

Career Planning and Placement Service  
*Wharton Undergraduate*

# Five Year Alumni Survey

Classes of 1991 and 1992

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## I. GENERAL INFORMATION

<b>Mailings</b>	1134		<b>Female</b>	<b>Male</b>
<b>Responses</b>	361	32%	123	238

### Salary Averages

	<b>Average</b>	<b>Range</b>
<b>Overall</b>	\$72,276	\$20,000 – 156,000
<b>Females</b>	\$69,330	\$30,000 – 125,000
<b>Males</b>	\$73,974	\$20,000 – 156,000

## II. NUMBER OF JOBS HELD

	<b>ONE</b>	<b>TWO</b>	<b>THREE</b>	<b>FOUR</b>
<b>NUMBER OF PEOPLE</b>	124	140	77	18

## III. SALARIES BY INDUSTRY - OVERALL

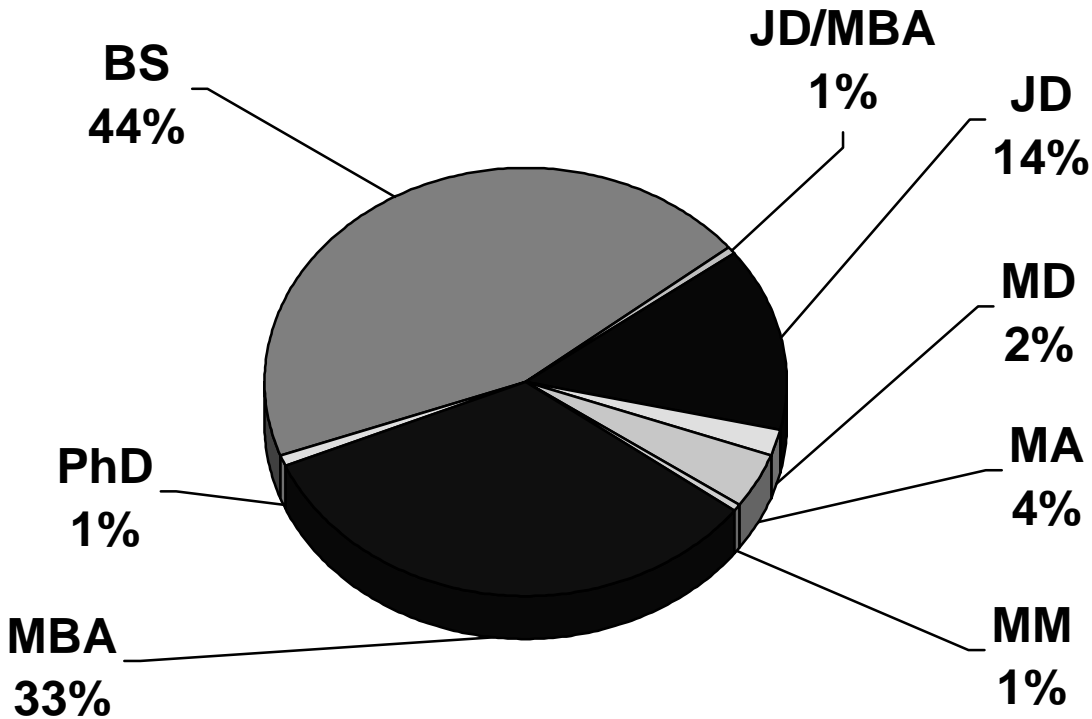
<b>INDUSTRY</b>	<b>%</b>	<b>AVG. SALARY</b>	<b>RANGE</b>
<b>Communications</b>	3.9	\$50,489	\$32,000 – 85,000
<b>Energy/Environment</b>	0.6	\$57,250	\$44,500 – 70,000
<b>Finance</b>	45.0	\$77,197	\$35,000 – 155,000
<b>Government</b>	1.0	\$50,667	\$30,000 – 70,000
<b>Manufacturing</b>	10.0	\$64,753	\$24,000 – 105,000
<b>Non Profit/Education</b>	3.5	\$37,400	\$31,000 – 46,000
<b>Services</b>	36.0	\$74,075	\$24,000 – 156,000

