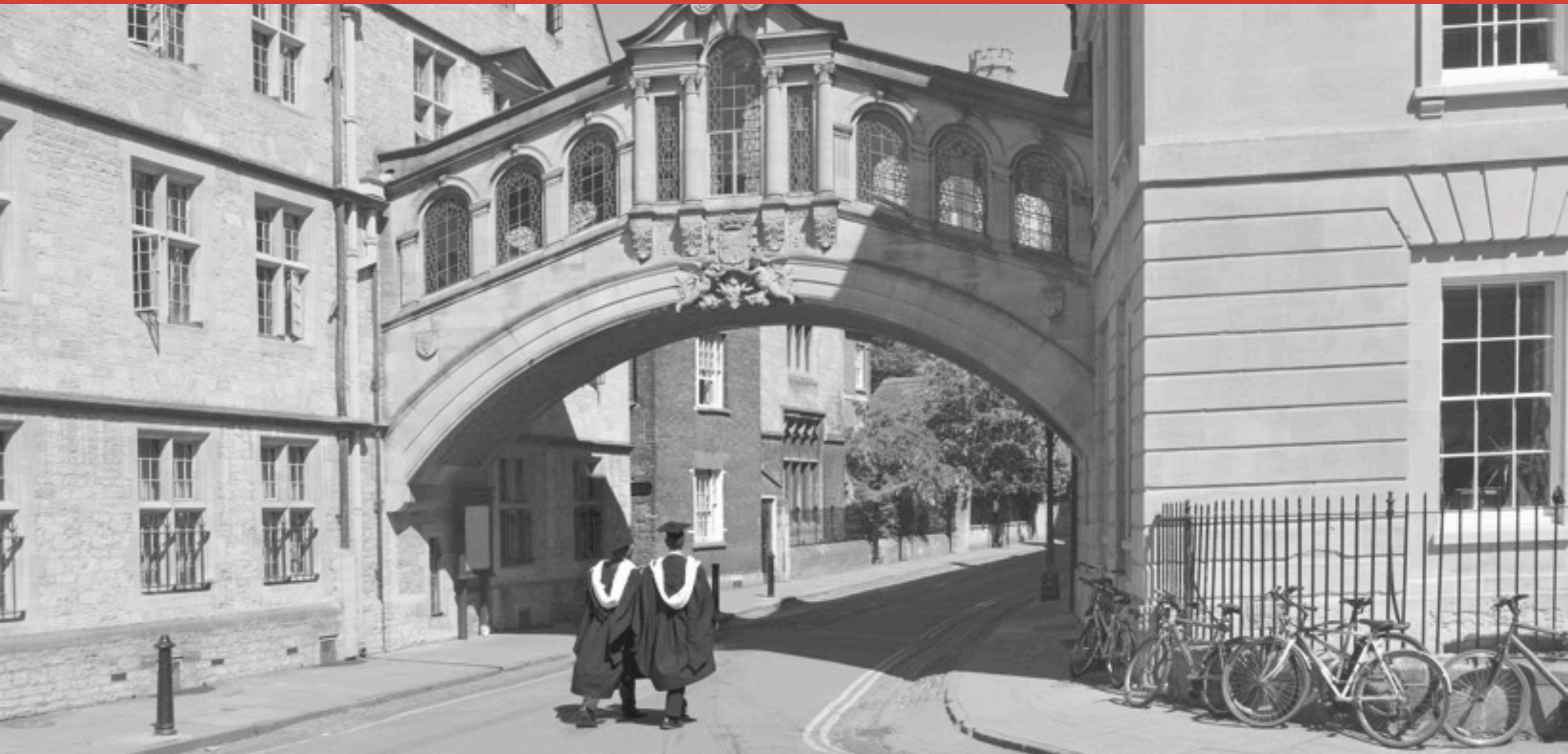


University & Beyond

Understanding the Graduate Job Market

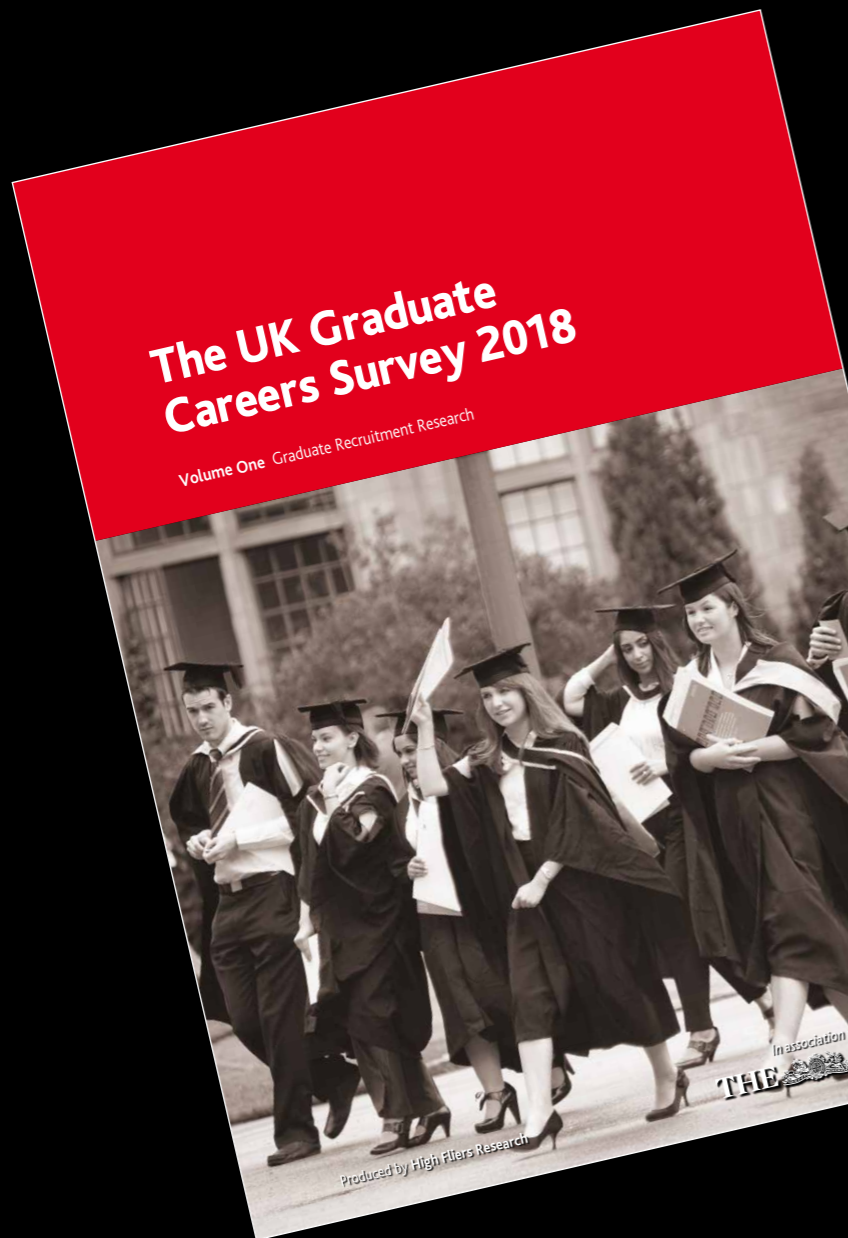
Beechen Cliff School Saturday 19th January 2019



Martin Birchall

Managing Director, High Fliers Research

High Fliers Research



Why do Students go to University?

