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SAIS: Talent for the World

It is my privilege to share with you the career outcomes of the graduating class of 2011 from The Paul H. Nitze School of Advanced International Studies (SAIS) of The Johns Hopkins University, one of the nation’s leading graduate schools devoted to the study of international relations. SAIS is renowned for its emphasis on international economics, regional and functional studies, and foreign languages, making our graduates valued commodities in the public, private and nonprofit sectors.

Given the events, both political and economic, around the globe in this past year, it is clear that the SAIS education is more relevant than ever. Whether helping to assess risk for international investment houses, monitoring elections in emerging democracies, or working in concert with development agencies and members of the military on the ground to bring aid assistance to refugees, the SAIS education has emerged as a resource of growing importance to global employers seeking talent to solve the world’s most pressing problems and to maximize existing opportunities.

This report spotlights the success of our graduates and reflects the dedication of the Career Services team to both help students manage their careers and provide employers the opportunity to recruit from among top candidates for internships and entry-level positions. Thanks to our growing close connection with SAIS alumni we are also able to source talent for mid- and senior-level openings as well.

Thank you to all the employers who recruited from SAIS during the past year and to all of our alumni who helped SAIS students with their job search, lending them important advice and support. We look forward to strengthening our relationship with you in the year ahead and continuing to provide SAIS talent for a changing world.

Sincerely,
Ronald T. Lambert
Director, Career Services
The SAIS Significance

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.

Global Campuses
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, 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 15 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 accounting, finance, corporate valuation, financial
modeling, public speaking, business writing, leadership, consulting skills, negotiations, effective briefings, Excel and STATA. These courses complement students’ academic experience at SAIS and are designed to help them master the practical skills needed to succeed in the workforce.

**Dual-Degree Programs**
SAIS offers dual-degree options in partnership with other top graduate schools:

- M.A. – M.B.A. with the Wharton School of the University of Pennsylvania
- M.A. – M.B.A. with INSEAD
- M.A. – M.B.A. with the Tuck School of Business at Dartmouth College
- M.A. – J.D. with the Stanford University Law School
- M.A. – J.D. with the University of Virginia School of Law
- M.A. – M.S.P.H. with JHU’s Bloomberg School of Public Health
- M.A. – M.P.A. concurrent degree with the Maxwell School of Citizenship and Public Affairs of Syracuse University
Demographics of SAIS Students
(Washington, D.C. Campus)

Average Age: 27
International Students (non-U.S. residents): 30%
Countries Represented: 70+
Percentage With Prior Professional Experience: 88%
Percentage With Prior International Work or Study Experience: 99%

An International Perspective

► SAIS has more than 15,000 alumni all 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 approximately 600 students who are eager to experience the advantages of life at the center of world politics.

► Approximately 200 students attend the Hopkins-Nanjing Center for Chinese and American Studies where we offer the first joint-degree program of its kind in China.

► More than 190 students attend the SAIS Bologna Center, where students study international relations in a European setting.

► 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

Class of 2011 Employment Statistics
This data reflects employment statistics based on results of a survey of SAIS M.A. students who graduated between December 2010 and August 2011.

Employment Location
SAIS graduates are employed all over the world. While the majority of 2011 SAIS graduates found employment in the United States, 16 percent are working internationally in Asia, Europe, 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 the Master of Arts graduates of 2011 (non-dual degree), median full-time salaries for each sector were as follows:

- Private: $65,000
- Public: $61,000
- Multilateral: $55,000
- Nonprofit: $49,000

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.
Sector Statistics and Employers: The Private Sector

The largest number of SAIS graduates, 41%, entered the private sector and many of those went to work in the consulting field in areas such as communications, defense & intelligence, international development, political risk, as well as strategic management consulting.

Private Sector Employer Types

- 44% Consulting
- 18% Energy
- 16% Banking & Finance
- 7% Journalism, Media & Public Relations
- 5% Technology & Telecommunications
- 4% Law & Advocacy
- 3% International Development
- 3% Other

Private Sector Employers

- Abt Associates
- Adobe Systems Inc.
- APCO Worldwide
- Asahi Shimbun
- The Avascent Group
- Bain and Company
- Belle Air Company
- The Boeing Company
- Booz & Company
- Booz Allen Hamilton
- Boston Consulting Group
- Burson-Marsteller
- Business Monitor International
- Caerus Associates
- Carana Corporation
- Chemonics International Inc.
- ChinaScope
- Citi
- Cluster Consulting
- The Cohen Group
- Content Solutions
- Credit Agricole
- Credit Suisse
- DAI
- Dalberg Global Development Advisors
- Deloitte & Touche
- Enerkern
- Equa Solutions, Inc.
- Ernst & Young LLP
- Eurasia Group
- FI Consulting
- Frontier Strategy Group
- Futures Group
- GE
- Global Frontier Analytics
- Greengate LLC
- Helio Micro Utility
- Hogan Lovells
- IBM
- IHS CERA
- iJET Intelligent Risk Systems
- The Institute of International Finance, Inc
- Instituto Affari Internazionali
- JPMorgan Chase & Co
- Kontinent LLC
- Kroll/Altegrity Risk International
- Management Systems International
- McKinsey & Company
- Mercer
- Monitor Group
- Morgan Stanley
- Nathan Associates Inc.
- Navigant Consulting
- OCI Chemical
- Oxy
- part2pictures
- Paul, Hastings, Janofsky & Walker
- Personalized Media Communications
- Petroport S.A.
- PFC Energy
- Podesta Group
- PRO-telligent
- PwC
- The Rapidan Group
- Recoup Consultants
- Regester Larkin Energy
- Robert W. Baird & Co.
- Roland Berger
- SAIC
- Sibley International
- SK China
- SkinnyCorp
- Strategic Social
- Taylor-DeJongh
- TD International
- Terra Global Capital, LLC
- Thomson Reuters
- UBS
- Univision
- Van Ness Feldman
- VNG Corporation
Of the 2011 M.A. graduating class, 25 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.
The nonprofit sector actively recruits SAIS graduates for their breadth and depth of knowledge in the international relations arena. Approximately 17 percent of the SAIS graduating class of 2011 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