## IV. SALARIES BY ETHNIC ORIGIN

<b>ETHNICITY</b>	<b>AVG. SALARY</b>	<b>RANGE</b>	<b>AVG. MALE SALARY</b>	<b>AVG. FEMALE SALARY</b>
<b>Black/African American</b>	\$69,786	\$32,000 – 125,000	\$84,300	\$61,722
<b>Asian/Pacific Islander</b>	\$72,952	\$24,000 – 125,000	\$72,968	\$72,941
<b>White/Caucasian</b>	\$73,792	\$24,000 – 156,000	\$75,161	\$70,698
<b>Hispanic/Latino</b>	\$51,200	\$20,000 – 96,000	\$53,429	\$46,000
<b>No Origin Specified</b>	\$74,875	\$30,000 – 155,000	\$78,250	\$71,500



## VIII. DEGREE CHART



## IX. GEOGRAPHIC DISTRIBUTION

REGION	RESPONSES	%
Northeast	214	59.0%
Southeast	27	7.5%
Midwest	44	12.0%
Mountain	0	0.0%
Southwest	11	3.0%
West	41	11.0%
Puerto Rico	3	1.0%
Hawaii	1	0.3%
Alaska	1	0.3%
International <sup>†</sup>	18	5.0%

<sup>†</sup> Included China, Columbia, Australia, England, Pakistan, Greece, Singapore, Spain, France, Switzerland, Panama, and Norway.

## X. SALARIES BY INDUSTRY - DETAIL

INDUSTRY	AVG. SALARY	RANGE	AVG. MALE SALARY	AVG. FEMALE SALARY
<b>Communications</b>				
Advertising/Public Relations	-	-	-	-
Film/Recording	\$66,500	\$48,000 – 85,000	-	\$66,500
Publishing/Printing	-	-	-	-
Radio/TV/Cable	\$50,500	\$41,000 – 60,000	\$41,000	\$60,000
Telecommunications	\$57,200	\$44,400 – 70,000	\$57,200	-
<b>Energy</b>				
Petroleum*	-	-	-	-
Mining/Natural Resources*	-	-	-	-
<b>Financial Services</b>				
Accounting	\$67,046	\$38,800 – 90,000	\$66,971	\$67,133
Commercial Banking	\$58,200	\$39,600 – 85,000	\$62,300	\$50,000
Insurance	\$65,000	\$48,000 – 85,000	\$62,667	\$67,333
Investment Banking	\$82,618	\$45,000 – 150,000	\$83,375	\$81,454
Investment Management/Counsel	\$88,178	\$42,000 – 150,000	\$90,400	\$77,067
Real Estate/Land Development	\$87,500	\$55,000 – 120,000	\$87,500	\$87,500
Financial Services ( <i>other</i> )	\$69,006	\$35,000 – 155,000	\$75,580	\$50,600
<b>Government</b>				
State Government*	-	-	-	-
Local Government*	-	-	-	-
U.S. Military Service*	-	-	-	-
<b>Manufacturing</b>				
Apparel*	-	-	-	-
Automotive	\$62,500	\$60,000 – 65,000	\$60,000	\$65,000
Computer Products*	-	-	-	-
Electronics/Robotics	\$61,400	\$55,000 – 67,800	\$67,800	\$55,000
Consumer Products	\$68,550	\$60,000 – 80,000	\$69,917	\$66,500
Manufacturing ( <i>other</i> )	\$56,000	\$36,000 – 80,000	\$66,000	\$36,000
<b>Non-Profit/Education</b>				
Elementary/Second Education*	-	-	-	-
Health Care	\$35,500	\$31,000 – 40,000	\$35,500	-
Social Services*	-	-	-	-
<b>Services</b>				
Health Care	\$78,800	\$35,000 – 156,000	\$78,800	-
Computer Services	\$68,676	\$24,000 – 117,000	\$69,625	\$66,400
Construction	\$90,000	\$80,000 – 100,000	\$90,000	-
Consulting	\$77,676	\$35,000 – 130,000	\$78,694	\$76,531
Design*	-	-	-	-
Hotel/Restaurants*	-	-	-	-
Legal Services	\$75,729	\$30,000 – 104,000	\$71,786	\$81,250
Retail/Wholesale	\$42,333	\$25,000 – 60,000	\$42,333	-
Transportation	\$69,320	\$68,640 – 70,000	\$69,320	-

\*NOTE: Salary statistics are not released for categories representing less than 1% of all respondents.

