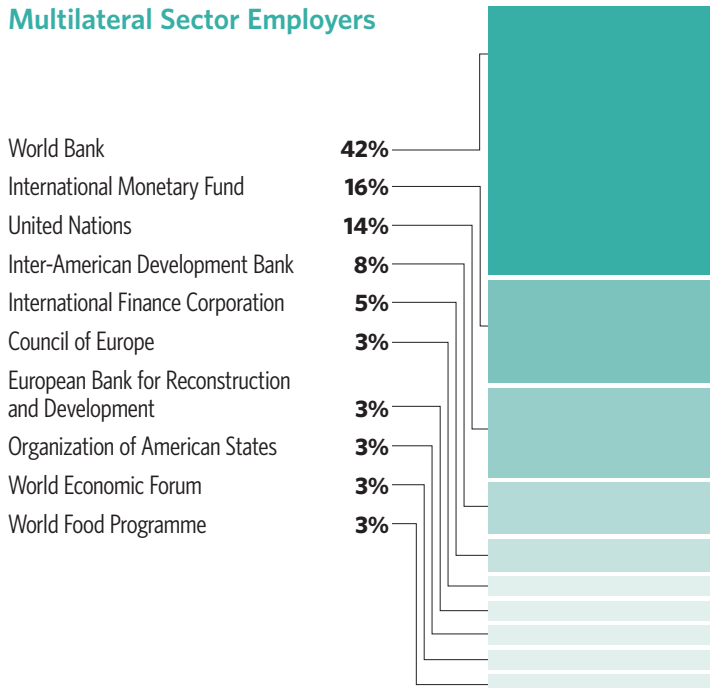
Nonprofit Sector Employers

- American Bar Association
- The American Israeli Public Affairs Committee
- Atlantic Council
- The Brookings Institution
- Catholic Relief Services
- Center for Constitutional Studies & Democratic Development
- Center for International Private Enterprise
- Center for Strategic and Budgetary Assessments
- Center for Strategic and International Studies
- Center for Transatlantic Relations
- Church World Service
- Crisis Action
- Emerging Markets Private Equity Association
- Fair Labor Association
- FINCA
- Global Center on Cooperative Security
- International Institute for Sustainable Development
- International Labour Organization
- Japan Center for International Finance
- The Johns Hopkins University
- Migration Policy Institute
- National Public Radio
- PACT
- Partners in Health
- PATH
- RAND Corporation
- Safe Water Network
- TEPAV Economic Policy Research Foundation
- U.S. Asean Business Council
- World Resources Institute
- World Resources Institute

The Multilateral Sector

The multilateral sector employed 13 percent of the SAIS MA class of 2014. International development was the largest functional area of employment within these multilateral organizations. Other functional areas of employment in this sector were banking and finance, diplomacy, microfinance, monitoring and evaluation, and trade and economics.

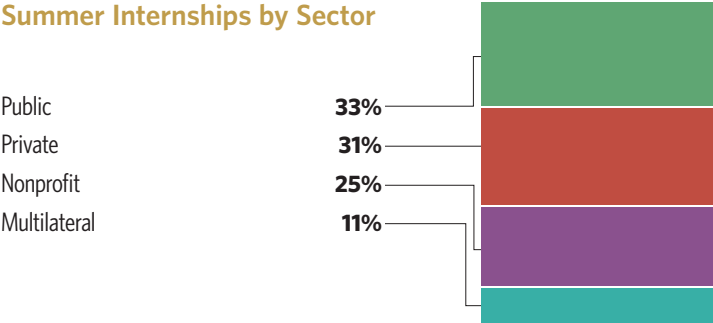
Multilateral Sector Employers



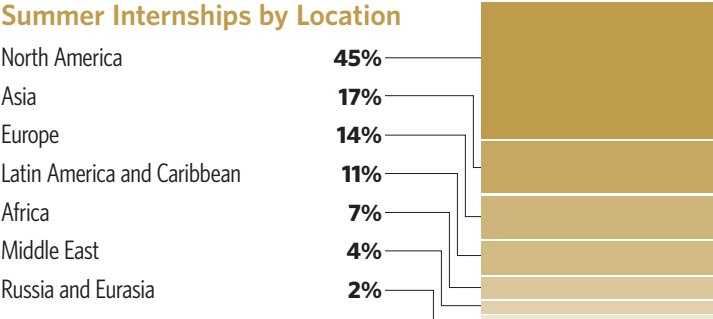
Internships

Approximately three quarters of SAIS MA graduates from the class of 2014 participated in summer internship opportunities to complement their academic training and to build their professional credentials, and almost half participated in internships during the academic year. Most academic-year internships took place in Washington, D.C., while many of the summer internships took place abroad. Students from the class of 2014 completed summer internships across all sectors and in most regions of the world.

Summer Internships by Sector



Summer Internships by Location



Summer Internship Employers

SAIS MA graduates from the class of 2014 spent the summer in between their two years of study pursuing internships in over 150 different organizations worldwide. Here is a sample of some of those organizations by sector.

