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Integrated Supply Management............................... 158
Management........................................................... 160
Marketing............................................................... 161
Sales and Business Marketing................................. 162
Haworth College of Business

Post-Graduation Activity

94% of all Haworth College of Business graduates were actively engaged.

<table>
<thead>
<tr>
<th></th>
<th>All degrees</th>
<th></th>
<th>Undergraduate degrees</th>
<th></th>
<th>Graduate degrees</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>count</td>
<td>percent</td>
<td>count</td>
<td>percent</td>
<td>count</td>
<td>percent</td>
</tr>
<tr>
<td>Actively Engaged</td>
<td>787</td>
<td>94%</td>
<td>675</td>
<td>94%</td>
<td>112</td>
<td>99%</td>
</tr>
<tr>
<td>Employed full time</td>
<td>721</td>
<td>87%</td>
<td>615</td>
<td>86%</td>
<td>106</td>
<td>94%</td>
</tr>
<tr>
<td>Employed part time</td>
<td>11</td>
<td>1%</td>
<td>9</td>
<td>1%</td>
<td>2</td>
<td>2%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>50</td>
<td>6%</td>
<td>48</td>
<td>7%</td>
<td>2</td>
<td>1%</td>
</tr>
<tr>
<td>Military service</td>
<td>4</td>
<td>0.4%</td>
<td>3</td>
<td>0.4%</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Volunteering full time</td>
<td>1</td>
<td>0.1%</td>
<td>0</td>
<td>0%</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Not Actively Engaged</td>
<td>44</td>
<td>6%</td>
<td>43</td>
<td>6%</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Looking for work</td>
<td>39</td>
<td>5%</td>
<td>38</td>
<td>5%</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Personal commitments</td>
<td>5</td>
<td>1%</td>
<td>5</td>
<td>1%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(family, travel, etc.)

Survey Population

The Post-Graduation Activity Survey was sent to all of the 1008 students who earned a degree from Haworth College of Business between August 2017 and June 2018.

<table>
<thead>
<tr>
<th></th>
<th>Graduates</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>All HCoB degrees</td>
<td>1008</td>
<td>831</td>
</tr>
<tr>
<td>Bachelor’s</td>
<td>880</td>
<td>718</td>
</tr>
<tr>
<td>Master’s</td>
<td>125</td>
<td>110</td>
</tr>
<tr>
<td>Post baccalaureate Certificate</td>
<td>3</td>
<td>3</td>
</tr>
</tbody>
</table>

Salary Ranges for Full-Time Employment

<table>
<thead>
<tr>
<th></th>
<th>25th percentile</th>
<th>50th percentile</th>
<th>Median</th>
<th>75th percentile</th>
</tr>
</thead>
<tbody>
<tr>
<td>All HCoB</td>
<td>$35,000-$49,000</td>
<td>$50,000-$55,000</td>
<td>$55,000-$60,000</td>
<td></td>
</tr>
</tbody>
</table>
| Undergraduate      | $35,000-$40,000 | $45,000-$50,000 | $55,000-$60,000 | 328
| Graduate           | $50,000-$55,000 | $70,000-$75,000 | $90,000-$95,000 | 59

“I really appreciated how most of my classes related directly to my profession. Having opportunities in the classroom that directly integrate us in the community makes learning fun and applicable. Having hands-on projects where we saw exactly how our work prepared us for the outside world was really important. I really enjoyed my experience in the Business College.”

“The faculty I have worked with at HCoB have played a major role in my excitement to continue education.”
Full-time Employment

- Median salary for all degree recipients in Haworth College of Business was **$50,000 to $55,000** (based on 387 responses).
- 86% had a job related to their degree.
- 92% were satisfied with their job.
- 77% had a job in Michigan.

Top Employers of HCoB Graduates

<table>
<thead>
<tr>
<th>Advisa Credit Union</th>
<th>Eaton</th>
<th>Nolan Transportation</th>
<th>Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerotek</td>
<td>General Motors</td>
<td>PepsiCo</td>
<td>The Hershey Company</td>
</tr>
<tr>
<td>Baker Tilly</td>
<td>Hormel Foods</td>
<td>Plante Moran</td>
<td>Thomson Reuters</td>
</tr>
<tr>
<td>BDO USA</td>
<td>Insight Global</td>
<td>PNC Bank</td>
<td>Whirlpool</td>
</tr>
<tr>
<td>Constellation Brands</td>
<td>J.B. Hunt</td>
<td>Quicken Loans</td>
<td>WMU</td>
</tr>
<tr>
<td>Coyote Logistics</td>
<td>Kellogg's</td>
<td>SpartanNash</td>
<td>Stryker</td>
</tr>
<tr>
<td>Crowe Horwath</td>
<td>Kroger</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Continuing Education

- 6% of HCoB respondents are pursuing further education after graduating from WMU.
- After graduation, 81% of HCoB respondents are pursing master’s degrees, 6% professional schools, 4% bachelors degrees, 4% certification programs, and 4% additional classes.
- 69% are continuing education at WMU, and the remaining 31% will attend 13 different institutions.

Experiential Education

- 65% had an internship, co-op, practicum, or field experience where they applied what they were learning in the classroom.
- 73% had a job (full time or part time; on or off campus) where they applied what they were learning in the classroom.
- 61% worked on a project that took a semester or more to complete (e.g., capstone, senior design, senior performance project).
- 54% were very active in extracurricular activities and organizations (e.g., leadership role, or involved in multiple organizations such as RSO, intramurals, club sports, or volunteerism).

93% of HCoB degree recipients completed at least one experiential education activity.

Top Internship Employers

<table>
<thead>
<tr>
<th>AAM-American Axle</th>
<th>Kroger</th>
<th>PricewaterhouseCoopers</th>
<th>Tenneco Automotive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coyote Logistics</td>
<td>Landscape Forms</td>
<td>Sigma Machine</td>
<td>Thomson Reuters</td>
</tr>
<tr>
<td>DTE Energy</td>
<td>Mann+Hummel</td>
<td>SpartanNash</td>
<td>Whirlpool</td>
</tr>
<tr>
<td>Eaton</td>
<td>Meijer</td>
<td>Streamline Healthcare</td>
<td>WMU</td>
</tr>
<tr>
<td>General Motors</td>
<td>Northwestern Mutual</td>
<td>Solutions</td>
<td></td>
</tr>
<tr>
<td>Gentex</td>
<td>Pepsi Co.</td>
<td>Stryker</td>
<td></td>
</tr>
<tr>
<td>Kellogg’s</td>
<td>Plante Moran</td>
<td>Summit Polymers</td>
<td></td>
</tr>
</tbody>
</table>

Experiences at WMU

- 99% had at least one instructor who made them excited about learning.
- 95% felt that their instructors cared about them as a person.
- 66% had a mentor who encouraged them to pursue their goals and dreams.
- 93% said that their education and experience as a student at WMU prepared them for their profession.
Haworth College of Business – Undergraduate

Full-time Employment

- **Median salary** for undergraduate degree recipients in Haworth College of Business was **$45,000 to $50,000** (based on 328 responses).
- 84% had a job **related** to their degree.
- 92% were satisfied with their job.
- 74% had a job in Michigan.

