As a student in the D’Amore-McKim School of Business, your co-op experience will be an integral component of your academic studies. Participation in co-op will add depth to your classroom studies, provide exposure to career paths and opportunities, and enable you to develop the skills needed to be successful in today’s global business environment. The cooperative education program is a differentiator in your academic experience.

To ensure that you are successful in both your professional and academic endeavors, students in the D’Amore-McKim School of Business are required to complete several courses prior to your first co-op experience. In addition to working closely with their co-op faculty through all aspects of their co-op experiences, the business school provides students with diverse and robust opportunities to interact with employer partners, alumni, and upper-class students- all partners in the professional education of the D’Amore-McKim student.

**HELPING YOU BUILD A FOUNDATION FOR SUCCESS**

**2016 EMPLOYER AND ALUMNI ENGAGEMENT**

- 4000 on-campus student interviews
- 16 Career Networking Lunches
- 100 Start-Ups participated in ON FIRE TO HIRE STARTUP EXPO
- 4 Co-op Expos hosted 250+ employers
- 200 Company Presentations
- 20 Employer in Residence
- 875 Managers conducted on-campus interviews
- 100 Career Education Panels
- 14+ Employer hosted on-site events
- $19 Average Co-op Salary
CO-OP: THE POWER OF EXPERIENCE
WORLD-CLASS ACADEMICS.
MEANINGFUL BUSINESS EXPERIENCE.

EMPLOYER PROGRAM

Each year the D’Amore-McKim School of Business co-op team works with over 600 employer partners, providing experiences to our students that are diverse by industry, business function, job level, and location. These opportunities include experiences with Fortune 500 companies, start-up organizations and industry leaders in innovation and technology.

EMPLOYER PARTNERS INCLUDE

ADOBE  HERCULES CAPITAL
AKAMAI  INTUIT
AMAZON  JOHNSON & JOHNSON
BOSTON CONSULTING GROUP  KPMG
MORGAN STANLEY  MASTERCARD WORLDWIDE
COCA-COLA  NEW BALANCE
CREDIT SUISSE  PwC
DELOITTE  STATE STREET CORPORATION
EY  TJX COMPANIES
GENERAL ELECTRIC  UBS
GOLDMAN SACHS  WELLINGTON MANAGEMENT

2016 CO-OP PLACEMENT OVERVIEW

31% worked outside of Massachusetts or in an international location
25% of students worked for a Fortune 500 company/ 30% of these experiences were with a Fortune 100 company
54% of accounting students worked for a public accounting or business advisory firm
~100 students worked in investment banking, consulting or leadership development programs
Over 100+ startup opportunities
On average, 55-65% of business graduates receive job offers from their co-op employers

RECENT STUDENT CO-OP CONTRIBUTIONS

“ Constructed financial models and completed project ROI analysis for 8 additional AWS training locations to target global technology startups… project received funding for global expansion. ”
Strategic Start-up Marketing, Amazon Web Services

“ Led analytics on Eye Care business, $15 million annual sales, with duties including execution of reporting, analysis of loyalty data, monthly state of the business presentations, business planning contribution, and ad hoc requests ”
Customer Development Analyst, Johnson & Johnson

“ Analyzed reporting to discover trends and behavioral/psychographic insights from detailed survey analysis, supported with secondary research to guide client recommendations ”
Strategy Analyst, Beam Interactive

“ Produced research and investment recommendations on European Infrastructure companies incorporating analysis of company fundamentals, bond recommendations, internal credit ratings, two year forecasts, and oral presentations ”
Investment Grade Credit Analyst Intern, UBS Global Asset Management

86% of employers rate Northeastern graduates as either highly or very prepared for the workplace, as compared to 64% of graduates from other colleges and universities

http://www.northeastern.edu/preparedness/
2016 ACCOUNTING CO-OP PROGRAM

This past year just over 340 students engaged in accounting co-op opportunities. Over 50% of students worked in public accounting; 63% of these opportunities were with one of the Big 4. The accounting program also offers students experiences in the private sector, non-profits and startups.

