The Paul H. Nitze School of Advanced International Studies

SAIS Employment Outcomes
MAster of Arts Class of 2014
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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.
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.
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

Consulting: 29%
Banking and Finance: 23%
Energy: 12%
Journalism, Media and Public Relations: 8%
Political Risk Analysis: 8%
Defense and Intelligence: 7%
Business and Manufacturing: 4%
Technology and Telecommunications: 4%
International Development: 2%
Trade and Economics: 2%
Other: 1%

Private Sector Employers

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

- Think Tanks and Research: 33%
- International Development: 22%
- Associations and Foundations: 19%
- Education and Training: 14%
- Energy and Environment: 7%
- Other: 3%
- Defense and Intelligence: 2%

**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

- World Bank: 42%
- International Monetary Fund: 16%
- United Nations: 14%
- Inter-American Development Bank: 8%
- International Finance Corporation: 5%
- Council of Europe: 3%
- European Bank for Reconstruction and Development: 3%
- Organization of American States: 3%
- World Economic Forum: 3%
- World Food Programme: 3%
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

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public</td>
<td>33%</td>
</tr>
<tr>
<td>Private</td>
<td>31%</td>
</tr>
<tr>
<td>Nonprofit</td>
<td>25%</td>
</tr>
<tr>
<td>Multilateral</td>
<td>11%</td>
</tr>
</tbody>
</table>

Summer Internship Employers

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
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


**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.
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.

Staff Contacts to Assist You

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