---

Top Employers

| Advisa Credit Union | General Motors | Nolan Transportation | Target
|---------------------|---------------|---------------------|--------
| Aerotek             | Hormel Foods  | PepsiCo             | The Hershey Company
| Baker Tilly        | Insight Global| Plante Moran        | Thomson Reuters
| BDO USA            | J.B. Hunt     | PNC Bank            | Whirlpool
| Constellation Brands | Kellogg’s    | Quicken Loans       | WMU
| Coyote Logistics   | Kroger        | SpartanNash         |        

Experiential Education

- 71% had an internship, co-op, practicum, or field experience where they applied what they were learning in the classroom.
- 71% had a job (full time or part time; on or off campus) where they applied what they were learning in the classroom.
- 61% worked on a project that took a semester or more to complete (e.g., capstone, senior design, senior performance project).
- 60% were very active in extracurricular activities and organizations (e.g., leadership role, or involved in multiple organizations such as RSO, intramurals, club sports, or volunteerism).

92% of HCoB undergraduates completed at least one experiential education activity.

Experiences at WMU

- 99% had at least one instructor who made them excited about learning.
- 94% felt that their instructors cared about them as a person.
- 67% had a mentor who encouraged them to pursue their goals and dreams.
- 92% said that their education and experience as a student at WMU prepared them for their profession.

---

Curtis Hinds, BBA in advertising and promotion, 2017

**Media Associate at Starcom**

“I work in a media advertising agency on the investment side for ESPN and Hallmark Cards. I make sure that we are billing the client correctly based on impressions.

Being able to visit some of the top cities in the advertising industry really helped me narrow down where I wanted to start looking.

Try and be involved with as much as you can early on so you can start narrowing down the things you enjoy out of a potential career.”

---

Western Michigan University–Career and Student Employment Services | Post-Graduation Activity Report 2017–18 | wmich.edu/career/planning - 142 -
Haworth College of Business – Graduate

Full-time Employment

- Median salary for graduate degree recipients in Haworth College of Business was $70,000 to $75,000 (based on 59 responses).
- 96% had a job related to their degree.
- 90% were satisfied with their job.
- 95% had a job in Michigan.

Top Employers

<table>
<thead>
<tr>
<th>Amway</th>
<th>Plante Moran</th>
<th>Whirlpool</th>
</tr>
</thead>
<tbody>
<tr>
<td>Crowe Horwath</td>
<td>PricewaterhouseCoopers</td>
<td>WMU</td>
</tr>
<tr>
<td>Eaton</td>
<td>Rumba Solutions</td>
<td></td>
</tr>
<tr>
<td>Kenco Logistics</td>
<td>Stryker</td>
<td></td>
</tr>
</tbody>
</table>

Experiential Education

- 31% had an internship, co-op, practicum, or field experience where they applied what they were learning in the classroom.
- 86% had a job (full time or part time; on or off campus) where they applied what they were learning in the classroom.
- 59% worked on a project that took a semester or more to complete (e.g., capstone, senior design, senior performance project).
- 20% were very active in extracurricular activities and organizations (e.g., leadership role, or involved in multiple organizations such as RSO, intramurals, club sports, or volunteerism).

96% of HCoB graduate degree recipients completed at least one experiential education activity.

Experiences at WMU

- 100% had at least one instructor who made them excited about learning.
- 100% felt that their instructors cared about them as a person.
- 58% had a mentor who encouraged them to pursue their goals and dreams.
- 100% said that their education and experience as a student at WMU prepared them for their profession.

Shannon Warren, MBA, 2018
Marketing Specialist at Flow-Rite Controls

“I am responsible for internal and external marketing material, international marketing material, website content creation and management, social media management, google analytics management, SEO research and management, market research, and so much more!

The biggest thing that helped me prepare for my career were my internships throughout undergrad. Being able to apply what you are learning in the classroom to real-world situations really helps you understand the concepts and principles being the decision makers you are working with. Get as much experience you can while still in school. The classroom is great but it really comes together when you can apply those lessons to real world situations.”
93% of undergraduates and 100% of graduate degree recipients were actively engaged.

<table>
<thead>
<tr>
<th></th>
<th>Undergraduate degrees</th>
<th>Graduate degrees</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>count</td>
<td>percent</td>
</tr>
<tr>
<td>Actively Engaged</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employed full time</td>
<td>84</td>
<td>93%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>63</td>
<td>70%</td>
</tr>
<tr>
<td>Volunteering full time</td>
<td>21</td>
<td>23%</td>
</tr>
<tr>
<td>Not Actively Engaged</td>
<td>6</td>
<td>7%</td>
</tr>
</tbody>
</table>

**Full-time Employment**
- Median salary for undergraduate degrees was $40,000 to $45,000 (based on 34 responses).
- Median salary for graduate degrees was $50,000 to $55,000 (based on 10 responses).
- 90% were employed in Michigan.
- 90% had a job related to their degree.
- 91% were satisfied with their job.

**Survey Population**

<table>
<thead>
<tr>
<th></th>
<th>Graduates</th>
<th>Responses</th>
<th>(as %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>All degrees</td>
<td>132</td>
<td>113</td>
<td>(86%)</td>
</tr>
<tr>
<td>Bachelor’s</td>
<td>105</td>
<td>90</td>
<td>(86%)</td>
</tr>
<tr>
<td>Master’s</td>
<td>27</td>
<td>23</td>
<td>(85%)</td>
</tr>
</tbody>
</table>

**Paul Roosa, Master of Science in accountancy, 2017**

**Private Company Services Assurance Associate at PricewaterhouseCoopers**

“As an auditor, I look to provide reasonable assurance that the client's financial statements are free from material misstatements. The most rewarding part of the work I do is knowing that users of the financial statements are relying on the work we do to make investment decisions.

The resources that helped me prepare for my career were all the student organizations I joined. I was a member of Beta Alpha Psi, Student Leadership Advisory Board and Delta Sigma Pi. While I learned a tremendous amount from my classes, academics tend to operate outside the practical world. The organization allowed me to take what I’ve learned in class and try new ideas out, see the results and iterate. Taking an exam and completing work is crucial but being able to work in a team on a difficult problem will bring you more success after college.”