- to study a degree subject they're interested in
- to enjoy university life and being a student
- to experience living away from home
- to become more independent
- to learn new skills and interests
- to help them get a good job and a successful career after university

What do Graduates do after University?

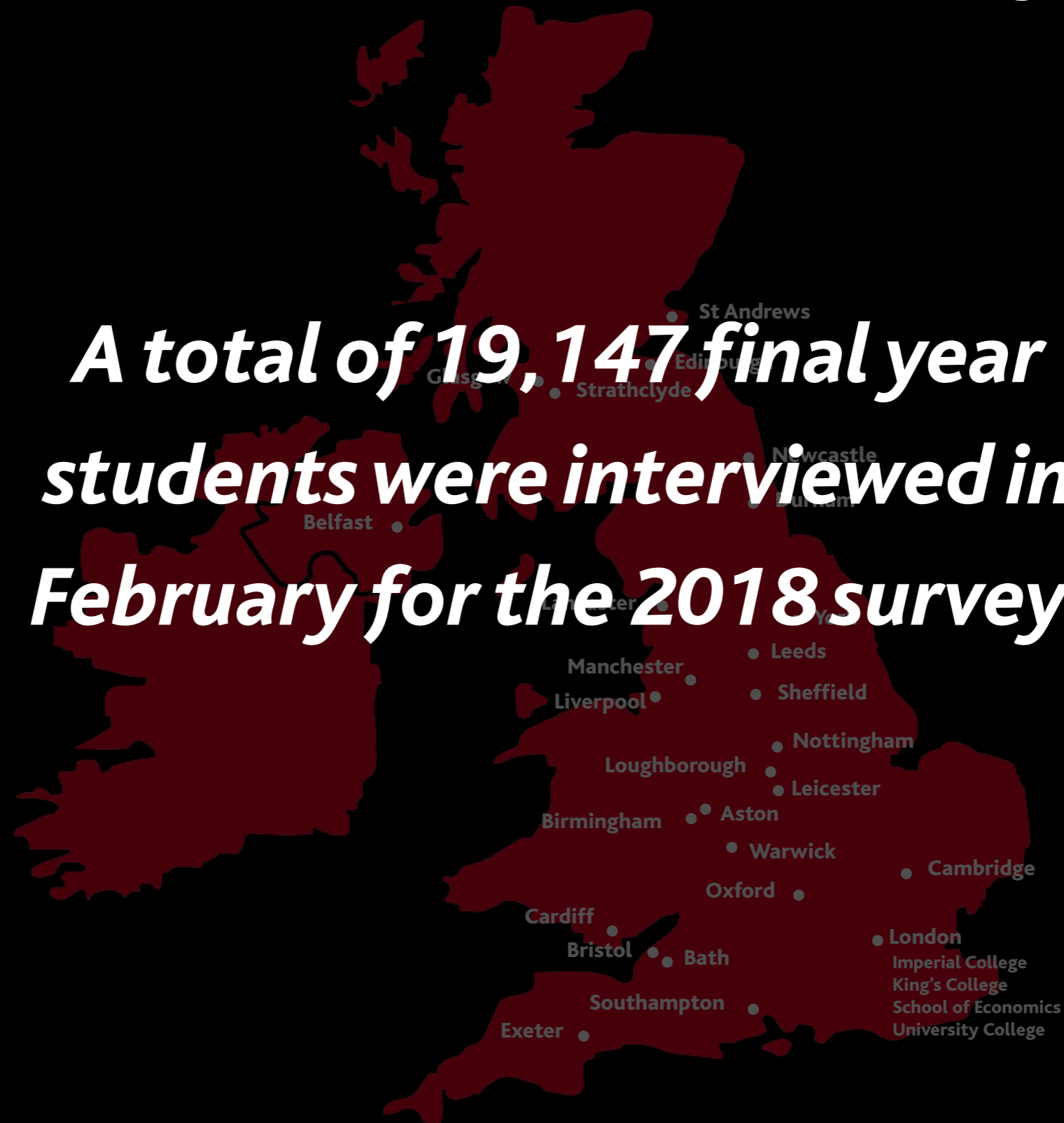
- 70,000 places each year for doctors, nurses, pharmacists, teachers & vets
- 25,000-30,000 places annually on graduate development programmes at the major national & international employers
- 75,000-100,000 direct entry places at organisations large and small
- almost 400,000 graduates left university in 2018