- **30%** International Development
- **24%** Think Tanks & Research
- **22%** Education & Training
- **13%** Associations & Foundations
- **9%** Advocacy & Public Policy
- **2%** Trade & Economics

### Nonprofit Sector Employers

- ACCION International
- ACDI / VOCA
- ActionAid International
- The Aspen Institute
- Atlantic Council of the United States
- British Council
- Brookings Institution
- Carter Center
- Catholic Relief Services
- Center for Global Development
- Center for International Private Enterprise
- Center for Strategic & International Studies
- Central European University, School of Public Policy & International Affairs
- Council on Foreign Relations
- Diversity Leadership Institute
- FINCA International
- FSG Social Impact Advisors
- Gates Foundation
- Georgetown University
- Innovations for Poverty Action
- Institute for Cultural Diplomacy
- InterMedia
- International Rescue Committee
- Japan Center for International Finance
- The Johns Hopkins University, School of Advanced International Studies
- Korea Economic Institute
- Nagoya University, Global Environment Leaders Program
- National Democratic Institute
- New Cities Foundation
- OXFAM
- PACT
- Pew Center on Global Climate Change
- Population Services International (PSI)
- RAND Corporation
- Sabin Vaccine Institute
- Secure World Foundation
- The SEEP Network
- SIT Study Abroad, World Learning
- University of Advancing Technology
- Winrock International
The multilateral sector employed 13 percent of the SAIS class of 2011. 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

<table>
<thead>
<tr>
<th>Organization</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>World Bank</td>
<td>46%</td>
</tr>
<tr>
<td>Inter-American Development Bank</td>
<td>12%</td>
</tr>
<tr>
<td>United Nations</td>
<td>12%</td>
</tr>
<tr>
<td>Organization for Economic Co-operation and Development</td>
<td>9%</td>
</tr>
<tr>
<td>International Finance Corporation</td>
<td>6%</td>
</tr>
<tr>
<td>Other</td>
<td>6%</td>
</tr>
<tr>
<td>European Central Bank</td>
<td>3%</td>
</tr>
<tr>
<td>European Commission</td>
<td>3%</td>
</tr>
<tr>
<td>NATO</td>
<td>3%</td>
</tr>
</tbody>
</table>
Internships

More than 75 percent of SAIS graduates from the class of 2011 participated in summer internship opportunities to complement their academic training and to build their professional credentials, and 50 percent 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 2011 completed summer internships across all sectors and in most regions of the world.

**Summer Internships by Sector**

- 30% Nonprofit
- 29% Public
- 27% Private
- 14% Multilateral

**Summer Internships by Location**

- North America: 50%
- Asia: 15%
- Europe: 13%
- Latin America & Caribbean: 10%
- Africa: 8%
- Middle East: 2%
- Russia & Eurasia: 2%
On-Campus Opportunities


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.

ON-CAMPUS RECRUITING Employers are welcome to participate in our on-campus recruiting program which begins in September and runs throughout the spring. This program allows employers to post an open position, collect résumés and select candidates to interview on campus.

CAREER CLUBS SAIS students are actively involved in a variety of sector-specific career clubs, including: Careers in Development, Careers in Diplomacy, Consulting, Defense & Intelligence, Energy & Environment, Entrepreneurship, Finance, Gender & Development, Global Security & Conflict Management, International Organizations, International Trade, Journalism & Media, and Net Impact. 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 Meet 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 internship and hiring needs of area organizations.

CAREER TREKS Career Services organizes several career treks for students each year to cities such as New York, London, Brussels, Hong Kong and Beijing. Past
career treks have been organized to San Francisco, Houston and Shanghai. In New York, career treks have involved site visits to organizations such as the Council on Foreign Relations, the Federal Reserve Bank of New York, Goldman Sachs, Human Rights Watch, the United Nations and others. 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 ISDN or IP video interviewing. Please contact Janet Burrowes, Assistant 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 Janet Burrowes, Assistant Director for Employer Relations, JBurrowes@jhu.edu or 202.663.7797.

**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, Assistant 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. In addition to three full-time career counselors who work with students, we have two full-time staff members in Washington, D.C., dedicated to providing employers with every possible service. We can also coordinate your hiring needs in Europe and in Asia with our team members in those locations. Please contact the following staff members whenever we can be of help:

**Ron Lambert**
Director of Career Services
RTLambert@jhu.edu
202.663.5984

**Janet Burrowes**
Assistant Director for Employer Relations
JBurrowes@jhu.edu
202.663.7797