“The accountancy professors at WMU provided me with a wonderful learning experience at both the undergraduate and graduate level. I would not have a job at my dream firm without their advice and encouragement throughout the years.”
Accountancy

Sample Job Titles and Employers

Accountant at Arbor Circle
Accountant at HCl Groups
Accountant at Houser and Associates
Accountant at Metal Technologies
Accounting Analyst at FordDirect
Accounting Clerk at Edward Rose and Sons
Accounts Payable Associate at Dentsu Aegis Network
Accounts Payable Specialist at Seaman's Mechanical
Assistant Manager at Fleming Brothers Oil Company
Assistant to the Chief Financial Officer at Zeigler Automotive
Associate Transfer Pricing Analyst at Dow Chemical
Assurance Associate at BDO USA
Assurance Associate at PricewaterhouseCoopers
Assurance Staff at EY
Assurance Staff at Plante Moran
Audit Accountant at Baker Tilly
Audit and Assurance Assistant at Deloitte
Audit Associate at BDO USA
Audit Associate at Crowe Horwath
Audit Associate at PricewaterhouseCoopers
Audit/Tax Staff at Plante Moran
Bookkeeper at Trillium Financial Advisors
Client Service Analyst at IRI
Compliance Manager at Wasybek Development Company
Cost Accountant at Flowserve
Environmental Protection Assistant at Department of Defense-Defense Logistics Agency

Financial Analyst at Kellogg's
Financial Analyst at Stryker
Internal Auditor at Doeren Mayhew
Life Accountant at Farm Bureau Insurance
Mortgage Banker at Quicken Loans
Operations Manager at Buckland Insurance Agency
Property Accountant at Mid America Real Estate Group
Reporting Accountant at University of Michigan
Senior Representative-Financial Operations at Whirlpool
Staff Accountant at Brink, Key & Chiudzinski
Staff Accountant at Campbell Marketing
Staff Accountant at Clayton and McKervey
Staff Accountant at Cole Gavlas
Staff Accountant at Dan Melnik
Staff Accountant at Fisher Spiegel Kunkle and Gerber
Staff Accountant at Golden State Foods
Staff Accountant at Prism Plastics
Staff Accountant at Rowley and Company
Staff Accountant at The Uniform Outlet
Staff Accountant at TSM
Staff Accountant at Wojtysiak and Company
Staff Tax Accountant at Seber Tans
Tax Accountant at Hantz Group
Tax Associate at BDO USA
Tax Associate at Cole Gavlas
Tax Associate at Plante Moran
TRACK Financial Analyst at General Motors

Sample Continuing Education Choices

Masters in Accountancy at University of Maryland
Masters in Accountancy at University of Michigan
Masters in Accountancy at WMU
Masters in Business Administration at Northern Arizona
Masters in Business Administration at WMU
Masters in Family and Consumer Sciences at WMU

"Overall great experience; definitely learned a great deal, more than I had anticipated about the non-academic world. I definitely feel that WMU offered much more than just a degree."
Advertising and Promotion

96% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th>Actively Engaged</th>
<th>count</th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employed full time</td>
<td>25</td>
<td>89%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>1</td>
<td>4%</td>
</tr>
<tr>
<td>Military service</td>
<td>1</td>
<td>4%</td>
</tr>
<tr>
<td>Not Actively Engaged</td>
<td>1</td>
<td>4%</td>
</tr>
<tr>
<td>Looking for work</td>
<td>1</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Full-time Employment</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Median salary was $35,000 to $40,000 (based on 20 responses).</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• 71% were employed in Michigan.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• 83% had a job related to their degree.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• 86% were satisfied with their job.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Brittany Walton, BBA in advertising and promotion, 2018
Jr. Trafficker at Dentsu Aegis Network

“I digitally set up advertising campaigns through online platforms with the assets from outside, or in-house creative agencies.

AdClub was a huge impact in my career decision after graduation. Being involved in a club allowed me to get a better understanding on what the industry was all about, all while making connections and gaining valuable experience.

Job hunting can be frustrating but there are so many opportunities in the advertising industry. Keep an open mind and gain as much experience as you can.”

Survey Population

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s</td>
<td>29</td>
</tr>
<tr>
<td></td>
<td>28</td>
</tr>
<tr>
<td></td>
<td>(97%)</td>
</tr>
</tbody>
</table>

Justice Smith, BBA in advertising and promotion, 2018
Sales Assistant at BETNetworks

“I assist with placing ads on television. The most rewarding part of this job is meeting celebs.

My campus job helped with networking and being able to speak with anyone.

Set goals and tell everybody the same thing. Be real.”
Sample Job Titles and Employers

- 2nd Lieutenant at Marine Corps
- Account Coordinator at Campbell Ewald
- Account Executive at Yelp
- Assistant Account Executive at The Mars Agency
- Associate Project Manager at MRM//McCann
- Benefits Advisor Professional at Aflac
- Digital Coordinator at Shift Digital
- Digital Marketing at Veterans United Home Loans
- Digital Marketing Coordinator at Inside Out Media
- Engineer at Engineering Technology Association
- Executive Leader at Target
- Graphic Designer at Impenal Beverage
- Junior Trafficker at Dentsu Aegis Network
- Market Development Specialist at Kalsec
- Marketing Coordinator at Byte and Associates
- Marketing Coordinator at Hughey Realtors
- Media Associate at Starcom
- News Analyst at Prime Research
- Professional Hockey Player at Fort Wayne Komets
- Recruiter at Coastal Careers
- Sales Assistant at BETNetworks
- Sales/Research Coordinator at TownSquare Media
- Self-Employed Artist
- Social Media Content Manager at Stoney Creek Social Media
- Technical Recruiter-Ford Account at TEKsystems

Sample Continuing Education Choices

Masters in Global Branding and Advertising at University of Southampton

Kaitlyn Watson, BBA in advertising and promotion, 2018
Assistant Account Executive at The Mars Agency

“My professor made me excited to learn and pursue my dreams. She never stopped believing in me and pushed me towards success in every aspect of my education. The advertising program is incredible. My professor makes a personal investment into all of her students.”
99% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th>Actively Engaged</th>
<th>count</th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employed full time</td>
<td>83</td>
<td>95%</td>
</tr>
<tr>
<td>Employed part time</td>
<td>2</td>
<td>2%</td>
</tr>
<tr>
<td>Military service</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Not Actively Engaged</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Looking for work</td>
<td>1</td>
<td>1%</td>
</tr>
</tbody>
</table>

**Full-time Employment**

- Median salary was $75,000 to $80,000 (based on 48 responses).
- 95% were employed in Michigan.
- 95% had a job related to their degree.
- 88% were satisfied with their job.

**Steve Moerdyk, MBA, 2018**

**VP and Controller at US Tarp, Inc.**

“I manage the financial and accounting affairs of the company, prepare monthly financials, develop operating metrics to measure performance of the company, and assist with inventory control and purchasing functions. Additionally, I am leading the company’s ERP and systems development implementation efforts.

One of the best decisions I ever made was to take various positions throughout my undergrad and grad program in various functions.”

**Survey Population**

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
<th>(Percentage)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master’s</td>
<td>98</td>
<td>87 (89%)</td>
</tr>
</tbody>
</table>

**Mike Preston, Master of Business Administration, 2018**

**Engineering Manager at Eaton**

“I lead our Reliability, Maintainability, and Safety team that supports multiple businesses within Eaton. My team is responsible for ensuring we develop and launch reliable and safe product across our Aerospace, Hydraulics, and Vehicle businesses globally.

A couple of skills had a large impact on my success. The first is having a learning mindset. Being genuinely curious to learn, which includes being self-reflective to learn from our mistakes. The second is integrity, transparency, and trust.