KEY EMPLOYER PARTNERS

ADVENT INTERNATIONAL
ANDERSEN TAX
BLACKSTONE
BOLLARD GROUP
BOSTON RED SOX

COHN REZNICK
DELOITTE
KPMG

EY

MATHWORKS
NEW ENGLAND BAPTIST HOSPITAL
NOVOGRADAC
PARNERS HEALTHCARE
PHILIPS LIFELINE

PwC
POWER ADVOCATE
RSM
WOLF & COMPANY
SUMMIT PARTNERS

JOB FUNCTIONS

PUBLIC ACCOUNTING (Audit and Tax) 54%
CORPORATE ACCOUNTING 39% (includes financial reporting and internal audit)
FORENSIC ACCOUNTING 3%
OTHER 1%
CONSULTING 3%

INDUSTRIES

PROFESSIONAL ACCOUNTING SERVICES 49%
FINANCIAL SERVICES 12%
CONSUMER PRODUCTS 4%
EDUCATION 4%
HEALTHCARE/HOSPITALS 5%
PHARMACEUTICALS 3%
REAL ESTATE 2%
WEALTH MGMT/VENTURE CAPITAL 2%
INVESTMENT MGMT 2%
COMPUTER 3%
BIOTECH 2%

OTHER 12%

SALARIES

$15 —— $28

HOURLY WAGE

STUDENT CO-OP PROFILES

MEGAN O’HARA, CLASS OF 2016
EY, Business Advisory Practice

3rd EY, BUSINESS ADVISORY SERVICES
2nd BANK OF AMERICA MERRILL LYNCH, REGULATORY REPORTING
1st FEELY & DRISCOLL, AUDIT

MICHAEL RINALDI, CLASS OF 2016
KPMG, Emerging Technology Tax Group

3rd KPMG, FEDERAL TAX SERVICES
2nd EY, TAX SERVICES
1st THE BOLLARD GROUP, TAX

KIMBERLY HERSCH, CLASS OF 2017
PwC, Audit

3rd PwC, AUDIT
2nd HASBRO FAR EAST LTD., INTERNAL AUDIT
1st HASBRO INC., INTERNAL AUDIT
2016 FINANCE CO-OP PROGRAM

Finance is the largest concentration in the D’Amore-McKim School of Business. During 2016, over 1,000 students engaged in co-op opportunities that provided students the opportunity to experience the many facets of the finance field.

KEY EMPLOYER PARTNERS

- BNY MELLON
- GENERAL ELECTRIC
- JEFFERIES & CO
- BOSTON CONSULTING GROUP
- GMO
- SCOTIABANK
- BROWN BROTHERS HARRIMAN
- GOLDMAN SACHS
- JOHN HANCOCK
- CREDIT SUISSE
- HARVARD MANAGEMENT
- STATE STREET CORPORATION
- EATON VANCE
- JOHNSON & JOHNSON
- TJX COMPANIES
- SCOTIABANK
- PIPER JAFFRAY
- UBS
- WELLCOMING MANAGEMENT

JOB FUNCTIONS

- INVESTMENT RESEARCH (BUY & SELL SIDE) 7%
- CORPORATE FINANCE/ACCT 26%
- INVESTMENT BANKING 12%
- INVESTMENT OPS 21%
- (includes pricing analyst, performance analysis, hedge fund ops & portfolio ACCT)
- SALES & TRADING 4%
- INVESTMENT MANAGEMENT 35%
- FRONT OFFICE INVESTMENT BANKING 3%
- DIVERSIFIED FINANCIAL SERVICES 30%
- LEGAL/RISK MANAGEMENT 6%
- INVESTMENT MANAGEMENT 3%
- WEALTH MANAGEMENT 3%
- CLIENT SERVICES 16%
- CONSULTING/BUSINESS ANALYTICS 7%
- OTHER 7%
- OTHER 10%

INDUSTRIES

- CORPORATE FINANCE/ACCT
- INVESTMENT MANAGEMENT
- INVESTMENT BANKING
- INVESTMENT OPS
- DIVERSIFIED FINANCIAL SERVICES
- OTHER
- VENTURE CAPITAL, PRIVATE EQUITY
- RETAIL
- FINTECH
- CONSULTING