## XI. SALARIES BY JOB TYPE

<b>JOB TYPE</b>	<b>AVG. SALARY</b>	<b>RANGE</b>	<b>AVG. MALE SALARY</b>	<b>AVG. FEMALE SALARY</b>
<b>Accounting</b>				
Public Accounting	\$57,933	\$38,800 – 83,000	\$56,600	\$59,267
Internal Accounting	\$57,575	\$44,500 – 67,800	\$65,400	\$49,750
<b>Consulting</b>				
Research	\$80,529	\$40,000 – 130,000	\$78,762	\$83,385
Technical/Information	\$58,000	\$24,000 – 95,000	\$59,500	-
<b>Education</b>				
Teaching*	-	-	-	-
Administration*	-	-	-	-
<b>Finance</b>				
<i>Commercial Banking</i>				
Commercial Lending	\$49,867	\$39,600 – 60,000	\$49,800	\$50,000
<i>Corporate Finance</i>				
Financial Planning*	-	-	-	-
<i>Financial MGMT &amp; Marketing</i>				
Investment Management/Counsel	\$83,889	\$48,900 – 150,000	\$89,000	\$64,725
Financial Services Marketing	\$64,000	\$63,000 – 65,000	\$65,000	\$65,000
<i>Investment Analysis</i>				
Mergers & Acquisitions	\$72,000	\$57,000 – 100,000	\$76,714	\$58,500
Risk & Foreign Exchange*	-	-	-	-
Capital/Money Market*	-	-	-	-
Financial Analysis	\$73,717	\$42,000 – 150,000	\$75,964	\$70,222
Real Estate Investment	\$90,444	\$56,000 – 125,000	\$85,667	\$100,000
<i>Sales &amp; Trading</i>				
Sales*	-	-	-	-
Trading	\$111,000	\$70,000 – 150,000	\$110,000	\$111,667
<b>Government</b>				
Policy Research/Analysis*	-	-	-	-
Military Officer*	-	-	-	-
<b>Information Systems</b>				
Software Design/Development	\$70,500	\$42,000 – 105,000	\$71,000	\$68,500
Systems Analysis*	-	-	-	-
<b>Insurance</b>				
Actuarial	\$74,667	\$72,000 – 80,000	-	\$74,667
Underwriting	\$52,500	\$50,000 – 55,000	\$55,000	\$50,000
Financial Services Marketing*	-	-	-	-

\*NOTE: Salary statistics are not released for categories representing less than 1% of all respondents.

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**XI. SALARIES BY JOB TYPE (CONTINUED)**

<b>JOB TYPE</b>	<b>AVG. SALARY</b>	<b>RANGE</b>	<b>AVG. MALE SALARY</b>	<b>AVG. FEMALE SALARY</b>
<b>Law</b>				
Legal	\$71,019	\$30,000 – 104,000	\$69,000	\$73,542
<b>Management</b>				
General Management	\$58,273	\$20,000 – 100,000	\$57,100	\$70,000
Operations Management	\$66,213	\$60,000 – 70,000	\$66,213	-
Operations: Production Planning*	-	-	-	-
Human Resources/Personnel*	-	-	-	-
<b>Marketing</b>				
Account Management	\$52,740	\$32,000 – 70,000	\$60,250	\$47,733
Product/Brand Management	\$78,321	\$42,000 – 155,000	\$94,357	\$62,286
Sales/Sales Management	\$55,333	\$40,000 – 80,000	\$50,667	\$60,000
Marketing Research	\$80,200	\$44,400 – 120,000	\$81,567	\$72,000
Advertising Management	\$52,667	\$32,000 – 85,000	-	\$58,500
Buyer/Merchandising*	-	-	-	-
Marketing Analysis	\$70,250	\$50,500 – 90,000	\$70,250	-
Financial Services Marketing	\$46,707	\$42,120 – 50,000	-	\$49,000
<b>Not For Profit</b>				
Fund Raising/Promotion	-	-	-	-
<b>Real Estate</b>				
Real Estate Investment Analysis*	-	-	-	-
Construction*	-	-	-	-
<b>Scientific Research</b>				
Other Biomedical	\$61,000	\$31,000 – 156,000	\$61,000	-
<b>Social Services</b>				
Administration*	-	-	-	-

\* NOTE: Salary statistics are not released for categories representing less than 1% of all respondents.

