

Bachelor of Science

Post Graduate Report

for the Class of 2003



THE HOTEL SCHOOL
CAREER SERVICES OFFICE

Post Graduate Report, Class of 2003

Bachelor of Science

Class of 2003 Profile

Employment Status

		<i>Number of Students</i>	<i>Percent of Class</i>
Number of Students	208	142	68%
Women	67%	130	63%
Minority*	20%	12	6%
International	9%	7	3%
		1	1%
		46	22%

* Includes Asian American, African American, Native American, Hispanic, Bi-Racial, and Multi-Racial

*Includes responses from students and employers

Number One Reason for Job Choice

Sources of Accepted Offers

Type of Work Activity	30%	Cornell Sources	62%
Geographic Location	17%	CSO On-campus Interviews	48%
Company Culture	15%	SHA Faculty Contact	5%
Advancement Potential	11%	Cornell Career Services	3%
Type of Organization	11%	Other CSO Resources*	6%
Highest Salary/Benefits	2%	Other Sources	38%
Other	14%	Personal Contact	19%
		Alumni Contact	5%
		Summer Job Contact	5%
		Other	9%

*Includes: Management Intern Program, Permanent Job Listings and Career Day

Accepted Salaries by Geographic Location

<i>Location</i>	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Number of Students</i>	<i>% of Respondents</i>	<i>% of Class</i>
<i>United States</i>						
New York Metro	\$39,363	\$38,000	\$30,000 - \$52,000	35	28%	17%
West	\$37,167	\$38,500	\$21,000 - \$45,000	28	23%	13%
Mid Atlantic	\$35,227	\$35,000	\$31,500 - \$41,000	12	10%	6%
Mountain/Southwest	\$35,818	\$35,000	\$28,000 - \$50,000	13	10%	6%
Northeast	\$43,350	\$41,000	\$35,000 - \$60,000	12	10%	6%
Midwest	\$37,778	\$35,000	\$32,000 - \$52,000	10	8%	5%
Southeast	\$38,800	\$43,000	\$27,500 - \$45,000	8	6%	4%
<i>International</i>	\$31,500	\$31,500	\$25,000 - \$38,000	6	5%	3%

Note: All statistics in this report are based on the students who responded to each section of the survey.

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Base Salaries

	<i>Mean</i>	<i>Median</i>	<i>Range</i>
Class of 2003	\$37,832	\$37,000	\$20,000 - \$60,000

Note: Thirty-seven percent of respondents received an average relocation and/or signing bonus of \$3,122

Base Salaries by Industry Segment and Job Function

	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Number of Students</i>	<i>% of Respondents</i>	<i>% of Class</i>
Hotels & Resorts-Property Level	\$36,346	\$35,000	\$30,000 - \$44,000	37	28%	18%
<i>General Management/Rooms Division</i>	\$36,859	\$35,500	\$30,000 - \$44,000	20	15%	10%
<i>Food & Beverage/Catering</i>	\$35,955	\$35,000	\$32,000 - \$43,638	9	7%	4%
<i>Finance and Revenue Management</i>	\$33,833	\$33,500	\$33,000 - \$35,000	4	3%	2%
<i>Sales & Marketing</i>	\$37,000	\$38,000	\$35,000 - \$38,000	4	3%	2%
Hotels & Resorts-Corporate Level	\$41,333	\$40,500	\$35,000 - \$49,000	6	5%	3%
<i>Asset Management, Development/Feasibility, Marketing, Revenue Management and Sales & Marketing</i>						
Gaming Hotels – Property Level	\$34,000	\$35,000	\$32,000 - \$35,000	6	5%	3%
<i>Finance, Food & Beverage, General Management/Rooms Division</i>						
Hospitality Consulting	\$43,800	\$43,500	\$33,000 - \$52,000	14	10%	7%
<i>Feasibility/Valuation, Financial & Real Estate Advisory Services and Food Service Operations & Design</i>						
Restaurant Operations	\$39,615	\$38,000	\$29,000 - \$45,000	15	11%	7%
Real Estate	\$38,500	\$40,500	\$30,000 - \$44,000	9	7%	4%
<i>Brokerage, Development/Feasibility, Finance and Property Management</i>						
Managed Services	\$35,643	\$35,000	\$32,000 - \$40,000	8	6%	4%
<i>Business Dining, Catering, Conference Services and Sports & Entertainment</i>						
Banking & Financial Services	\$43,500	\$45,000	\$40,000 - \$47,500	6	5%	3%
<i>Equity Research, Fund Management, Real Estate/Finance and Sales & Trading</i>						
Consumer Products	\$43,200	\$42,000	\$35,000 - \$50,000	6	5%	3%
<i>Sales & Marketing</i>						
Entrepreneurial/Family Business	\$25,000	\$25,000	\$20,000 - \$30,000	6	5%	3%
Travel/Tourism	\$30,833	\$27,500	\$25,000 - \$40,000	4	3%	2%
<i>Cruise Line, International Tourism Board and Travel Services</i>						
Event Planning	\$30,500	\$30,500	\$30,000 - \$31,000	2	1%	1%
Other	\$35,333	\$32,000	\$21,000 - \$60,000	12	9%	6%
<i>Conference Services, Education, Entertainment, Graduate School, Military, NHL, Peace Corps and Sports Clubs</i>						