If you have any idea of what your career is going to be after college seek it out now. Job shadow someone. Get an internship. Go get plugged into that work environment so you know what you’re getting into.”
Business Administration (MBA)

Sample Job Titles and Employers

Account Executive at Toledo Mud Hens
Accounting Manager at Whirlpool
Administrative Police Sergeant at WMU
Applications Management Administrator at Stiles Machinery
Assistant Controller at Magna
Assistant Director at FaR Out Volleyball Club
Assistant Director of IT at WMU
Brand Management Associate at Amway
Business Analyst at Pine Rest
Business Analyst at Rumba Solutions
Business Development at AVB
Business Development Manager at Discover Kalamazoo
Business Manager at Johnsonville
Business Systems Analyst at Kenco Logistics
Buyer at Genzink Steel
Buyer at Meijer
CFO at Varipro Benefit Administrators
Chief HR Officer at Goodwill Industries of Greater GR
Controller-Management Reporting at Vibracoustic
Deputy Technical Manager at EFD Induction Group
Director of Finance at LINC Community Revitalization
Director of Quality at Precision Aerospace
Engineering Manager at Eaton
Executive Development Associate at Zeigler Automotive Group
Executive Director at The Center for Asian Pacific American Women
Financial Analyst at Challenge Manufacturing
Financial Analyst at Getman
Financial Controller at Intex Technologies
Forecast Analyst at Bell’s Brewery
General Manager at Sout’s Gourmet Snack Foods
Global Supply Chain Manager at Humphrey Products
HR Manager at Cambridge Consulting Group
Inside Sales Manager at Eaton
Lead Case Manager at Social Security Administration
Lead Financial Analyst at Eaton
Manager of Inside Sales at Service Express
Manager of Worldwide Sales at FedEx
Marketing and Promotions Specialist at WMU
Marketing Associate at Stryker
Marketing Associate at Thermo Fisher Scientific
Marketing Specialist at Byrne
Marketing Specialist at Flow-Rite Controls
Materials Performance Supervisor at LafargeHolcim
Michigan Beer Brand Manager at Imperial Beverage
Operation Supervisor at Republic Services
Plant Manager at Mack Industries
President at C/D/H
Production Control Planner at X-L Machine
Program Manager at Eaton
Project Manager at Kenco Logistics
Project Manager at Stryker
Regional Sales Manager at JTEKT Toyota Americas
Research Director at Van Beek Natural Science
Research Program Officer at WMU
Residential Mortgage and Branch Manager at First National Bank of Michigan
Sales Associate-WeChat Specialist at Neiman Marcus Group
Senior Consultant at GearsCRM
Senior Production Team Leader at Stryker
Senior Shared Services Specialist at Whirlpool
Specialist at Mi Dept. of Talent and Economic Development
Study Coordinator at Charles River Laboratories
System Manager Compensation and HRIS at Bronson
Team Lead at Eurofins Lancaster Laboratories
Team Lead at Pfizer
Theater Financial Operations Manager in the U.S. States Army
Treasury Analyst at Bank of America Merrill Lynch
VP and Controller at US Tarp
Workforce Planning Manager at NHA

Stephen Williams, MBA in finance, 2017; Financial Advisor at New York Life

“I help clients with investment, asset protection, retirement/distribution, and legacy planning.

Skills that have had the biggest impact are listening to others, respecting others, being able to connect the dots as a client tells their story to then work with them to develop a retirement plan. A passion for investing and solving puzzles certainly comes in handy as well.

When deciding on a career, be patient. There's a strong chance that what you're doing now won't be your ultimate calling or passion. Soul search to discover what it is you're truly passionate about and then discover a way to get paid to do that 'thing' you're passionate about.”
Computer Information Systems

77% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th>Actively Engaged</th>
<th>count</th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employed full time</td>
<td>28</td>
<td>72%</td>
</tr>
<tr>
<td>Employed part time</td>
<td>1</td>
<td>3%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>1</td>
<td>3%</td>
</tr>
<tr>
<td>Not Actively Engaged</td>
<td>9</td>
<td>23%</td>
</tr>
<tr>
<td>Looking for work</td>
<td>9</td>
<td>23%</td>
</tr>
</tbody>
</table>

Full-time Employment

- Median salary was $40,000 to $45,000 (based on 16 responses).
- 77% were employed in Michigan.
- 85% had a job related to their degree.
- 88% were satisfied with their job.

Sample Job Titles and Employers

- Account Manager at Great Lakes Coca-Cola Bottling
- Application Support Analyst at Lake Michigan Credit Union
- Business Service Analyst at DXC Technology in Saudi Arabia
- Customer Data Analyst at JBL Resources
- Data Analyst at CDW
- Developer Consultant at SAP
- Environmental Protection Assistant at Dept. of Defense
- ETL Developer at WMU
- Help Desk Technician at Jackson County
- Information Security Associate at PricewaterhouseCoopers
- IT Administrative Assistant at Robert Half Technology
- IT Analyst at Whirlpool
- IT Associate at AmeriFirst Home Mortgage

Sample Continuing Education Choices

- Masters in Data Science at University of Michigan
- Masters in Info Security at WMU

Survey Population

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor's</td>
<td>56</td>
</tr>
</tbody>
</table>

Rachel Larson, BBA, CIS and ISM, 2018
Leadership Development Program at Stanley Black and Decker

“For 2-2.5 years, I move to various facilities across the nation every 8-10 months. In each of these businesses, I have the opportunity to gain experiences in industry 4.0, operations, manufacturing and distribution practices. Upon graduating from the program, I will earn a leadership position within Stanley Black and Decker, where the company business needs and my personal interests intersect.

When deciding a career path, continuously check in with yourself. After researching and experiencing courses, mentally picture your future goals and aspirations. Discover if your current path intersects with your mental picture. If it doesn’t, then determine what you need to do to make your dream a reality. There are numerous resources on campus to help you understand your future, take advantage of them!”

“WMU provided me the opportunity to travel across the country to compete in case competitions, conferences and networking events. These helped me increase my knowledge in the industry and create professional connections to lead me into a bright future.”
eBusiness Marketing

100% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th></th>
<th>count</th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actively Engaged</td>
<td>7</td>
<td>100%</td>
</tr>
<tr>
<td>Employed full time</td>
<td>6</td>
<td>86%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>1</td>
<td>14%</td>
</tr>
</tbody>
</table>

Full-time Employment

- Median salary was $35,000 to $40,000 (based on 7 responses from 2016-17 and 2017-18).
- 60% were employed in Michigan.
- 80% had a job related to their degree.
- 100% were satisfied with their job.

Sample Job Titles and Employers

- Digital Marketing Consultant at De Agostini Publishing
- E-Commerce and Digital Marketing Specialist at Crane USA
- Sales and Operations Planning Analyst at Perrigo
- Technology Analyst at Saline Area Schools

Survey Population

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s</td>
<td>7</td>
</tr>
</tbody>
</table>
Economics in Business

100% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th>Actively Engaged</th>
<th>count</th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employed full time</td>
<td>3</td>
<td>50%</td>
</tr>
<tr>
<td>Employed part time</td>
<td>1</td>
<td>17%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>2</td>
<td>33%</td>
</tr>
</tbody>
</table>

Full-time Employment
- Median salary was $50,000 to $55,000 (based on 5 responses from 2016-17 and 2017-18).
- 33% were employed in Michigan.
- 100% had a job related to their degree.
- 100% were satisfied with their job.