## **XII. ORGANIZATIONS**

### **COMMUNICATIONS**

#### ***ADVERTISING/PUBLIC RELATIONS***

Beach Advertising, Philadelphia, PA, Account Manager  
Bernard Hodes Advertising, Philadelphia, PA, Account Executive

#### ***FILM/RECORDING***

Paramount Pictures, Hollywood, CA, Product Manager  
Polygram Records, New York, NY, Senior Manager  
Warner Music Group, New York, NY, Director, Marketing

#### ***PUBLISHING/PRINTING***

Scott, Foresman, Addison, & Wesley, Glenview, IL, Science Kit Coordinator  
Simon & Schuster, Upper Saddles River, NJ, Manager-System Administration

#### ***RADIO/TV/CABLE***

Nickelodeon, New York, NY, Marketing Director  
Tribune Entertainment Company, Los Angeles, CA, Manager, Marketing  
Westinghouse/CBS, New York, NY, Business Development Strategic Planning

#### ***TELECOMMUNICATIONS***

Bellsouth, Panama City, Panama, Marketing Manager  
MCI, Seattle, WA, Senior Manager

### **ENERGY/NATURAL RESOURCES**

#### ***PETROLEUM***

Amerada Hess Corporation, Woodbridge, NJ, Accountant III

#### ***MINING/NATURAL RESOURCES***

Glencore LTD, Stamford, CT, Trader

### **FINANCIAL SERVICES**

#### ***ACCOUNTING***

Arthur Andersen LLP, Washington, DC, Manager  
Boyer and Ritter, CPA, Camp Hill, PA, Manager  
Coopers & Lybrand LLP, New York, NY, Associate  
Coopers & Lybrand LLP, New York, NY, Manager  
Coopers & Lybrand LLP, Philadelphia, PA, Senior Associate  
Deloitte & Touche LLP, Chicago, IL, Senior Consultant  
Deloitte & Touche LLP, Columbus, OH, Senior Tax Consultant

Deloitte & Touche LLP, New York, NY, Senior Consultant  
Ernst & Young LLP, New York, NY, Manager  
Ernst & Young LLP, New York, NY, Manager  
Ernst & Young LLP, Seattle, WA  
KPMG Peat Marwick LLP, Houston, TX, Manager-Assurance  
KPMG Peat Marwick LLP, New York, NY, Senior Manager  
KPMG Peat Marwick LLP, Radnor, PA, Senior Consultant  
Price Waterhouse LLP, Atlanta, GA, Principal Consultant  
Price Waterhouse LLP, Bethesda, MD, Principal Consultant  
Price Waterhouse LLP, Boston, MA, Senior Manager  
Price Waterhouse LLP, New York, NY, Consultant  
Price Waterhouse LLP, Philadelphia, PA, Tax Manager  
Price Waterhouse LLP, Pittsburgh, PA, Manager  
Price Waterhouse LLP, Portland, OR, Manager  
The Morey Organization, Wildwood, NJ, Accounting Manager

### **COMMERCIAL BANKING**

Alaska Federal Savings Bank, Juneau, AK, Assistant Vice President/Branch Manager  
Cedel Bank, New York, NY, Senior Sales Officer  
Haymarket Bank, Boston, MA, Vice President

### **INSURANCE**

CIGNA Insurance Company, Bloomfield, CT  
CNA, Chicago, IL, Actuarial Analyst  
Commerce National Insurance, Cherry Hill, NJ, VP/Controller  
General Reinsurance Corporation, Philadelphia, PA, Assistant Vice President  
Milliman & Robertson, Inc., Washington, DC, Actuary  
NAC Reinsurance, Sydney, NSW Australia, Underwriter  
Penn Mutual Life Insurance Company, Horsham, PA, Actuarial Analyst  
TIG Reinsurance, Stamford, CT, Assistant Vice President  
Tillinghast, Boston, MA, Consulting Actuary  
USF + G Insurance Company, Baltimore, MD, Senior Financial Analyst

### **INVESTMENT BANKING**

ABN AMRO Chicago Corporation, New York, NY, Research Analyst  
Alex Brown & Sons, Baltimore, MD, Associate  
Alex Brown & Sons, Baltimore, MD, Associate  
Alex Brown & Sons, Boston, MA, Associate  
Bankers Trust Company, London, England, Associate  
Bankers Trust Company, New York, NY, Vice President  
Bankers Trust Company, New York, NY, Vice President  
Bear, Stearns & Company, Inc., New York, NY, Assistant Director  
Bear, Stearns & Company, Inc., New York, NY, Associate  
Chase Securities, New York, NY, Summer Associate  
Chase Securities, New York, NY, Vice President  
Credit Suisse First Boston Corporation, Boston, MA, Associate  
Credit Suisse First Boston Corporation, Los Angeles, CA, Associate  
Credit Suisse First Boston Corporation, New York, NY, Sales Asst./Junior Salesperson  
Dillon, Read & Company, Inc., New York, NY, Associate Director of Recruiting  
Donaldson, Lufkin & Jenrette, Inc., Los Angeles, CA, Associate  
Donaldson, Lufkin & Jenrette, Inc., Los Angeles, CA, Associate  
Donaldson, Lufkin & Jenrette, Inc., New York, NY, Associate