Percentages reflect the number of students who have accepted a position.

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2003 BS Graduates follow many paths to success

ACCOR – Malaysia Assistant Housekeeping Manager	CWCapital Analyst	Golden Nugget Laughlin Specialty Rooms Manager
Acupulco Acquisition Manager	Damon & Pythias Manager	Great Performances Catering Sales Assistant
American Food & Vending Food Service Manager Trainee	Deloitte Consulting Business Analyst	Greystone Hotel Assistant to Hotel Owner
ARAMARK* Account Manager Assistant Manager LEAD Manager	E&J Gallo Winery Management Development Program	Harrah’s Entertainment * Management Associate Trainee
Bravo! Development Manager, Brio	E-site Marketing Client Services Manager	The Heights Casino Assistant Manager
The Briar Group Manager	Ernst & Young* Real Estate Analyst	Hilton Hotels & Resorts Analyst
Casey, Quirk and Acieto Associate	Excel Minerals - Guyana President	Houston’s Restaurants * Back of House Restaurant Manager Manager In Training Research and Development Restaurant Manager
Charmer Industries New Account Manager	Expedia Market Manager	HVS International Analyst
Chicago Marriott O’Hare Sales Manager	Fairmont Hotels & Resorts* Management Trainee Marketing Coordinator	Hyatt Hotels and Resorts* Assistant to the GM Corporate Management Trainee
Chipotle Mexican Grill Manager	FelCor Lodging Trust Financial Analyst	International Creative Management Trainee
Cini-Little International * Associate – U.S.A. & UK	Four Seasons Hotels & Resorts* Assistant Manager Food & Beverage Front Office Rooms Division Catering & Conference Services	Kees Realty & Mortgage Loan Officer/Property Manager
Claudia Hanlin’s Wedding Library Associate Wedding Planner	Management Trainee Food and Beverage Income Auditor	KPMG Real Estate and Hospitality Consulting Group Associate
Cooper-Horowitz Mortgage Broker	Fresh Concepts Restaurant Manager	LaSalle Hotel Properties Analyst
Cornell University – Program for Lifetime Nutrition Director of Program Development		

* More than one person accepted a position with this company

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2003 BS Graduates follow many paths to success