Sample Job Titles and Employers
- Digital and Automated Investing Analyst at Wells Fargo
- Financial Assistant at KPMG US
- Intern at Acme Plating
- Structured Finance Analyst at Golub Capital

Sample Continuing Education Choices
- Masters in Applied Economics at WMU
- Masters in Business Administration at University of South Carolina

Survey Population

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
<th>(percent)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor's</td>
<td>8</td>
<td>6</td>
</tr>
</tbody>
</table>
Entrepreneurship

100% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th>Actively Engaged</th>
<th>count</th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employed full time</td>
<td>5</td>
<td>83%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>1</td>
<td>17%</td>
</tr>
</tbody>
</table>

Full-time Employment

- 100% were employed in Michigan.
- 60% had a job related to their degree.

Sample Job Titles and Employers

Community Engagement Coordinator at United Way of the Lakeshore
Insurance Agent at Aflac
Manager at Cheap Charlies

Survey Population

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s</td>
<td>9</td>
<td>6 (67%)</td>
</tr>
</tbody>
</table>

"I really appreciated my time at Western and will certainly miss the learning environment and rich culture. I only wish I had been more engaged and took advantage of more opportunities, like Starting Gate and Entrepreneurship Club, etc. My minor in Integrative Health and Wellness allowed me a well-rounded education and examination/exploration of myself, values, and beliefs."
Finance

93% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th></th>
<th>count</th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actively Engaged</td>
<td>2</td>
<td>93%</td>
</tr>
<tr>
<td>Employed full time</td>
<td>84</td>
<td>85%</td>
</tr>
<tr>
<td>Employed part time</td>
<td>2</td>
<td>2%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>6</td>
<td>6%</td>
</tr>
<tr>
<td>Not Actively Engaged</td>
<td>7</td>
<td>7%</td>
</tr>
<tr>
<td>Looking for work</td>
<td>6</td>
<td>6%</td>
</tr>
<tr>
<td>Personal commitments</td>
<td>1</td>
<td>1%</td>
</tr>
</tbody>
</table>

Full-time Employment

- Median salary was $50,000 to $55,000 (based on 39 responses).
- 83% were employed in Michigan.
- 88% had a job related to their degree.
- 93% were satisfied with their job.

Survey Population

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
</tr>
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<tbody>
<tr>
<td>Bachelor's</td>
<td>123</td>
</tr>
<tr>
<td></td>
<td>99 (80%)</td>
</tr>
</tbody>
</table>

Nate Timmons, BBA in finance, 2018
Self-Employed Author

“I am embarking on an 8-9-month journey across the United States, living out of the back of my 1985 Volkswagen, and interviewing a dad in each state. These 50 interviews will be combined into The Dad Book: 50 Dads. 50 States.

Forgoing full-time, salary opportunities with companies after college to pursue a dream of mine was not taken lightly. However, the opportunity to create something from scratch and taking a risk after college has introduced me to influential people from across the United States, something I would have otherwise never experienced. Being my ‘own boss’ as I get ready to embark on this journey has proven to be one of the most rewarding experiences of my life.”
Sample Job Titles and Employers

A/R Accountant at GGP
Accel Development Program Analyst at PNC
Account Coordinator at Daniel Brian Advertising
Account Representative at Michigan Office Solutions
Accounting Specialist at Advia Credit Union
Accounts Payable Specialist at BDO USA
Accounts Payable Specialist at Shinola
Accounts Payable Specialist at Whirlpool
Accounts Receivable Coordinator at Hapag-Lloyd AG
Analyst at FIM Group
Associate Banker at Quicken Loans
Associate Business Analyst at Dart Container
Assurance Associate at BDO USA
Bank Branch Manager Trainee at Mercantile Bank
Benefits Administrator at Alliant Insurance Services
Business Analyst at Financial Focus
Business Development at Advia Credit Union
Client Service Associate at Fisher Investments
Commercial Analyst at BodyCote
Consumer Loan Servicing Specialist at Arbor Financial
Credit Analyst at Advia Credit Union
Credit Analyst at CIBC US
Enterprise Analyst at SMUD
Finance Leadership Development Program at Eaton
Finance Manager at Qure
Financial Advisor at Plante Moran
Financial Advisor at Raymond James
Financial Analyst at Best Buy
Financial Analyst at Express
Financial Analyst at Perrigo
Financial Analyst at Rida Mining Company in Sudan
Financial Analyst at Stryker

Financial Analyst at Thermo Fisher Scientific
Financial Generalist at Michigan Office Solutions
Financial Professional at Design Financial Group
Financial Representative at Northwestern Mutual
Financial Services Rep at Arbor Financial Credit Union
Investment Associate at Alliance Benefit Group of Michigan
Investment Research Analyst at Plante Moran
Manager Trainee at Enterprise Rent-A-Car
Merchandise Analyst at Kohl's
Mortgage Banker at Community West Credit Union
Mortgage Banker at Quicken Loans
Personal Banker at Fifth Third Bank
Product Analyst at Dart Container
Retail Bank Development Program Associate at PNC
Sales Executive at Zeiler Insurance Services
Senior Client Solutions Specialist at PNC
Senior Financial Analyst at Dell EMC
Senior Representative-Financial Operations at Whirlpool
Specialist-Profit Planning at Denso
Staff Accountant at Dan Melnik
Staff Accountant at Prism Plastics
Staff Accountant at The Uniform Outlet
Staff Auditor at Consumers Credit Union
Staff Support Representative at Re/Max
Structured Finance Analyst at Golub Capital
Tax Associate at Cole Gavras
Trading Services Representative at Wells Fargo
Underwriter at United Shore
US Wealth Advisory Analyst at BlackRock
Wealth Management Associate at Greenleaf Trust
Wealth Management Sales Analyst at Crestmark, a division of MetaBank

Sample Continuing Education Choices

JD at John Marshall Law School
Masters in Business Administration at WMU
Food and Consumer Package Goods Marketing

98% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th></th>
<th>Count</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actively Engaged</td>
<td>57</td>
<td>98%</td>
</tr>
<tr>
<td>Employed full time</td>
<td>56</td>
<td>97%</td>
</tr>
<tr>
<td>Employed part time</td>
<td>1</td>
<td>2%</td>
</tr>
<tr>
<td>Not Actively Engaged</td>
<td>1</td>
<td>2%</td>
</tr>
<tr>
<td>Looking for work</td>
<td>1</td>
<td>2%</td>
</tr>
</tbody>
</table>

**Full-time Employment**

- Median salary was $50,000 to $55,000 (based on 36 responses).
- 46% were employed in Michigan.
- 86% had a job related to their degree.
- 92% were satisfied with their job.