Donaldson, Lufkin & Jenrette, Inc., New York, NY, Associate  
Goldman, Sachs & Company, Los Angeles, CA, Associate  
Goldman, Sachs & Company, New York, NY, Associate  
Goldman, Sachs & Company, New York, NY, Associate  
Goldman, Sachs & Company, New York, NY, Associate  
Goldman, Sachs & Company, San Francisco, CA, Associate  
HSBC Securities, New York, NY, Senior Vice President  
J.P. Morgan & Company, Inc., London, England, Associate/Portfolio Mgr.  
J.P. Morgan & Company, Inc., New York, NY, Associate  
J.P. Morgan & Company, Inc., New York, NY, Associate  
J.P. Morgan & Company, Inc., New York, NY, Vice President  
Lazard Freres, New York, NY, Associate  
Lehman Brothers, New York, NY,  
Montgomery Securities, San Francisco, CA, Associate  
Morgan Stanley & Company, New York, NY, Associate  
Paine Webber, Philadelphia, PA,  
Prime Charter Ltd., New York, NY, Vice President  
SBC Warburg, New York, NY, Associate Director  
SBC Warburg, Zurich, Switzerland, Executive Director  
Schonfeld Securities, New York, NY, Trader  
Smith Barney, Inc., New York, NY, Associate  
Smith Barney, Inc., New York, NY, Associate  
Union Bank of Switzerland, London, England, Authorized Officer  
Wasserstein Perella, San Francisco, CA, Associate  
William Blair & Company, Chicago, IL, Equity Research Analyst

#### ***INVESTMENT MANAGEMENT/COUNSEL***

AEW Capital Management, Boston, MA, Assistant Vice President  
AIG Investment Corporation, Hong Kong, China, Associate  
ARM Capital Advisors, New York, NY, Vice President  
Black Rock, New York, NY, Vice President  
Boston Millennia Partners, Boston, MA, Principal  
Brahman Capital, New York, NY, Director of Research  
Cantor Fitzgerald, New York, NY, Bond Broker  
Clayton, Pubilier & Rice, New York, NY, Principal  
Crest International Holdings LLC, New York, NY, Vice President  
Crow Investment Trust, Dallas, TX, Director  
Danielson Associates, Inc., Rockville, MD, Vice President  
Farley West Ventures, Davis, CA, Principal/Partner  
Fidelity Investments, Boston, MA, Quantitative Research Analyst  
Financial/Network Investment Corporation, Torrance, CA, Call Center Supervisor  
GE Capital, Mason, OH, Staff Accountant  
Heitman Capital Management, Chicago, IL, Portfolio Analyst  
Highline Capital Management, New York, NY, Managing Partner  
Integrity Capital Management, New York, NY, General Counsel & Principal  
Kidd & Company LLC, Greenwich, CT, Principal  
Kirklands', Inc., Jackson, TN, Chief Financial Officer  
Morgen-Walke Associates, New York, NY, Account Supervisor  
Munder Capital Management, Birmingham, MI, Portfolio Manager  
Neuberger & Bernam, New York, NY,  
Omega Advisors, New York, NY, Partner/Portfolio Manager  
Saunders Karp & Megrue, New York, NY, Principal  
Sunamerica, Century City, CA, Assistant Vice President  
The Chart Group LLP, New York, NY, Vice President

Waveland Capital Management, Chicago, IL, Vice President

**REAL ESTATE/LAND DEVELOPMENT**

Fitch Investors Service, New York, NY, Director  
Midland Development Group, Inc., St. Louis, MO, Broker/Developer  
Newport Pacific Management, San Francisco, CA, Vice President  
Prudential Janett RE, Verona, NJ, Director/Special Value Group  
Real Estate Dezer Properties, New York, NY, Manager  
Starwood Capital Group, Greenwich, CT, Assistant Vice President