SALARIES

$15 — $35+

HOURLY WAGE

STUDENT CO-OP PROFILES

| Emily Bartolotta, Class of 2017 |
| Stifel Nicolaus & Co., Public Finance Analyst |
| 3rd | STIFEL NICOLAUS & CO., PUBLIC FINANCE IB ANALYST |
| 2nd | MFS INVESTMENT MANAGEMENT, PORTFOLIO RISK MANAGEMENT |
| 1st | MFS INVESTMENT MANAGEMENT, PORTFOLIO RISK MANAGEMENT |

| James Temple, Class of 2016 |
| Morgan Stanley, Leveraged Finance Analyst |
| 3rd | MORGAN STANLEY, LEVERAGED FINANCE ANALYST |
| 2nd | BROOKSIDE MEZZANINE PARTNERS, PRIVATE EQUITY ANALYST |
| 1st | JOHN HANCOCK FINANCIAL SERVICES, FUND REPORTING |

| Katie Wong, Class of 2016 |
| Fidelity Investments, Fixed Income Research Associate |
| 3rd | HERCULES CAPITAL, INVESTMENT ANALYST |
| 2nd | PIPER JAFFRAY, PUBLIC FINANCE IB ANALYST |
| 1st | GOLDMAN SACHS, CLIENT SERVICES |
2016 MANAGEMENT CO-OP PROGRAM

The Management co-op program includes the concentration areas of Management Information Systems, General Management and Supply Chain. Students have co-op opportunities that span many industries and offer diverse experiences across all functional areas of business.

SUPPLY CHAIN

**EMPLOYER PARTNERS**
- BOSE
- CEVA LOGISTICS
- KRAFT GROUP
- JOHNSON & JOHNSON
- STAPLES
- RAYTHEON

**ROLES INCLUDE**
- Logistics
- Planning Analyst
- Inventory Analyst
- Purchasing & Procurement
- Allocation Analyst
- Strategic Sourcing

MANAGEMENT

**EMPLOYER PARTNERS**
- BOSTON CONSULTING GROUP
- EY
- LIBERTY MUTUAL
- TJX
- WELLINGTON MANAGEMENT
- VISTAPRINT

**ROLES INCLUDE**
- Campus Recruiting
- Talent Acquisition
- Learning and Development
- Compensation Analyst
- People Analytics
- Global Benefits

MANAGEMENT INFORMATION SYSTEMS

**EMPLOYER PARTNERS**
- AKAMAI
- BAIN CAPITAL
- BOSTON CONSULTING GROUP
- FIDELITY INVESTMENTS
- MFS
- STATE STREET

**ROLES INCLUDE**
- Business Analyst
- Enterprise Technology Solutions
- Process Improvement Analyst
- Business Continuity
- Data Analyst
- IT Application

JOB FUNCTIONS

INDUSTRIES

SA Salaries

$13 ——— $27
HOURLY WAGE

STUDENT CO-OP PROFILES

<table>
<thead>
<tr>
<th>ALICIA KENNEDY, CLASS OF 2017</th>
<th>3rd</th>
<th>ALYNYLAM PHARMACEUTICALS, HR EVENTS</th>
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<tr>
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<td>EY, CAMPUS RECRUITING COORDINATOR</td>
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<td>1st</td>
<td>STATE STREET, RECRUITING COORDINATOR</td>
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<tr>
<th>STEPHANIE QUIROZ, CLASS OF 2016</th>
<th>3rd</th>
<th>BOSTON CONSULTING GROUP, HR SYSTEMS</th>
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<tbody>
<tr>
<td>Deloitte, Advisory Consultant</td>
<td>2nd</td>
<td>MFS INVESTMENT MANAGEMENT, DIGITAL COMMUNICATIONS SPECIALIST</td>
</tr>
<tr>
<td></td>
<td>1st</td>
<td>MFS INVESTMENT MANAGEMENT, LEARNING AND DEVELOPMENT</td>
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<tr>
<th>STEPHEN MAIS, CLASS OF 2017</th>
<th>3rd</th>
<th>NEUTROGENA, MANUFACTURING PLANNING</th>
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<tr>
<td>Insulet, Procurement Category Specialist</td>
<td>2nd</td>
<td>BOSE, NEW PRODUCT PURCHASING</td>
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<tr>
<td></td>
<td>1st</td>
<td>JOHNSON &amp; JOHNSON, DEMAND PLANNING</td>
</tr>
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2016 MARKETING CO-OP PROGRAM

The marketing co-op programs offers students robust opportunities in diverse industries and functions that span the marketing world. Students have first hand participation in leading technology, e-commerce, consumer product and digital media roles. In 2016, 462 marketing students participated in co-op. Detailed below is a summary of these experiences.