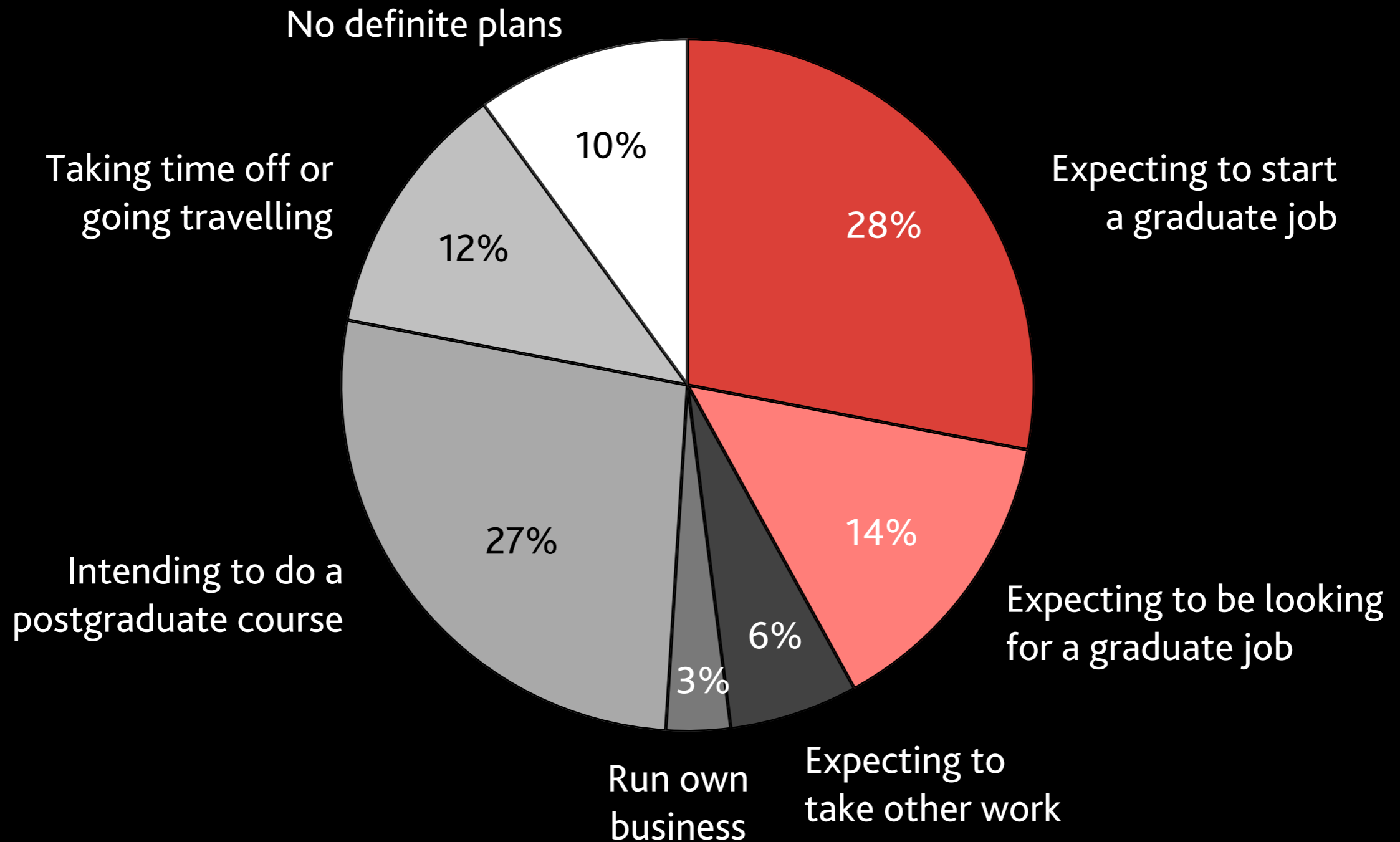
Graduates from the 'Class of 2018'

Universities in the Survey

A total of 19,147 final year students were interviewed in February for the 2018 survey.



Finalists Plans for After University



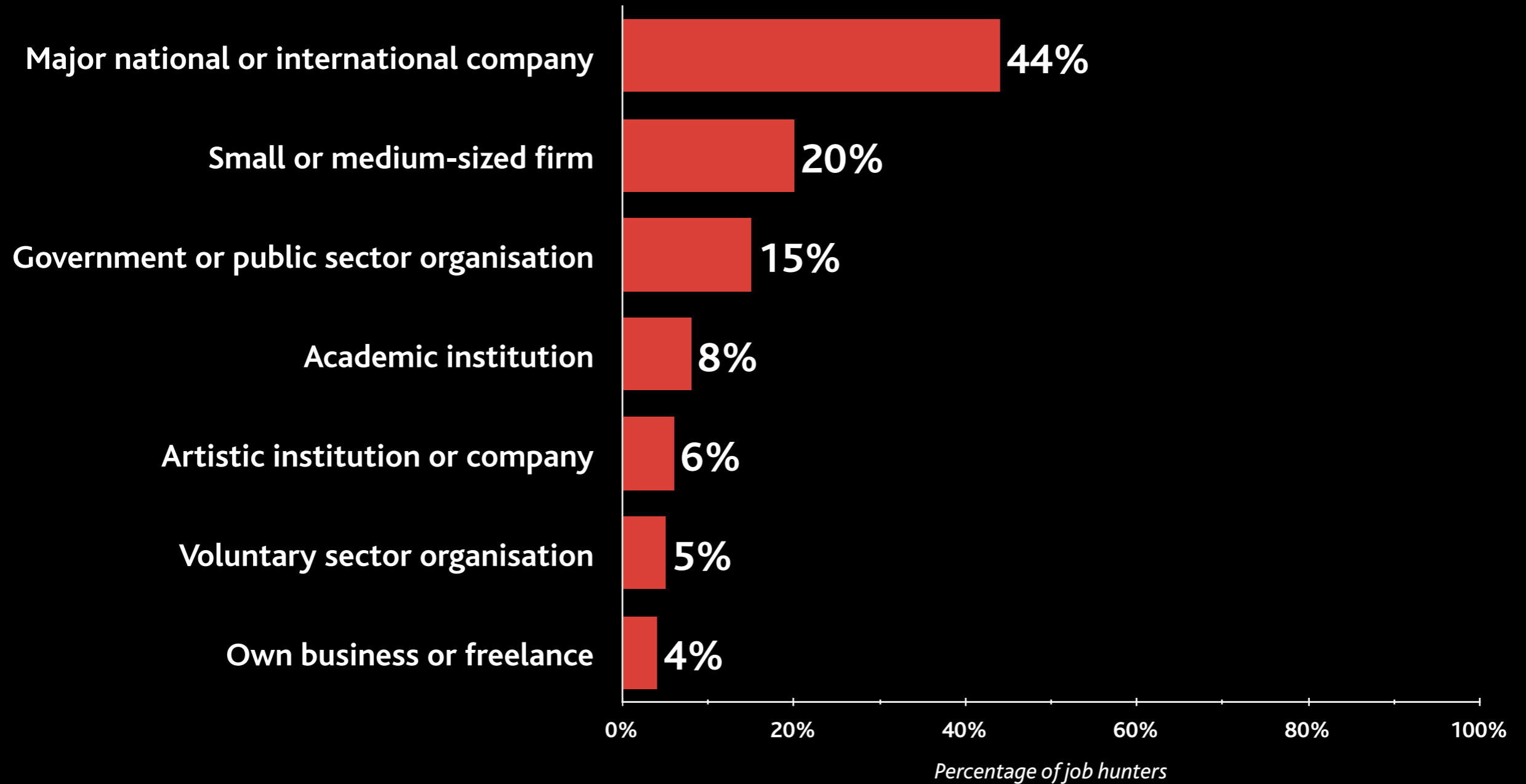
Finalists Expecting to Join the Job Market in 2018