**FINANCIAL SERVICES (other)**

Advanta Corporation, Horsham, PA, Director  
Advanta Corporation, Spring House, PA, Law Clerk  
American Express, New York, NY, Manager  
American Express, New York, NY, Marketing Manager  
Associates Financial Service, Irving, TX, Director of Marketing Analysis  
Atlas Group, Karachi, Pakistan, Director/Strategic Planning  
CSC Index, Chicago, IL, Senior Associate  
Citibank, N.A., Madrid, Spain, Assistant Vice President  
Citibank, N.A., New York, NY, Manager  
Citibank, N.A., New York, NY, Vice President  
Credit Lyonnais Securities, New York, NY, Associate  
Deluxe Corporation, West Caldwell, NJ, Dept Manager  
Dignity Partners, Inc., San Francisco, CA, Senior Vice President  
Financial Market Research, New York, NY, Project Director  
Foster Chamberlain, Philadelphia, PA, CEO  
Frost National Bank, San Antonio, TX, Assistant Vice President  
Global Payment Systems/NDC, Atlanta, GA, Manager of Accounting  
Household Finance Corporation, Prospect Heights, IL, Product Specialist  
Industrial Bank of Japan, New York, NY, Associate  
International Finance Corporation, Washington, DC, Investment Officer  
Klein, Lacono & Associates, New York, NY, Senior Vice President  
Murray Devine & Company, Philadelphia, PA, Senior Associate  
Reuters America, Inc., Stamford, CT, Dealing 2000 Specialist  
Scudder, Stevens & Clark Asia LTD, Hong Kong, China, Sales Director  
Swiss Bank Corporation, Zurich, Switzerland, Director, Global AGAD Metals Derivatives  
Transamerica Financial Service, Los Angeles, CA, Assistant Credit Manager  
UBS Securities, New York, NY, Senior Associate  
Union Europeenne de CIC, Paris, France, Vice President

**GOVERNMENT**

**STATE**

Minnesota State Auditor, St. Paul, MN, Investigative Attorney

**LOCAL**

City of Philadelphia, Philadelphia, PA, Deputy Managing Director

## ***U.S. MILITARY SERVICE***

US Air Force, Spangdahlem, Germany, Chief Financial Analyst

## **MANUFACTURING**

### ***AEROSPACE***

Allied Signal, Morristown, NJ, Senior Accountant  
Falcon Building Products, Chicago, IL, M&A

### ***APPAREL***

Peapod, Inc., Seattle, WA, CEO & President  
Peapod, Inc., Seattle, WA, Controller

### ***AUTOMOTIVE***

General Motors, New York, NY, Finance Associate  
General Motors, New York, NY, Senior Financial Analyst

### ***COMPUTER PRODUCTS***

Teleran Technologies, LP, East Hanover, NJ, Director of Technology

### ***ELECTRONICS/ROBOTICS***

General Electric Company, Albany, NY, Associate  
Sensormatic Electronics Corporation, Boca Raton, FL, Manager, Information & Analysis  
Sony Music Entertainment, New York, NY, Associate Director

### ***CONSUMER PRODUCTS (Food, Household & Personal Care)***

Franklin Mint CTFM, Franklin Center, PA, Director  
Johnson & Johnson, Raritan, NJ, Manager, Marketing Services  
Johnson & Johnson, Skillman, NJ, Assistant Product Director  
Johnson & Johnson, Skillman, NJ, Product Director  
Kraft Foods, Ryebrook, NY, Associate Brand Manager  
Kraft Foods, White Plains, NY, Assistant Brand Manager  
Mott's, Inc., Stamford, CT, Category/Product Manager  
Nabisco, East Hanover, NJ, Senior Manager, Trade Market  
Proctor & Gamble Company, Cincinnati, OH, Manager-Finance Analysis  
Proctor & Gamble Company, Cincinnati, OH, Purchasing Manager  
Proctor & Gamble Company, Cleveland, OH, Category Management Account Executive  
Revlon, Inc., New York, NY, Management Associate  
The Stroh Brewery Company, St. Paul, MN, Plant Controller  
Tyson Foods, Inc., Springdale, AR, Customer Marketing Manager

### ***MANUFACTURING (Other)***

DuPont Pension Fund Investment, Wilmington, DE, International Equity Analyst  
GE Plastics, Pittsfield, MA, Financial Management Program  
Kalan, Inc., Lansdowne, PA, Purchasing Manager

**METALS**

Shiu Wing Steel LTD, Hong Kong, China, Manager

**PAPER/WOOD PRODUCTS**

Plantation Timber Product, Singapore, Director

**SPORTING GOODS**

Natural Golf Corporation, Hoffman Estates, IL, Chief Operating Officer  
Reebok International, Stoughton, MA, Associate Brand Manager

**NON PROFIT/EDUCATION****CULTURAL INSTITUTIONS/ARTS AND CULTURAL AFFAIRS**

Brandywine Workshop, Philadelphia, PA, Director-Marketing & Development

**ELEMENTARY/SECONDARY EDUCATION**

Central Bucks School District, Doylestown, PA, Teacher  
Cleveland Board of Education, Cleveland, OH, Public Information Specialist  
The Hewitt School, New York, NY, Teacher  
The O'Quinn School, Charleston, SC, Assistant Director/Vice President