**Sample Job Titles and Employers**

- Analyst at KeHE Distributors
- Assistant Manager at Kroger
- Assistant Property Manager at Phoenix Contracting Rental Office
- Associate Account Representative at Thomson Reuters
- Associate Analyst at Constellation Brands
- Associate Assortment and Space Analyst at Constellation Brands
- Associate Category Analyst at Hormel Foods
- Associate Pricing Analyst at Constellation Brands
- Associate Sales Representative at Breakthru Beverage
- Business Analyst at Meijer
- Carrier Development Associate at Echo Global Logistics
- Category Analyst at Acosta Sales and Marketing
- Category Analyst at Kellogg's
- Category Leadership Analyst at J.M. Smucker Company
- Category Leadership at Kraft Heinz
- Client Service Analyst at IRI
- Consumer Product Sales Representative at Hormel Foods
- E-Commerce Analyst at IRI
- E-Commerce Operations at SpartanNash
- Field Assistant Account Manager at St. John and Partners
- Fulfillment Center Associate at Amazon
- Human Resources Manager at Kroger
- Inventory Analyst at Target
- Junior Assistant at Deloitte in Spain
- Leadership Program Associate at KeHE Distributors
- Logistics Account Executive at Total Quality Logistics
- National Account Manager at Nolan Transportation Group
- Operations Management Trainer at Sysco Food Service
- Operations Supervisor at J.B. Hunt
- Repack Planner at Kraft Heinz
- Retail Pricing Assistant Analyst at SpartanNash
- Retail Sales Merchandiser at SAS Retail Services
- Retail Sales Representative at The Hershey Company
- Sales Agent at New Western Acquisitions
- Sales Analyst at Wells Enterprises
- Sales Associate at Frito Lay
- Sales Associate at Mondelez International
- Sales Associate at Wells Enterprises
- Sales Representative at Kellogg's
- Sales Representative at The Hershey Company
- Senior Consumer Specialist at Kellogg's
- Senior Customer Analyst at Kellogg's

**Survey Population**

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
<th>(%88%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor's</td>
<td>60</td>
<td>58</td>
</tr>
</tbody>
</table>

Karlee Hancock, BBA in food and consumer goods marketing, 2018
Associate Category Analyst at Hormel Foods

“I am part of a professional development program that rotates through three phases: retail sales, analytics, and corporate sales.

The classes and professors really prepared us for projects we would also be getting in our careers. The things I am doing in my job right now are exactly like the things I learned in class. Networking within the Food Marketing Association and going to career fairs got me connected with my employer.

Make the most of all the events and opportunities provided to you. Go to career fairs, RSOs, attend every networking opportunity given to you, leverage the relationships with other students and professors to get you to where you want to be.”
Human Resource Management

93% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th>Active Engaged</th>
<th>Count</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employed full time</td>
<td>46</td>
<td>82%</td>
</tr>
<tr>
<td>Employed part time</td>
<td>1</td>
<td>2%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>5</td>
<td>9%</td>
</tr>
<tr>
<td>Not Actively Engaged</td>
<td>4</td>
<td>7%</td>
</tr>
<tr>
<td>Looking for work</td>
<td>4</td>
<td>7%</td>
</tr>
</tbody>
</table>

Full-time Employment

- Median salary was $40,000 to $45,000 (based on 19 responses).
- 89% were employed in Michigan.
- 76% had a job related to their degree.
- 95% were satisfied with their job.

Sample Job Titles and Employers

Director of Talent Search Management at HR Collaborative
Evaluator at Performance Driven Workforce
HR Administrative Assistant at TRMI
HR Assistant at Human Capital
HR Assistant at Human Capital
HR Assistant at RevSpring
HR Assistant/Recruiter at Lovejoy
HR Associate at H&H Feed and Grain
HR Benefits Coordinator at Meritage Hospitality Group
HR Coordinator at Bell’s Brewery
HR Coordinator at Summit Polymers
HR Recruiter at OnStaff
HR Services Coordinator at Mann+Hummel
HR Specialist at Advia Credit Union
HR Specialist at Stryker
Inside Sales Representative at Gerda

Sample Continuing Education Choices

Masters in Business Administration at University of Northampton
Masters in Business Administration at Wayne State University
Masters in Business Administration at WMU
Masters in Human Resources at Michigan State University
Masters in Human Resources at University of Minnesota

Survey Population

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s</td>
<td>64</td>
</tr>
</tbody>
</table>

Jessica Childs, BBA in human resource management, 2018
Recruiter at Aerotek

“I am a recruiter for Aerotek in the Washington, D.C. office on the construction, engineering and architecture division.

Tailoring your resume to the specific opportunity helps show your particular interest in that company and position, even if it’s just changing a few keywords in your objective/summary statement.”

“The best is yet to come”
Integrated Supply Management

94% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th></th>
<th>count</th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actively Engaged</td>
<td>76</td>
<td>94%</td>
</tr>
<tr>
<td>Employed full time</td>
<td>74</td>
<td>91%</td>
</tr>
<tr>
<td>Employed part time</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Not Actively Engaged</td>
<td>5</td>
<td>6%</td>
</tr>
<tr>
<td>Looking for work</td>
<td>4</td>
<td>5%</td>
</tr>
<tr>
<td>Personal commitments</td>
<td>1</td>
<td>1%</td>
</tr>
</tbody>
</table>

“The ISM program was great. All of the professors in my major made my education a great experience.”

Full-time Employment

- Median salary was $55,000 to $60,000 (based on 52 responses).
- 59% were employed in Michigan.
- 99% had a job related to their degree.
- 96% were satisfied with their job.

Survey Population

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
<th>(Percentage)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s</td>
<td>97</td>
<td>81 (84%)</td>
</tr>
</tbody>
</table>

Edward Mulford, BBA in integrated supply management, 2018
Staff Consultant at Baker Tilly

“I help with the digitalization of manufacturing organizations through cloud-based ERP solutions and process enhancements. At a high level, this means implementing an Internet-based software that manages the data between all of the functional areas (accounting, production, sales, purchasing, etc.) needed to operate their business with transparency and flexibility.”