<i>UNIVERSITY</i>	<i>%</i>	<i>UNIVERSITY</i>	<i>%</i>
Aston	58	Durham	40
London School of Economics	58	Exeter	40
Strathclyde	55	Cardiff	39
Loughborough	53	Edinburgh	39
Bath	51	Leicester	39
Warwick	50	Oxford	38
Lancaster	49	London University College	38
London Imperial College	49	Bristol	37
Birmingham	47	Sheffield	37
Manchester	47	St Andrews	37
Southampton	43	Newcastle	36
Nottingham	42	Liverpool	35
Leeds	41	York	35
Cambridge	41	London King's College	32
Belfast Queens University	40	Glasgow	31

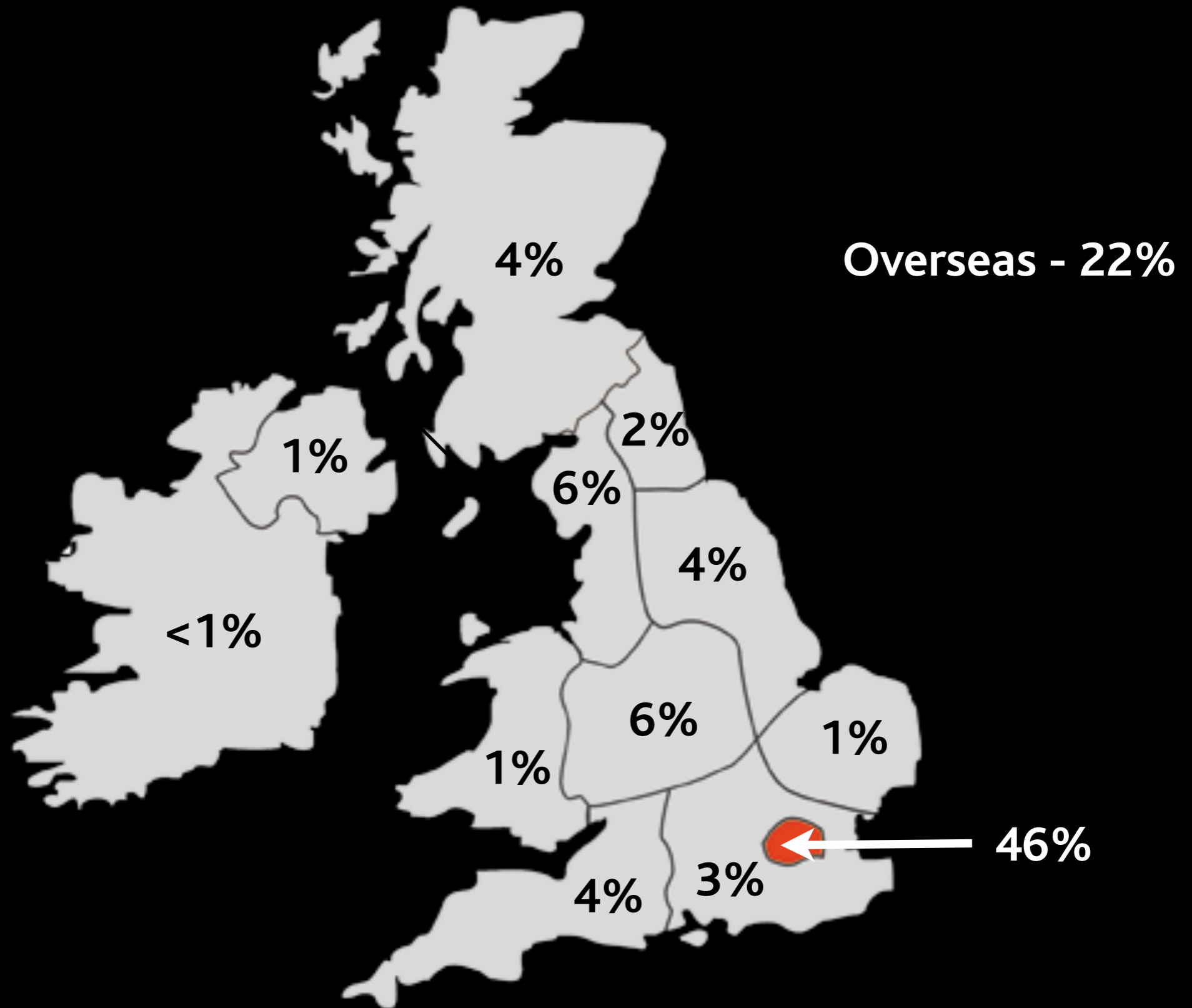
Finalists' Graduate Job Applications in 2017-2018

<i>CAREER SECTOR</i>	<i>%</i>	<i>CAREER SECTOR</i>	<i>%</i>
Consulting	16.6	Human resources	7.9
Media	14.4	Technology	7.8
Marketing	14.2	Sales	6.8
Research & development	12.0	Asset & investment management	5.2
Charity or voluntary work	11.2	General management	4.6
Investment banking	9.2	Retailing	3.5
Teaching	9.1	Buying or purchasing	3.0
Engineering	8.5	Transport or logistics	2.8
Finance	8.4	Actuarial work	2.2
Law	8.3	Armed Forces	2.0
Accountancy	8.2	Property or surveying	1.6