**HEALTH CARE**

Carraway Methodist Medical Center, Birmingham, AL, Surgeon's Assistant  
UNC Hospital, Chapel Hill, NC, Resident Neurosurgery

**HIGHER EDUCATION**

University of Pennsylvania, Philadelphia, PA, General Manager  
Wharton Small Business Development Center, Philadelphia, PA, Director

**PUBLIC INTEREST/NON-PROFIT RESEARCH**

Youth With A Mission, Thessaloniki, Greece, Missionary

**SOCIAL SERVICES**

American Red Cross, Silver Spring, MD, Director/Financial Development

**SERVICES****HEALTH CARE**

Cedar Bridge Rehabilitation Service, Brick, NJ, Executive Vice President  
Cornell University Medical College, New York, NY, Research Assistant  
Resolution Health Strategy, San Jose, CA, Director/ Business Development  
St. Lukes Roosevelt, New York, NY, Surgical Resident  
Temple University Hospital, Philadelphia, PA, Radiology Resident

## **COMPUTER SERVICES**

Aurora Electronics, San Diego, CA, President  
Bay Networks, Santa Clara, CA, Manager, Intranet Solution  
Compaq Computer Corporation, San Juan, Puerto Rico, Account Manager  
IBM, Baltimore, MD, Consultant  
IBM, Chicago, IL, Industry Analyst  
IBM, Research Triangle Park, NC, Manager/ Worldwide Brand Strategies  
Intel, Santa Clara, CA, Senior Financial Analyst  
Intuit, Mountain View, CA, Product Manager  
Lewtan Technologies, Waltham, MA, Customer Support Manager  
Microsoft, Bellevue, WA, Support Engineer  
Morris Systems, Inc., Brimfield, MA, President  
My Software Company, San Francisco, CA, Senior Product Manager  
NCR, Berkeley Heights, NJ, Financial Consultant  
Optimal Web Leverage LLC, Stamford, CT, Managing Director/Founder  
Oracle Corporation, Bethesda, MD, Technical Team leader  
Quantum Corporation, Milpitas, CA, Product Line Manager  
Rational Software Corporation, W. Conshohocken, PA, Product Manager  
Vital Computer Services, New York, NY, Marketing Representative

## **CONSTRUCTION**

Volmar Construction, Inc., Brooklyn, NY, Vice President

## **CONSULTING**

A.T. Kearney, Inc., Chicago, IL, Associate Consultant  
A.T. Kearney, Inc., Hong Kong, China, Associate  
A.T. Kearney, Inc., New York, NY, Manager  
American Management Systems, Fairfax, VA, Business Analyst/Consultant  
American Management Systems, Fairfax, VA, Product Manager/Senior Business Analyst  
Andersen Consulting, Atlanta, GA, Consultant  
Andersen Consulting, Boston, MA, Consultant  
Andersen Consulting, Minneapolis, MN, Manager  
Andersen Consulting, Washington, DC, Manager  
Bain & Company, Boston, MA, Consultant  
Bain & Company, Boston, MA, Summer Associate  
Bain & Company, Chicago, IL, Consultant  
Bain & Company, Chicago, IL, Summer Associate  
Bain & Company, San Francisco, CA, Consultant  
Bain & Company, San Francisco, CA, Consultant  
Benchmark 2000, Marietta, GA, Product Manager/Principle  
Booz, Allen & Hamilton, New York, NY, Associate  
Boston Consulting Group, Inc., Chicago, IL, Associate  
Boston Consulting Group, Inc., Chicago, IL, Consultant  
Boston Consulting Group, Inc., Chicago, IL, Consultant  
Bricker & Associates, Chicago, IL, Manager  
Canick Enterprises, Port Orchard, WA, President/CEO  
Edgar, Dunn & Company, Atlanta, GA, Consultant  
Edgar, Dunn & Company, San Francisco, CA, Consultant  
Hay Group, Philadelphia, PA, Associate Consultant  
Hewitt Associates, Lincolnshire, IL, Associate  
Integrated Industrial Information, Inc., Raleigh, NC, Marketing Analyst  
LEK/Alcar Consulting Group, Boston, MA, Consultant