Mentorship had the biggest impact on my life. By learning from successful people about what to focus on and what things to avoid, I was able to start defining and going after my own dreams. The best mentors never answered my questions, but rather helped me refine and answer them myself. Instead of ‘What job/career should I go into?’ I learned to ask ‘What problems do I want to be able to solve?’ Through internships, studying abroad, and being very involved on WMU’s campus I met a lot of inspirational people.”
Integrated Supply Management

Sample Job Titles and Employers

Account Representative at ZF TRW
Air Freight Customer Service at Panalpina in Saudi Arabia
Analyst at DTE Energy
Area Manager at Amazon
Associate Buyer at Inteva Products
Associate Transportation Planner at Haworth
Business Analyst at Marathon Petroleum
Business Development Representative at J.B. Hunt
Buyer at Amerisource
Buyer at Flowserv
Buyer at General Dynamics Land Systems
Buyer at General Motors
Buyer at Honda
Buyer at Kadant Johnson
Buyer/Analyst at CNH Industrial
Buyer-Indirect Procurement at AAM-American Axle
Commodity Specialist at Haworth
Consultant at Baker Tilly
Consultant at Foresight Consulting in China
Contract Specialist-Surgery at Bronson
FCG Buyer at Ford Motor Company
General Manager at American Inks and Technology
Global Purchasing and Supply Chain TRACK Rotational Program at General Motors
Global Purchasing Coordinator at Linimar McLaren
Global Strategic Sourcing-Project Management at Whirlpool
Inventory Analyst at Target
Inventory Specialist at Great Lakes Coca-Cola Bottling
Leadership Program Associate at KeHE Distributors
Leadership Supply Chain Management Program at Kohler
Logistics Analyst at Atkore International
Logistics Analyst at Ryder System
Logistics and Operations Manager at Werner Enterprises
Logistics Specialist at Kroger
Operations and Logistics Specialist at Mid-City Supply
Operations Leadership Development Program at Stanley Black and Decker
Operations Management Development Program at Navistar
Operations Manager in Training at Patrick Industries
Operations Supervisor at J.B. Hunt
Operations/Procurement at All-Phase Electric Supply
POC-Buyer at Rolls Royce North America
Procurement Analyst at Zentis
Procurement Business Representative at Marathon Petroleum
Procurement Specialist at L3 Technologies
Project Specialist at Cisco
Purchaser at Honda
Purchasing Assistant at Roush
Purchasing Project Coordinator at Denso
Repack Planner at Kraft Heinz
Sales and Operations Planning Analyst at Perrigo
Sales Operations Account Executive at Echo Global Logistics
Sales Representative at Dell Technologies
Sourcing Analyst at Navistar
Sourcing Specialist at Gast Manufacturing
Strategic Sourcing Specialist at CNH industrial
Supply Chain Analyst at Federal-Mogul Motorparts
Supply Chain Rotational Program at Kellogg’s
Supply Chain Trainee at Parker Hannifin
Team Lead at Stryker
TRACK Rotational Program at General Motors

Sample Continuing Education Choices

Masters in Business Administration at WMU
93% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th>Actively Engaged</th>
<th>count</th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employed full time</td>
<td>68</td>
<td>83%</td>
</tr>
<tr>
<td>Employed part time</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>5</td>
<td>6%</td>
</tr>
<tr>
<td>Military service</td>
<td>2</td>
<td>2%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Not Actively Engaged</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Looking for work</td>
<td>6</td>
<td>7%</td>
</tr>
</tbody>
</table>

**Full-time Employment**

- Median salary was $35,000 to $40,000 (based on 30 responses).
- 81% were employed in Michigan.
- 78% had a job related to their degree.
- 94% were satisfied with their job.

**Sample Job Titles and Employers**

- Account Executive at Commonwealth
- Account Manager at Hilti
- Account Manager at Nolan Transportation Group
- Analyst at Utica Leasco
- Analyst II at Bayer Healthcare
- Associate Account Manager at Collabera
- Audit Associate at Crowe Horwath
- Category Analyst at Kellogg’s
- CEO at Aspiras Foundation in Dominican Republic
- Civil Affairs Specialist in the U.S. Army Reserve
- Client Manager at Flying Tiger Consulting
- Continuous Improvement Manager at Whirlpool
- Director at The Point
- Director of Operations at Sign Impressions
- Estimating Coordinator at Roncelli
- General Manager at Market 22
- HR Operations Continuous Improvement Lead at Whirlpool
- Lean Lead for Continuous Improvement at Whirlpool
- Management Trainee at Mastercraft
- Manager at Blue Cord Logistic Strategies
- Manager at Edward Rose and Sons
- Manager at My Creak Store
- Merchandiser Supervisor at IHS Distributing
- Operations Assistant at WMU
- Production Supervisor at Faurecia
- Production Supervisor at Outenears
- Quality Analyst at Auto-Owners Insurance
- Quality Assurance Technician at Perrigo
- Quality Technician at DePuy Synthes Companies
- Relationship Manager at Alraedah Finance in Saudi Arabia
- Sales Development Representative at MathWorks
- Senior Corporate Inventory Control Analyst at Whirlpool
- Specialist-Analysts and Delivery at KPMG US
- State Marksmanship Coordinator at MI Army National Guard
- Supervisor at Griffin Pest Solutions
- Technical Recruiter at TEKsystems
- Trade Sales Consultant at Pella Corporation
- Value Stream Operations at Whirlpool
- Masters in Management at WMU
- Masters in Orientation and Mobility at WMU

**Sample Continuing Education Choices**

- JD at WMU Cooley Law School
- Masters in Business Administration at WMU

**Survey Population**

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
<th>percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s</td>
<td>120</td>
<td>82</td>
</tr>
</tbody>
</table>

**Timothy Johnson, BBA in management, 2018**

*Analyst II at Bayer Healthcare*

“I serve cross-functionally on three teams: processing rebates for government Medicaid programs, managing contract membership for Bayer’s radiology business, and managing retail-facing contract pricing of Bayer’s consumer healthcare portfolio.

I am an advocate for on-campus jobs or internships. Working on campus forces you to be involved. It forces you to operate outside of your comfort zone within the confines of a job responsibility while also exploring the benefits of campus involvement.”
Marketing

96% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th>Actively Engaged</th>
<th>count</th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employed full time</td>
<td>89</td>
<td>91%</td>
</tr>
<tr>
<td>Employed part time</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Continuing education</td>
<td>4</td>
<td>4%</td>
</tr>
<tr>
<td>Not Actively Engaged</td>
<td>4</td>
<td>4%</td>
</tr>
<tr>
<td>Looking for work</td>
<td>3</td>
<td>3%</td>
</tr>
<tr>
<td>Personal commitments</td>
<td>1</td>
<td>1%</td>
</tr>
</tbody>
</table>

Full-time Employment

- Median salary was $35,000 to $40,000 (based on 40 responses).
- 82% were employed in Michigan.
- 70% had a job related to their degree.
- 79% were satisfied with their job.

Blake Andrews, Bachelor of Business Administration in marketing, 2018
Account Specialist at Quicken Loans

“I start the mortgage loan process over the phone by verifying information. Helping people save money so that they can enjoy life even more is the most rewarding.

Constantly working on my people skills helped me the most; it’s a skill you’ll always need in life that can help you in many ways.

Internships definitely will help with deciding on a career path because they allow you to actually see what the job is like and what the atmosphere is like to give you a good feel of if it’s something that fits you.”