Leading Hotels of the World

Revenue Management Analyst

Lettuce Entertain You Enterprises

General Manager, Baja Fresh

M&T Bank

Credit Analyst

Mandarin Oriental Hotel Group*

Assistant Food & Beverage Manager

Sales Assistant

Sales Coordinator

Merrill Lynch

Financial Advisor

MGM Mirage

Financial Analyst

Migis Lodge

Assistant Manager

Millenium Hilton

Front Desk Agent

Newmark & Company Real Estate

Canvassing Broker

NVR - NVHomes

Production Supervisor

Pacific Peninsula Group

Project Coordinator

Philip Morris USA

Sales Territory Manager

The Pierre

Assistant Manager

Pinnacle Advisory Group

Analyst

PKF Consulting

Consultant/Analyst

PricewaterhouseCoopers

Analyst

Procter & Gamble*

Account Manager

Prudential Financial

Analyst

Prudential Mortgage Capital Company

Real Estate Analyst

Red Sky Ranch

Assistant Manager

Restaurant Associates*

Account Executive/Catering Coordinator

Cafe Manager

The Ritz-Carlton

Auditor

Rockford Development Group

Development Coordinator

Rockslide

Chief Operating Officer

Royal Caribbean International*

Guest Services Manager

Head Housekeeper

Shangri-La Hotels and Resorts

Sales Coordinator

Showboat Casino Hotel

Supervisor

Singapore Tourism Board

Manager

Skadden, Arps, Slate, Meagher & Flom

Conference Services Agent

The Sports Club/LA

Spa Manager

St. Regis New York

Assistant to the Hotel Manager

Starwood Hotels & Resorts Worldwide*

Management Trainee

SushiSamba

Restaurant Trainee

Teach for America

Elementary School Teacher

Thayer Lodging Group

Conference Planning Manager

Tishman Hotel Corporation

Analyst

The Waldorf=Astoria

Management Development Program

* More than one person accepted a position with this company

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Recent Employers

ACCOR – Malaysia
Acupulco Acquisition
Affinia Hospitality
Amelia Island Plantation
American Food & Vending
ARAMARK
ARAMARK Harrison Lodging
Asqew Grill
AvalonBay Communities
B.R. Guest, Atlantic Grill
Banc of America Securities
Bear Stearns
The Bernstein Companies
Bora Bora Pearl Beach Resort – French Polynesia
Borgata Hotel Casino & Spa
Bravo! Development, Brio
The Breakers
The Briar Group
Caesar's Palace
Cambridge Consulting
Canyon Ranch
The Carlyle
Casa De Los Migueletes Hotel – Spain
Casey, Quirk and Acieto
Cedar Fair L.P., Cedar Point
Cendant
Charmer Industries
Chase Securities
Chicago Marriott O'Hare
Chipotle Mexican Grill
CIBC World Markets
Cini-Little International
Citigroup – Korea
Claudia Hanlin's Wedding Library
Clyde's Restaurant Group
CNL Hospitality
The Colonnade
Conrad Istanbul Hotel – Turkey
Cooper-Horowitz
Copacabana Palace Hotel – Brazil
The Cornell Club
Cornell University, Program for Lifetime Nutrition
Credit Suisse First Boston
Crystal Cruises
Cushman & Wakefield
CWCcapital
Damon & Pythias
Deloitte Consulting
Delouvries
Destination Hotels & Resorts
Deutsche Banc Alex. Brown
E & J Gallo Winery
Eastdil Realty
Ernst & Young, Real Estate Advisory Services
E-site Marketing
Essex House, A Westin Hotel
Excel Minerals – Guyana
Expedia
The Fairmont Banff Springs – Canada
The Fairmont Copley Plaza Boston
Fairmont Hotels & Resorts
Fannie Mae
FelCor Lodging Trust
First Union Securities
Fitch Ratings
Four Seasons Hotels & Resorts
The French Laundry
Fresh Concepts
GMAC Commercial Mortgage
Golden Nugget Laughlin
Goldman Sachs
Grand Hyatt Shanghai – China
Grand Hyatt – U.S., Hong Kong & China
Great Performances
Greystone Hotel
Grill Concepts
Guitart Hotels – Spain
Harrah's Entertainment
Hawaii Prince Hotel Waikiki
The Heights Casino
Hershey Entertainment & Resorts Company
Hilton Dallas Park Cities
Hilton Hotels & Resorts
Hodges Ward Elliott
Host Marriott
Hotel Nikko Kuala Lumpur – Malaysia
Hotel Villa Morra Suites – Paraguay
Houston's Restaurants
HVS International
Hyatt Hotels & Resorts
Ian Schrager Hotels
Inn at Beaver Creek – Vail Resorts
The Inn at Shelburne Farms
International Creative Management
Island Shangri-La – Hong Kong
J.P. Morgan Chase & Company
Jet Blue Airways
Jones Lang LaSalle Hotels
Kees Realty & Mortgage
Kiawah Island Resorts
KPMG Business Advisory Services
KPMG Real Estate and Hospitality Consulting Group
Lapa Rios – Costa Rica
Larkspur Hotels
LaSalle Hotel Properties
Le Parker Meridien
Leading Hotels of the World
Legal Sea Foods
Lehman Brothers
Lettuce Entertain You Enterprises, Baja Fresh
Levy Restaurants
Lincoln Financial Group
The Lodge at Sea Island Golf Club
M&T Bank
Madison Square Club
Mandarin Oriental Hotel Group
Marriott International
Marriott Vacation Club International
Marsh USA
Merrill Lynch
MetLife Investment Services
MGM Mirage