LEK/Alcar Consulting Group, Boston, MA, Consultant  
LTS Consulting, Philadelphia, PA, Principal  
McKinsey & Company, Los Angeles, CA, Associate Consultant  
McKinsey & Company, New York, NY, Associate  
McKinsey & Company, New York, NY, Practice Resource Coordinator  
McKinsey & Company, New York, NY, Summer Associate  
Mercer Management Consulting, Lexington, MA, Associate  
Morrison, Mahoney & Miller, Southfield, MI, Associate Attorney  
Oxford Health Plans, New York, NY, Project Manager  
Prudensia AS, Oslo, Norway, Chairman  
Public Service Enterprise Group, Newark, NJ, Consultant - Mergers/Acquisitions  
SCA Consulting, New York, NY, Senior Associate  
Targetbase Marketing, Dallas, TX, Senior Analyst  
The Monitor Company, Cambridge, MA, Consultant  
The Varsity Group, Fullerton, CA, Director of Operations  
Towers Perrin, Philadelphia, PA, Actuary/Consultant

### **DESIGN**

LTK Engineering Services, Blue Bell, PA, Analyst

### **HOTEL/RESTAURANT**

Darden Restaurants, Orlando, FL, Director, Marketing Research

### **LEGAL SERVICES**

Allen, Matkins, Leck, Gamdole & Mallory, Los Angeles, CA, Associate  
Axtmayer, Adsuar, Muniz & Goyco, San Juan, Puerto Rico, Associate  
Ballard, Spahr, Andrews, Philadelphia, PA, Attorney  
Berger & Steiner LLP, New York, NY, Attorney  
Blank, Rome, Comisky & McCaul, Philadelphia, PA, Attorney  
Bracewell & Patterson LLP, Houston, TX, Associate Attorney  
Cades Schutte, Honolulu, HI, Associate  
Davis Polk-Wardwell, London, England, Associate  
Dechert, Price & Rhoads, Philadelphia, PA, Attorney (Associate)  
Duane, Morris & Heckscher, Philadelphia, PA, Associate  
Duane, Morris & Heckscher, Philadelphia, PA, Associate  
Garvey, Anderson, Johnson, Gabler & Geraci SC, Eau Claire, WI, Attorney  
Glocap, Oxford, England, Partner  
Goodwin, Procter & Hour LLP, Boston, MA, Associate  
Hogan & Hartson LLP, Washington, DC, Associate Attorney  
Howell, Gately, Whitney & Carter, Towson, MD, Law Clerk  
Kirkland & Ellis, Chicago, IL, Attorney  
Latham & Watkins, New York, NY, Attorney  
Levey & Associates, P.A., Coral Gables, FL, Associate Attorney  
Lewis, King, Krieg & Waldrop, Bowling Green, KY, Associate Attorney  
Mayer, Brown & Platt, Chicago, IL, Associate  
Milbank, Tweed, Hadley & McCloy, New York, NY, Associate  
National Asian Pacific American Legal Consortium, Washington, DC, Legal Fellow  
Pepper, Hamilton & Scheetz LLP, Philadelphia, PA, Attorney  
Roseman, Colin LLP, New York, NY, Associate  
Shearman & Sterling, New York, NY, Associate  
Simpson, Thacher & Bartlett, New York, NY, Associate  
Sullivan, Cromwell, New York, NY, Associate Lawyer

Superior Court of NJ, Jersey City, NJ, Law Clerk  
US Supreme Court, Washington, DC, Law Clerk  
United States Courts, Philadelphia, PA, Judicial Law Clerk  
United States District, Brooklyn, NY, Law Clerk  
Wachtell, Lipton, Rosen & Katz, New York, NY, Associate  
Weil, Gotshal, & Manges LLP, New York, NY, Associate  
White & Case, New York, NY, Associate  
White & Case, New York, NY, Associate  
Willkie, Farr & Gallagher, New York, NY, Associate  
Winthrop, Stimson, Putnam & Roberts, New York, NY, Associate

***RETAIL/WHOLESALE***

Flora Intercontinental, Bogota, Colombia, General Manager  
Len Druskin, Inc., Edina, MN, Vice President  
Windowizards, Bristol, PA, Vice President of Installed Sales

***TRANSPORTATION***

Continental Airlines, Inc., Houston, TX, Division Controller, Administrations  
Roberson Transportation, Champaign, IL, VP, Sales & Operations

***INDUSTRIES UNKNOWN***

Aspen Partners, New York, NY, Managing Partner  
Cachiuaches, Bogota, Colombia, Partner  
Clover Labs, Toledo, OH, Principal  
GX Clarke & Company, Jersey City, NJ, Chief Information Officer  
Onex Investments Corp., New York, NY, Associate