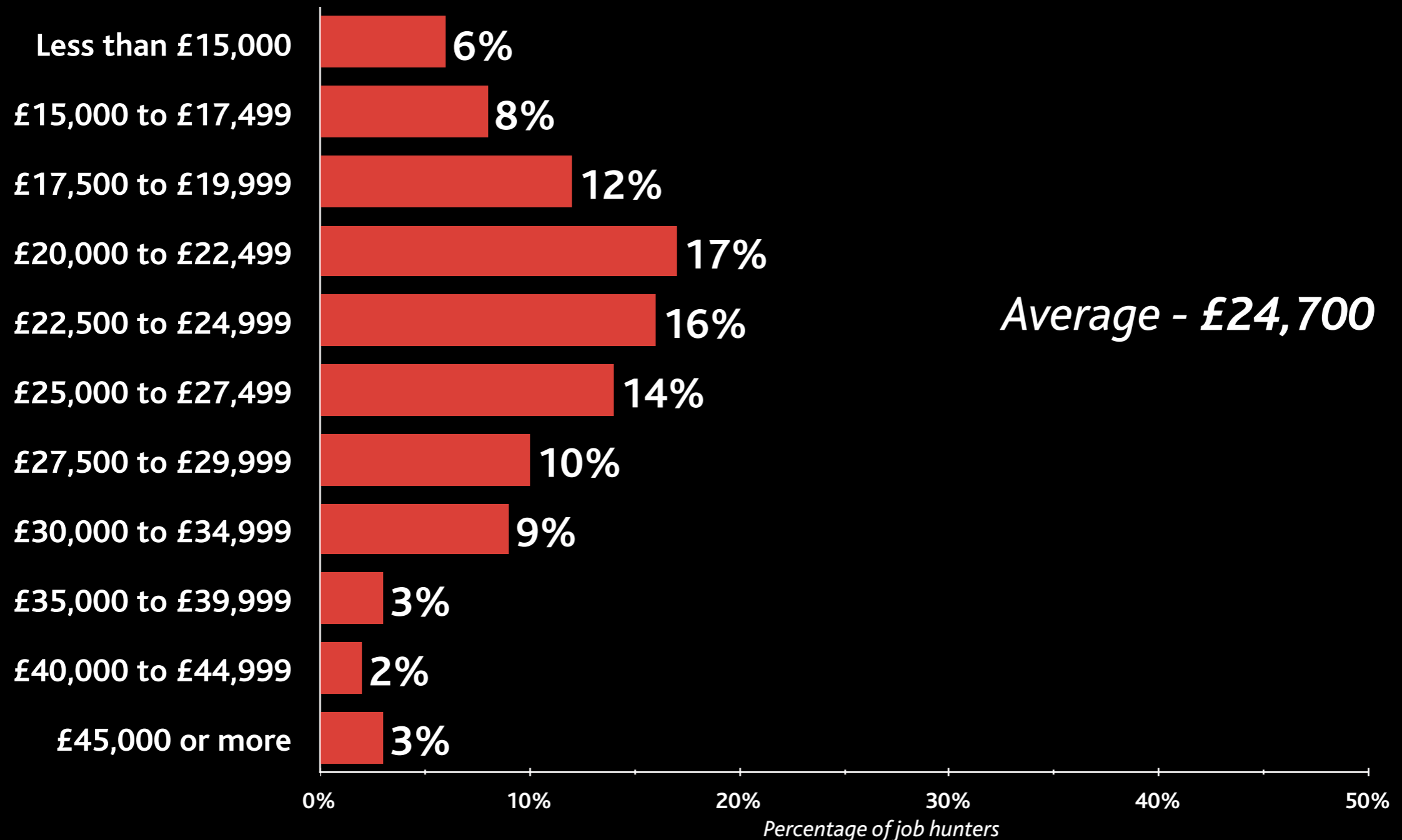
Preferred Type of Employer for First Graduate Job



Preferred Location for First Graduate Job



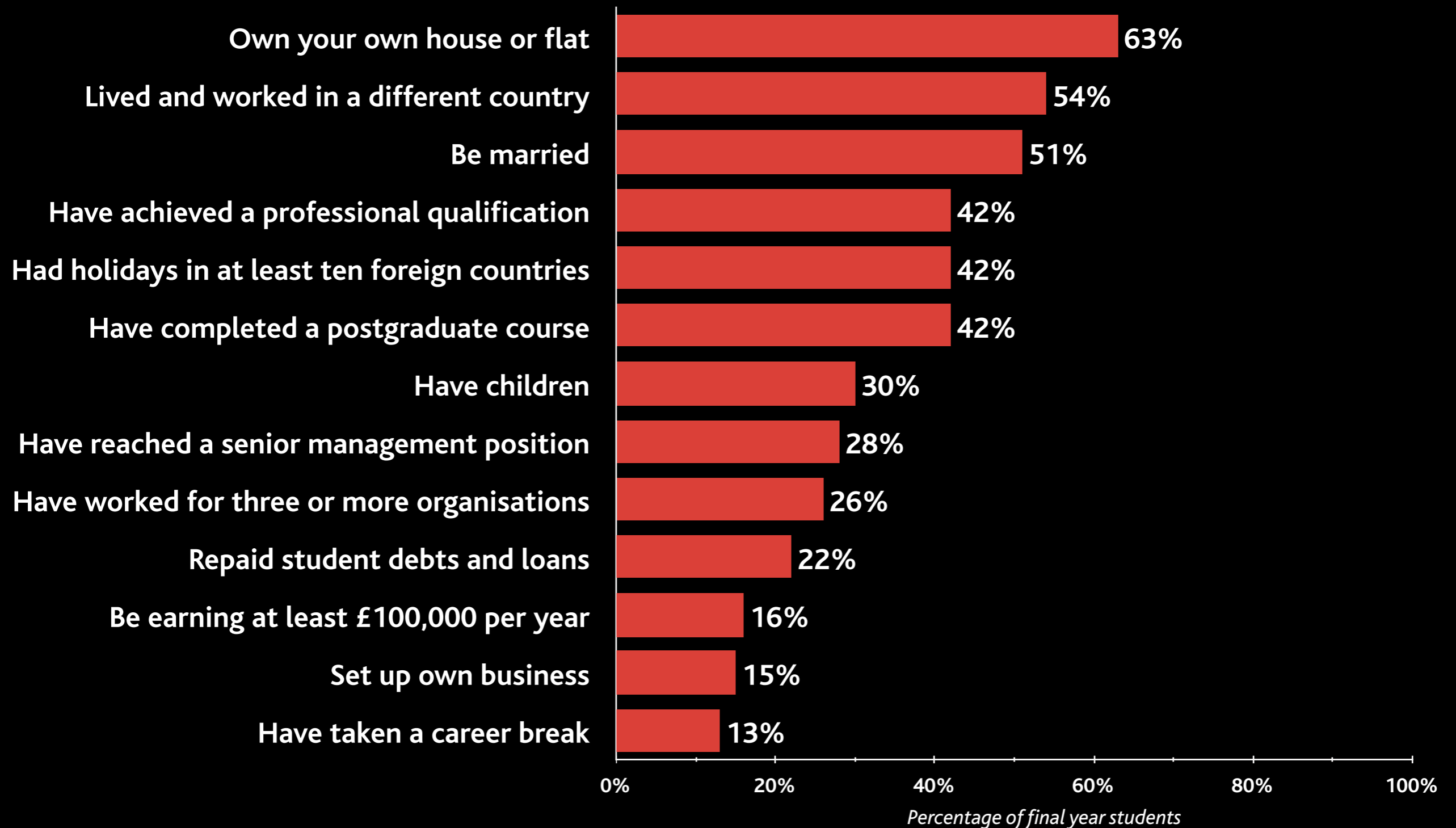
Finalists Expectations for Starting Salaries