KEY EMPLOYER PARTNERS

AKAMAI  BEAM INTERACTIVE  LIBERTY MUTUAL  RUE LA LA
AMAZON  EF EDUCATION  MASTERCARD WORLDWIDE  STAPLES
ADOBE  INTUIT  NEW BALANCE  TJX COMPANIES
ALERT LOGIC  IROBOT  PUMA  VMWARE

JOB FUNCTIONS

SALES 18%  DIGITAL MARKETING 18%  MARKETING/COMMUNICATIONS 11%
EVENTS MANAGEMENT 6%  DATA ANALYTICS 5%  ADVERTISING/PUBLIC RELATIONS 4%
STRATEGY & RESEARCH 7%  PRODUCT/BRAND MARKETING 7%  CLIENT RELATIONS 7%
MERCHANDISING 8%  OTHER 9%

INDUSTRIES

CONSUMER GOODS 17%  TECHNOLOGY/INTERNET RELATED 30%
EDUCATION MANAGEMENT 8%  BROADCAST MEDIA & ENTERTAINMENT 4%
MANAGEMENT 8%  HEALTHCARE 3%
MANAGEMENT CONSULTING 2%  OTHER 6%
FINANCIAL SERVICES 11%  MARKETING & ADVERTISING 4%

SALEn

$14  $27
HOURLY WAGE

STUDENT CO-OP PROFILES

JEREMY GOLSTEIN, CLASS OF 2017 IBM, Performance Marketing Professional

3rd INTUIT, ASSOCIATE PRODUCT MARKETING MANAGER
2nd VMWARE, ANALYST RELATIONS
1st SHOEBUY, MARKETING ASSOCIATE

MEGAN RUSTUM, CLASS OF 2017 Deloitte, Insight Studio Designer

3rd ADOBE, PERFORMANCE MARKETING ASSISTANT
2nd BEAM INTERACTIVE, WEB ANALYTICS STRATEGY
1st REEBOK, USER EXPERIENCE/ECOMMERCE

CASEY LANDRY, CLASS OF 2017 Bluewolf, Senior Business Analyst

3rd BLUEWOLF, BUSINESS ANALYST
2nd VMWARE, GLOBAL MARKETING PROGRAM
1st TJX, GLOBAL SOURCING ANALYST
Each year approximately 7% of students participate in a consulting co-op opportunity. Opportunities exist for students from all disciplines and there are numerous courses and on-campus activities that help prepare students for the field. Consulting opportunities are located in diverse industries and encompass roles in both external and internal consulting. To support students in these endeavors, co-op faculty work with alumni and employer partners to offer information overviews, hands-on interview and research practice, and guidance.

**2016 CONSULTING CO-OP PROGRAM**

**KEY EMPLOYER PARTNERS**

- BAIN CAPITAL
- BLUEWOLF
- CIGNIFI
- DENEEN & COMPANY
- EGON ZEHNDER INTERNATIONAL
- ENDEAVOUR PARTNERS
- EY
- FLOYD ADVISORY
- FTI CONSULTING
- KPMG
- L.E.K. CONSULTING
- LIBERTY MUTUAL
- MARSH & MCLENNAN
- MERCER
- MOBIQUITY
- PwC
- PROTIVITI
- RUE LA LA
- RSM
- SIMON KUCHER & PARTNERS

**ROLES INCLUDE:**

- Research/Data Analyst
- Technology Consultant
- Case Team Assistant
- New Product Development
- Allocation Analyst
- Strategic Sourcing
- Risk Assurance
- Talent Consulting
- People Analytics
- Business Analyst
- Management Consulting M&A
- Healthcare Analyst
- Strategy Associate
- Data Analyst
- IT Application
- Risk Management
- Marketing Services Analyst
- Global Benefits

**INDUSTRIES**

- Consulting 11%
- Marketing 26%
- Human Resources 12%
- Supply Chain 14%
- MIS 19%
- Finance 18%
- Supply Chain 14%
- Marketing 26%
- Human Resources 12%
- MIS 19%
- Finance 18%