Private Sector Internship Employers

- Dalberg Global Development Advisors
- Goldman Sachs
- IHS
- JP Morgan
- Nicobar Group
- Oxford Analytica
- PineBridge Investments

Multilateral Sector Internship Employers

- European Parliament
- Inter-American Development Bank
- UNICEF
- United Nations Development Programme
- UN Women
- World Bank Group
- World Trade Organization

Public Sector Internship Employers

- Federal Reserve Bank of New York
- Fraunhofer MOEZ
- Ministry of Defense of Estonia
- Superintendencia Financiera de Colombia
- USAID
- U.S. Department of State
- U.S. Department of the Treasury

Nonprofit Sector Internship Employers

- Accion Frontier Investment Group
- Carnegie
- The Center for Strategic & International Studies
- Innovations for Poverty Action
- International Institute for Sustainable Development
- Korea Institute of International Economic Policy
- Mercy Corps

On-Campus Recruitment Opportunities at SAIS

Career Services at SAIS is committed to helping organizations recruit first-rate talent for internships and full-time employment. Our on-campus recruiting program allows employers to post an open position, collect resumes and select candidates to interview on multiple SAIS campuses. We offer a variety of other resources to employers as outlined on the following pages.



Sourcing Global Talent

CAREER FAIR Career Services hosts an annual Career Fair during the fall semester in mid-October. The fair is a convenient way for companies to increase their visibility on campus, recruit talent, and to network with highly motivated students and alumni. A sampling of employers who participated in career fairs during previous years include: ACDI/VOCA, A.T. Kearney Global Business Policy Council, The Avascent Group, Catholic Relief Services, Chemonics International, Clinton Health Access Initiative, Dalberg Global Development Advisors, IRS, Kroll, MicroVest Capital Management, MPowered Strategies, Nathan Associates Inc., National Security Agency (NSA), One Acre Fund, Population Services International, RAND Corporation, Search for Common Ground, Sidar Global Advisors, Taylor DeJongh, Toffler Associates, USAID, the U.S. Department of State, the U.S. Department of the Treasury, and the World Bank.

EMPLOYER PRESENTATIONS Employer presentations are an effective way to provide students with an overview of your organization, while building brand awareness on campus. Presentations can be either formal or informal and often range from auditorium style engagements complete with technical support to informal “brown-bag” lunches with smaller groups of students. Our office can also arrange for your event to be catered. Please contact Career Services to schedule an employer presentation.



CAREER CLUBS SAIS students are actively involved in a variety of sector-specific career clubs, including: Careers in Development, Careers in Diplomacy, Consulting, Energy & Environment, Global Security & Conflict Management, Global Women in Leadership, International Finance, International Organizations, International Trade, Net Impact, Toastmasters, and The Vision Incubator. Employers are often invited to work with the clubs on their various events, allowing employers an opportunity to target and network with select groups of students.

Other Opportunities to Engage with Students

EMPLOYER SITE VISITS For employers in the Washington, D.C., area, we can easily arrange to bring a group of SAIS students to your site for a presentation by your human resources staff or by SAIS alumni employed at your organization. Students are always eager to learn about the internship and hiring needs of area organizations.

CAREER TREKS Career Services organizes a number of career treks for students each year to cities such as New York, London, Brussels, Geneva, Hong Kong and Beijing. Past career treks have been organized to San Francisco, Houston and Shanghai. Career treks provide employers with the opportunity to network with students who are interested in learning about future employment opportunities. If your organization is interested in hosting an event during a SAIS career trek, please contact our office.

VIDEO CONFERENCING For employers who want to interview students without incurring travel costs, Career Services can facilitate video interviewing. Please contact Janet Burrowes, Associate Director for Employer Relations, JBurrowes@jhu.edu or 202.663.7797 for more information.

Convenient Ways to Recruit at SAIS

JOB & INTERNSHIP POSTINGS Employers are welcome to advertise open positions on SAISWorks, a free, online job posting and internship resource for SAIS students which allows them to respond directly to the posting organization. Positions reach our current students and experienced alumni around the globe and remain posted for 30 days unless otherwise advised. SAISWorks also maintains employer profiles and event listings.

RÉSUMÉ COLLECTIONS In addition to posting an opportunity, Career Services can prepare customized books of cover letters and résumés

for your consideration from qualified candidates who express specific interest in your job or internship posting. These books can be put into PDF format and e-mailed to you on your requested timetable. For more information about résumé collections, please contact the Career Services staff member at the SAIS campus nearest you. (Contact information is on the next page.)

ONLINE SERVICES SAISWorks is a comprehensive database management system allowing you to:

- ▶ Post all job and internship positions at no cost
- ▶ Register for SAIS job and internship career fairs
- ▶ Request on-campus interview dates
- ▶ Register to participate in an employer presentation

To access these services, employers need to have a password for SAISWorks. To obtain a password, please contact Janet Burrowes, Associate Director for Employer Relations, JBurrowes@jhu.edu or 202.663.7797.

Staff Contacts to Assist You

Career Services at SAIS prides itself on being customer-service oriented whether we are working with students, alumni or employers. We have an experienced team of career counselors who work with students on all aspects of their professional development and we have staff members on all of our campuses who are dedicated to providing employers with every possible service. For employers who are interested in connecting with SAIS students, please contact the Career Services staff member at the SAIS campus located most conveniently to you in terms of distance or time zone.



Washington, D.C.

Please contact:

Janet Burrowes
jburrowes@jhu.edu
202.663.7797



SAIS Europe

Please contact:

Meera Shankar
mshankar@johnshopkins.it
+39.051.291.7811



Hopkins-Nanjing Center

Please contact:

Robert Shields
rshields@hnc.nju.edu.cn
+86.136.0145.0142

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