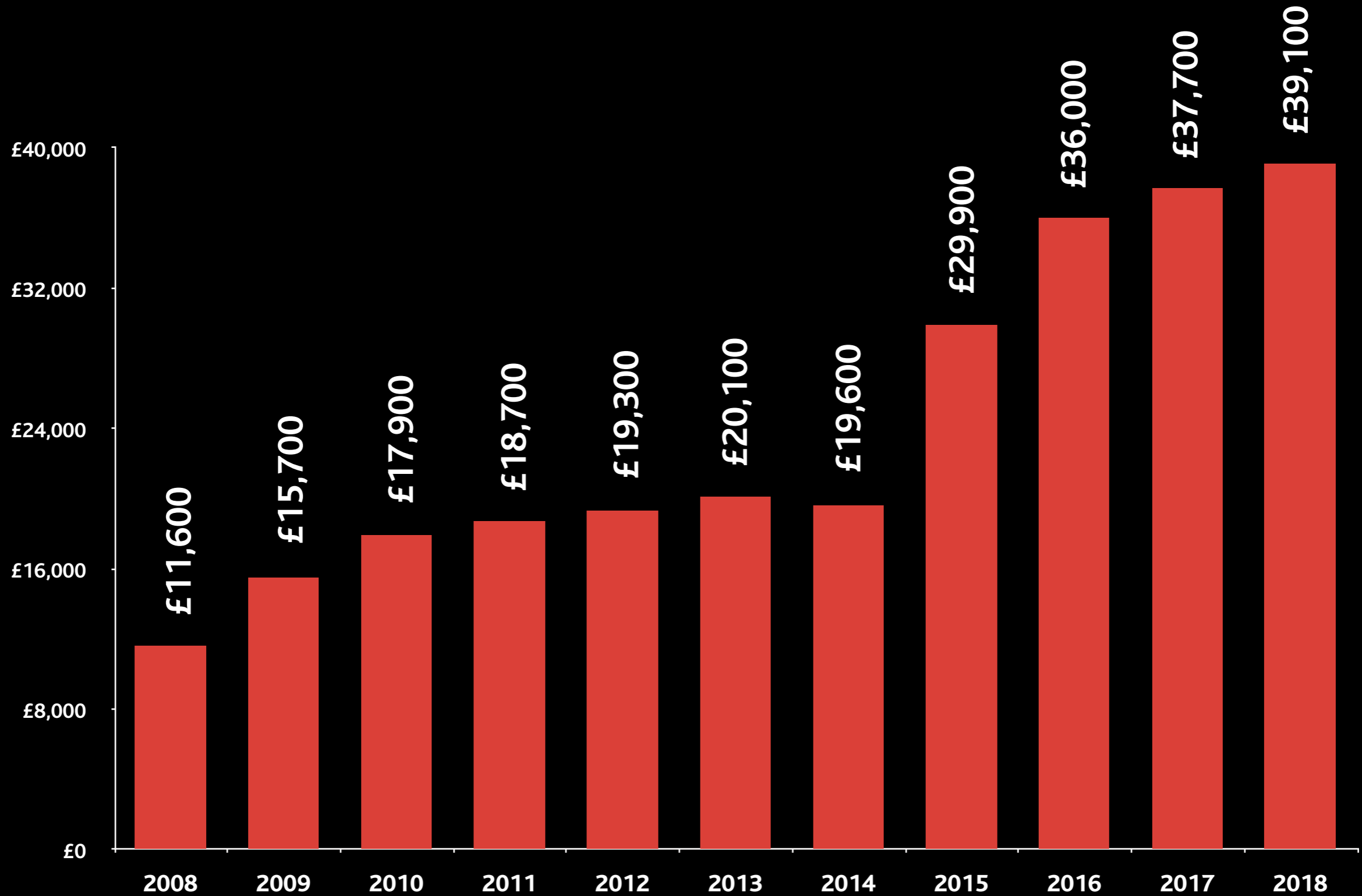
Finalists' Average Expected Starting Salaries

<i>UNIVERSITY</i>	<i>AVERAGE</i>	<i>UNIVERSITY</i>	<i>AVERAGE</i>
London School of Economics	£32,300	Exeter	£24,300
Oxford	£29,600	Leicester	£24,300
London Imperial College	£28,900	Nottingham	£24,300
Cambridge	£28,200	Manchester	£23,700
Warwick	£27,600	Southampton	£23,700
London King's College	£26,800	Birmingham	£23,600
Bath	£26,100	Cardiff	£23,400
London University College	£26,100	Edinburgh	£23,300
Bristol	£25,700	Leeds	£23,000
St Andrews	£25,700	York	£23,000
Durham	£25,500	Glasgow	£22,600
Aston	£25,000	Sheffield	£22,500
Strathclyde	£25,000	Liverpool	£22,400
Lancaster	£24,900	Newcastle	£22,400
Loughborough	£24,800	Belfast Queens University	£21,200