**SALARIES**

$16 - $38

**HOURLY WAGE**

**STUDENT CO-OP PROFILES**

- REBECA HAMMEL, CLASS OF 2017
  - Egon Zehnder, Strategy Analyst
- JESSE BLACKWELL, CLASS OF 2017
  - IBM, GBS Consulting
- EMILEE SONNABEND, CLASS OF 2017
  - PwC, Deals Consultant-M&A Advisory

**2nd** Egon Zehnder, Strategy Analyst

**1st** MCKINSEY, RECRUITING

**3rd** CIGNIFI, BUSINESS ANALYST

**2nd** CONSTANT CONTACT, PARTNER CHANNEL MARKETING

**1st** TJX, ASSOCIATE BUYER

**3rd** PwC, DEALS CONSULTANT CO-OP - M&A ADVISORY

**2nd** PIPER JAFFRAY, PUBLIC FINANCE IB ANALYST

**1st** TJX, ALLOCATION ANALYST
CO-OP: THE POWER OF EXPERIENCE
WORLD-CLASS ACADEMICS.
MEANINGFUL BUSINESS EXPERIENCE.

2016 ENTREPRENEURSHIP CO-OP PROGRAM
An entrepreneurial and innovative mindset is an important attribute for today’s business environment. Each year more than 10% of business students engage in entrepreneurship co-op experiences including opportunities at startups, in social enterprises, and in innovation centers within larger organizations. In addition to their co-op experiences, students develop hands-on experience by engaging in activities with our Social Enterprise Institute, the Entrepreneurs Club, and IDEA: Northeastern’s student run venture accelerator, and various other student run organizations.

KEY EMPLOYER PARTNERS

START-UPS
2020 ONSITE
88 ACRES
ANTERA THERAPEUTICS
MY TRIO RINGS
UNDERSCORE VC

SOCIAL ENTERPRISE
ABDUL LATIF JAMEEL POVERTY ACTION LAB (J-PAL)
GRAMEEN AMERICA
ONE ACRE FUND
PARTNERS IN HEALTH
THIRD SECTOR CAPITAL PARTNERS

INNOVATION CENTERS
FIDELITY
LIBERTY MUTUAL
JOHNSON & JOHNSON
SAP
GENERAL ELECTRIC

INDUSTRIES

BUSINESS DEVELOPMENT AND SALES 23%
DATA ANALYTICS 6%
DIGITAL MARKETING 14%
LOGISTICS 8%
PROJECT MANAGEMENT 21%
STRATEGY & RESEARCH 7%
CLIENT SERVICES 8%
MARKETING & COMMUNICATIONS 8%
OTHER 2%

COMPUTER SOFTWARE 17%
EDUCATION 8%
VENTURE CAPITAL 8%
FINANCIAL SERVICES 8%
INTERNET & TECHNOLOGY 21%
HEALTHCARE/HOSPITALS 13%
MARKETING 6%
RENEWABLES & ENVIRONMENT 8%
OTHER 2%

JOBS

PROJECT MANAGEMENT 21%
BUSINESS DEVELOPMENT AND SALES 23%
DATA ANALYTICS 6%
DIGITAL MARKETING 14%
LOGISTICS 8%
MARKETING & COMMUNICATIONS 8%
PROJECT MANAGEMENT 21%
STRATEGY & RESEARCH 7%
CLIENT SERVICES 8%
 OTHER 2%

SA halaries

$9

HOURLY WAGE

STUDENT CO-OP PROFILES

BLAKE BILLIET, CLASS OF 2017
Entrepreneurship & Finance
3rd HYPERPLANE VENTURE CAPITAL, ANALYST
2nd HERCULES CAPITAL, ANALYST
1st HARVARD MANAGEMENT COMPANY, ALTERNATIVE ASSETS ANALYST

JOHN FAYAD, CLASS OF 2017
Entrepreneurship & Supply Chain
3rd NEW GROUNDS FOOD, CEO & FOUNDER
2nd NEW GROUNDS FOOD, CEO & FOUNDER
1st HOURLY NERD, BUSINESS DEVELOPMENT

DANIELLE ANTICO, CLASS OF 2017
Third Sector Capital Partners, Inc., Analyst
2nd THIRD SECTOR CAPITAL PARTNERS, PROJECT ANALYST
1st EF EDUCATION FIRST, COMPLIANCE COORDINATOR