Sample Job Titles and Employers

Account Exec at Advantage and Brand Experience Agency
Account Executive at The Detroit Red Wings
Account Manager at ESV Digital
Account Specialist at Quicken Loans
Advertising Coordinator at SpartanNash
Brand Manager at Red Bull
Broker at Coyote Logistics
Business Representative at H.A. Automotive
Carrier Sales Representative at C.H. Robinson
Category Assistant at SpartanNash
Digital Marketing at Bissell
Director of Communication at LaGrange County Visitors Bureau
Director of Marketing and Development at Boulware Mission
Director of Sales and Marketing at Cultured Love
Event Manager at iHeartMedia
Information Governance Strategist at ZL Technologies
Inside Sales Representative at Schindler Elevator Corporation
Junior Analyst at Carat
Junior Marketing Specialist at Accelerate
Management Trainee at All-Phase Electric Supply
Marketing Specialist at Lincoln Township Public Library
Marketing and Volunteer Coordinator at Boys and Girls Club
Marketing Assistant at Marhar Snowboards
Marketing Assistant at WMU
Marketing Associate at Midwest Recreation Products
Marketing Associate at Miller-Davis
Marketing Coordinator at Flexfab
Marketing Coordinator at Special-Lite
Marketing Manager at Redtail 412
Marketing Product Coordinator at Comcast NBCUniversal
Marketing Specialist at API
Marketing Strategy Associate at Quicken Loans
Marketing Strategy/Project Coordination at Quicken Loans
Media Buying Specialist at Blue Wheel Media
National Account Manager at Coyote Logistics
Online Marketing Consultant at Townsquare Interactive
Quality Assurance at Markevisión
Quantitative Associate at C+R Research
Regional Manager at Pro-Vision Video Systems
Sales Account Executive at Detroit Red Wings
Social Media Manager at Sports Addix
Talent Acquisition Coordinator at Kellogg’s

Sample Continuing Education

JD at Michigan State University
Masters in Business Administration at University of South Carolina
Masters in Educational Leadership at WMU

Survey Population

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s</td>
<td>120</td>
</tr>
<tr>
<td></td>
<td>98</td>
</tr>
<tr>
<td></td>
<td>(82%)</td>
</tr>
</tbody>
</table>

Western Michigan University–Career and Student Employment Services | Post-Graduation Activity Report 2017–18 | wmiich.edu/career/planning
99% of degree recipients were actively engaged.

<table>
<thead>
<tr>
<th></th>
<th>count</th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actively Engaged</td>
<td>81</td>
<td>99%</td>
</tr>
<tr>
<td>Employed full time</td>
<td>81</td>
<td>99%</td>
</tr>
<tr>
<td>Not Actively Engaged</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Looking for work</td>
<td>1</td>
<td>1%</td>
</tr>
</tbody>
</table>

Full-time Employment
- Median salary was $50,000 to $55,000 (based on 47 responses).
- 65% were employed in Michigan.
- 96% had a job related to their degree.
- 100% were satisfied with their job.

Sam Willard, BBA in sales and business marketing, 2018
Retail Sales Consultant at Pella Doors and Windows

“I work with customers looking to replace their current doors and windows and I use a consultative sales approach to find the best product for their specific situation.

I was the President of the American Marketing Association at WMU as well as a competitor for the National Collegiate Sales Competition. Each of these experiences allowed me to network with fellow students, prospective employers, and supportive faculty members.

Take time to evaluate your prospective job offers and really make sure that it’s the right fit for you. Don’t just follow the money, look for something that excites you.”

Survey Population

<table>
<thead>
<tr>
<th>Graduates</th>
<th>Responses</th>
<th>(87%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s</td>
<td>94</td>
<td>82</td>
</tr>
</tbody>
</table>

Marissa Bruno, BBA in sales and business marketing, 2018
Sales Executive at CH Robinson

“My role is to grow our business primarily through prospecting, generating sales leads, soliciting new accounts, increasing the services on current accounts, and selling all of C.H. Robinson’s transportation services.

The most rewarding part is seeing how much my major has taught me, and being able to apply everything I learned in our sales program in real life. I feel so ahead of all the other new hires.

Being extremely involved within the business college helped me prepare more for my career than anything. I was lucky enough to be a part of four RSO’s and on the executive board for two of them.

Don’t wait until the last minute to start looking for jobs. Take the time as soon as you start sophomore/junior year to look for an internship in your field. It’s much easier to secure a job, and figure out what you want to do after doing a couple internships. Plus, it gives you the leg up over other applicants when you start looking for full time jobs.”
Sample Job Titles and Employers

Account Executive at Brooksource
Account Executive at Harris Marketing Group
Account Executive at United Shore
Account Manager at Colliera
Account Manager at Nolan Transportation
Account Manager at North American Plastics
Account Manager at Optio Data
Account Manager at The Materials Group
Account Manager at UPS
Account Representative at CDW-G
Account Representative at Thomson Reuters
Associate Account Manager at Collieba
Associate Account Representative at Thomson Reuters
Associate District Manager at ADP
Branch Relationship Banker at Huntington National Bank
Brand Ambassador at Media Star Promotions
Business Development Representative at Oracle-NetSuite
Business Development Representative at ZoomInfo
Business Development Specialist at Ameriprise Financial
Campaign Manager at Flypaper
Carrier Development Associate at Echo Global Logistics
Carrier Sales Representative at Coyote Logistics
Financial Services Advisor at MassMutual
Frito Lay Sales Associate at PepsiCo
Instructor at I.E.S. San Lorenzo in Spain
IT Recruiter at Recruitment Management Consultants
Junior Account Executive at Yelp
Logistics Sales Account Executive at Schneider
Mortgage Banker at Quicken Loans
MSE Account Executive at Gartner
National Account Manager at Coyote Logistics
National Account Manager at Nolan Transportation Group
Neurological Primary Care Sales Representative at Eli Lilly
Partner at Aruza Marketing
Real Estate Specialist at Berkshire Hathaway HomeServices
Recruiter at Aerotek
Recruiter at Insight Global
Retail Sales Consultant at Pella Doors and Windows
Sales Account Manager at Energy Products
Sales Associate at Align Technology
Sales Associate at Fastenal
Sales Associate at VelocityEHS
Sales at ADP
Sales at Chuan cai Fang Group
Sales Consultant at Qualtrics
Sales Consultant at Staples Business Advantage
Sales Development Representative at Whirlpool
Sales Engineer at JH Bennett
Sales Executive at C.H. Robinson
Sales Leadership Development Program at Graphic Packaging
Sales Representative at Kellogg’s
Sales Representative at Rankin Biomedical
Sales Representative at SHI International
Service Sales Representative at Cintas
Showroom Sales Trainee at Ferguson
Solutions Specialist at Verizon
Technical Recruiter at Insight Global
 Territory Manager at Ecolab
Warehouse Manager at Overhead Door Company

Rafael Martinez, Bachelor of Business Administration in sales and marketing, 2018
National Account Manager at Coyote Logistics

“I work in a fast-paced environment where I’m developing and managing my own portfolio of carriers that want to help Coyote move inventory for shippers of all industries and sizes in the most cost-effective way. The most rewarding part for me is the feeling I have inside of making a huge impact for shippers and my carriers across the United States.

My summer internship before my senior year helped me build confidence on the phone. I was very nervous to start selling on the phone for the first time, but making phone calls is critical to succeed in sales.

Do research on the companies you’re interested in and reach out to those that have interned or currently work for them to hear their experiences and ask questions about the position you’re applying for. You want to land a job for a company you’re going to enjoy working for.”