Expectations by the Age of 30



UK Finalists' Average Debts 2008-2018



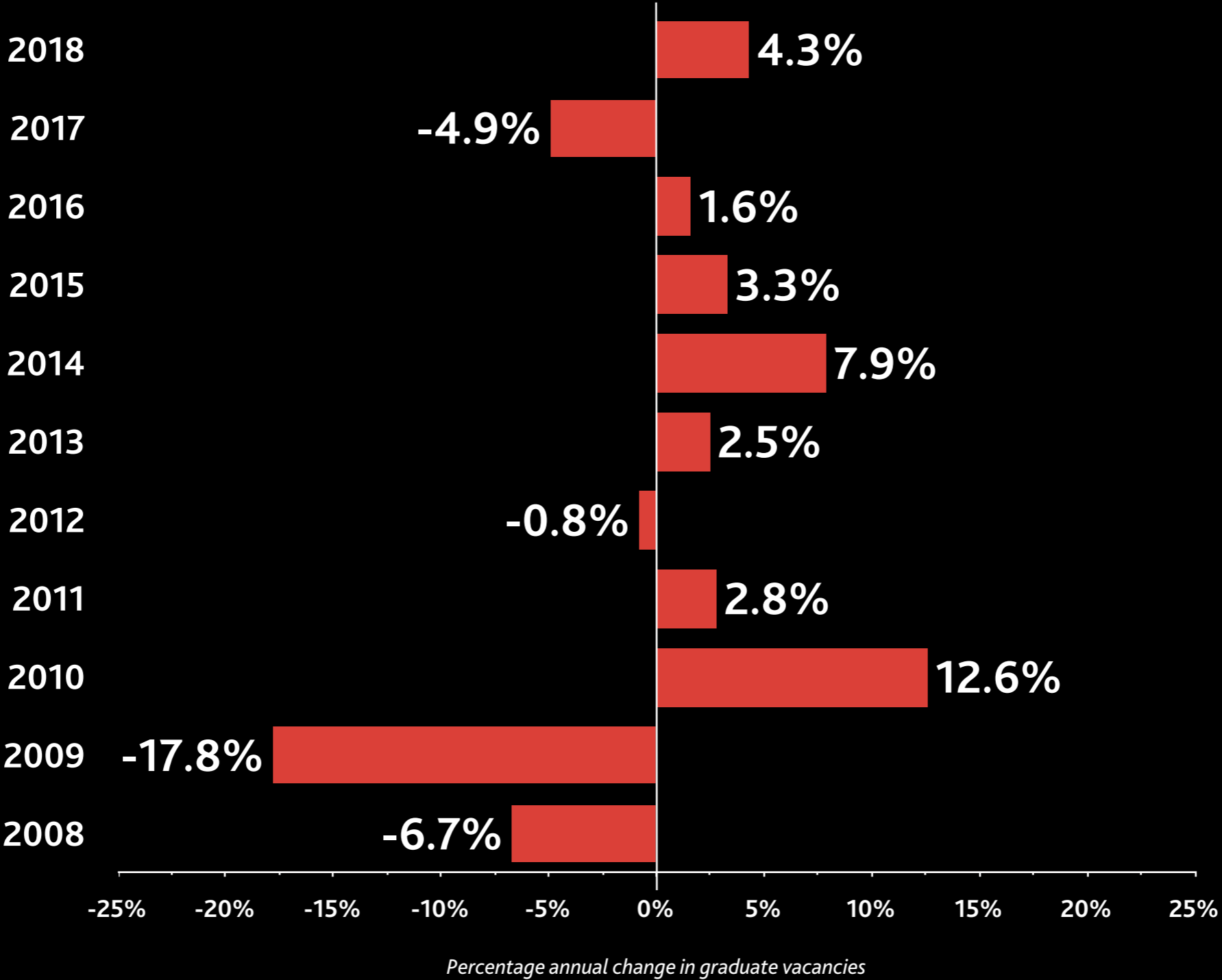
THE  TIMES
TOP 100
 GRADUATE EMPLOYERS

2017		2017		2017		2017					
1	1	PwC	26	28	Frontline	51	54	Airbus	76	87	Hogan Lovells
2	2	Civil Service	27	27	Arup	52	NEW	ASOS	77	NEW	Johnson & Johnson
3	3	Aldi	28	35	British Army	53	77	Penguin Random House	78	63	Royal Navy
4	4	Teach First	29	26	Shell	54	70	Boots	79	69	MI5 - The Security Service
5	5	Google	30	48	Sky	55	73	Facebook	80	91	White & Case
6	6	Deloitte	31	34	RBS Group	56	55	Santander	81	66	Network Rail
7	7	NHS	32	33	Procter & Gamble	57	60	Virgin Media	82	NEW	British Airways
8	8	KPMG	33	22	John Lewis Partnership	58	64	DLA Piper	83	88	RAF
9	9	EY	34	37	Newton Europe	59	76	Bloomberg	84	NEW	Aon
10	10	GSK	35	50	Marks & Spencer	60	49	Slaughter and May	85	24	L'Oréal
11	12	Unilever	36	43	Clifford Chance	61	57	ExxonMobil	86	86	Grant Thornton
12	11	BBC	37	44	Tesco	62	45	Freshfields	87	75	BMW Group
13	14	JP Morgan	38	30	Allen & Overy	63	53	Cancer Research UK	88	82	Deutsche Bank
14	17	HSBC	39	31	BAE Systems	64	61	WPP	89	99	CMS
15	13	Lidl	40	46	Linklaters	65	58	Baker McKenzie	90	NEW	Police Now
16	15	Rolls-Royce	41	36	Mars	66	74	Bain & Company	91	56	Siemens
17	18	Goldman Sachs	42	62	Think Ahead	67	81	Wellcome	92	83	Savills
18	19	Barclays	43	39	Morgan Stanley	68	98	McDonald's	93	NEW	Mondelez International
19	20	Jaguar Land Rover	44	42	Apple	69	59	Citi	94	68	Nestlé
20	16	Accenture	45	41	Atkins	70	67	BT	95	97	Irwin Mitchell
21	21	McKinsey & Company	46	51	AstraZeneca	71	78	Bank of England	96	71	CharityWorks
22	23	BP	47	40	Boston Consulting Group	72	NEW	BlackRock	97	94	Lloyd's of London
23	38	Amazon	48	47	Herbert Smith Freehills	73	72	Local Government	98	NEW	Pfizer
24	29	Lloyds Banking Group	49	32	Microsoft	74	85	Danone	99	NEW	Pinsent Masons
25	25	IBM	50	52	Dyson	75	NEW	TPP	100	80	Aecom