Includes both permanent & summer positions

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Recent Employers

Migis Lodge
Millenium Hilton
Molinaro Kroger
Montauk Yacht Club
Morgan Stanley
Myriad Restaurant Group, Tribeca Grill
Nantucket Island Resorts
National Hockey League
National Realty & Development
New York Marriott Marquis
The New York Palace
Newmark & Company Real Estate
NVR – NVHomes
Oxford Capital Partners
P.F. Chang's China Bistro
Pacific Peninsula Group
PaineWebber
Paramount's Kings Island
Park Place Entertainment
The Peninsula Beverly Hills
Philadelphia Convention & Visitor's Center
Philip Morris USA
Phillips Seafood Restaurant
The Pierre
Pinnacle Advisory Group
PKF Consulting
The Plaza
PricewaterhouseCoopers
Procter & Gamble
Prudential Financial
Punta Cana Resort & Club Hotel – Dominican Republic
Raffles International – Singapore
RARE Hospitality International
Red Sky Ranch
The Regent Beverly Wilshire
Renaissance Cleveland
Restaurant Associates
Revenue Management Solutions
Rio Suite Hotel & Casino
The Ritz-Carlton Hotel Company – U.S. & Korea
Rockford Development Group
Rockslide
Rosen Hotels & Resorts
Royal Caribbean International
Salomon Smith Barney
Saybrook Point Inn & Spa
Sea Island Company
SEB Realty
Seoul Hilton Hotel – Korea
Shangri-La Hotels and Resorts
Sheraton New York Hotel & Towers
Showboat Casino Hotel
Singapore Tourism Board
Skadden, Arps, Slate, Meagher & Flom
Smith & Wollensky
Sol Melia Hotels & Resorts
Sonnentalp Resort of Vail
The Sports Club/LA
St. Regis New York
Standard & Poor's
Starbucks Coffee Company
Starwood Hotels & Resorts Worldwide
The Statler Hotel
Stella Notte
SushiSamba
Teach for America
Thayer Lodging Group
Thomas Anthony
Thomson Financial Services
Tishman Hotel Corporation
Tishman Realty Corporation
Tishman Speyer Properties
Toll Brothers
Towers Perrin
Travel Industry Association of America
Trump Taj Mahal Hotel Casino and Resort
U.S. Department of State
UBS Warburg
Union Square Hospitality Group, Tabla
United States Army
United States Navy
United States Peace Corps
Universal Studios Hollywood
The Venetian
Voyager Capital
W Chicago Lakeshore
W New York
The Waldorf=Astoria
Walt Disney World
The Weitzman Group
Wells Fargo
West Chop Club
Willowbend Country Club
Wilson & Associates
Wimberley, Allison, Tong & Goo
Woodmont Country Club
Wyndham International

Includes both permanent & summer positions.