The Graduate Job Market in 2019

Graduate Recruitment 2008-2018



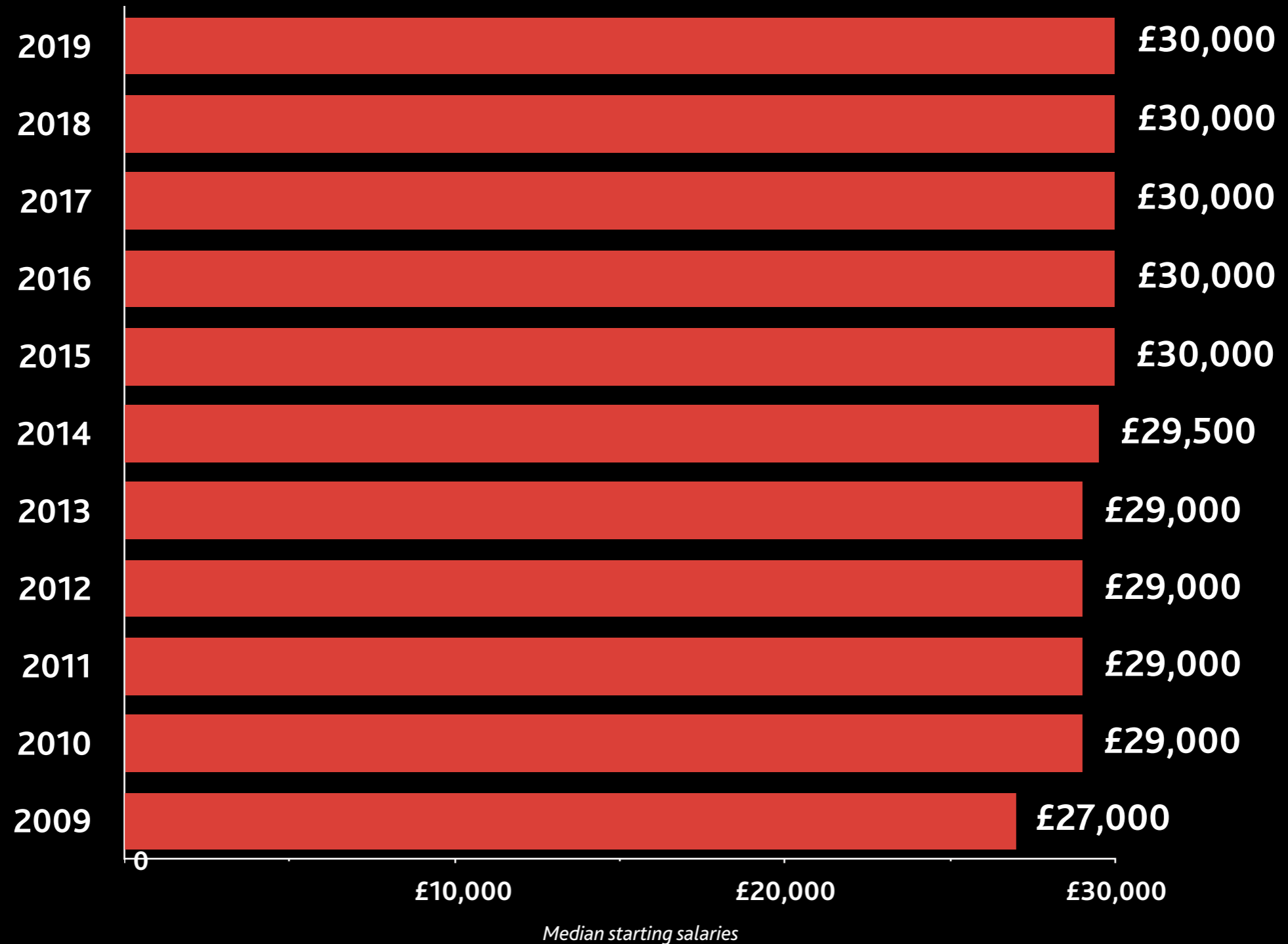
*9.1% increase in graduate
vacancies expected in 2019*

Graduate Vacancies in 2019

By Sector or Industry

<i>SECTOR</i>	<i>TOTAL</i>
Accounting & professional services	5,248
Public sector	4,656
Armed Forces	2,100
Engineering & industrial	2,040
Banking & finance	1,575
Investment banks	1,565
Technology	1,565
Law	904
Media	727
Retail	670
Consulting	230
Consumer goods	227
Charity	174
Chemicals & pharmaceuticals	165
Oil & energy	165

Graduate Starting Salaries 2009-2019



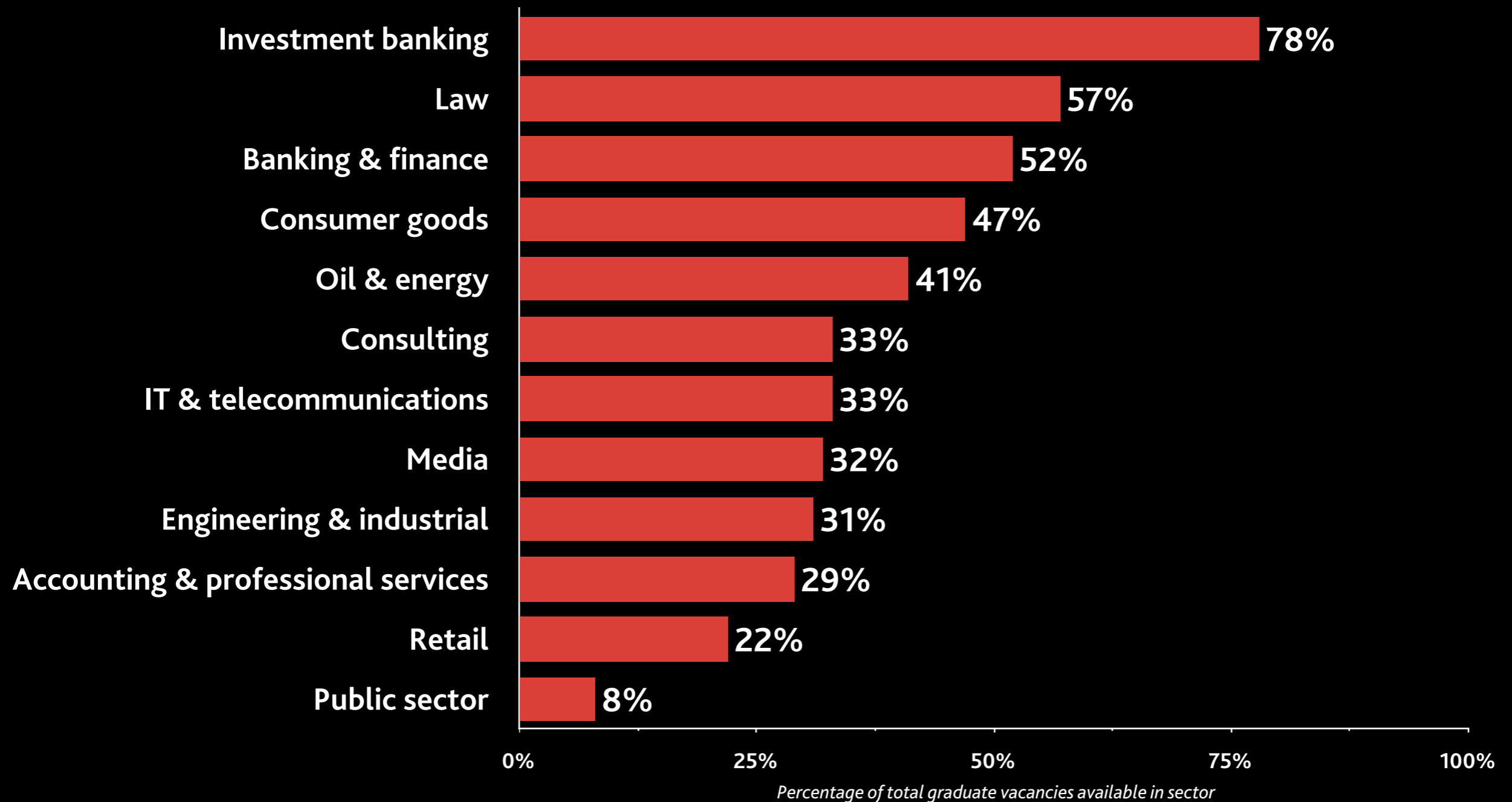
Graduate Starting Salaries in 2019

By Sector or Industry

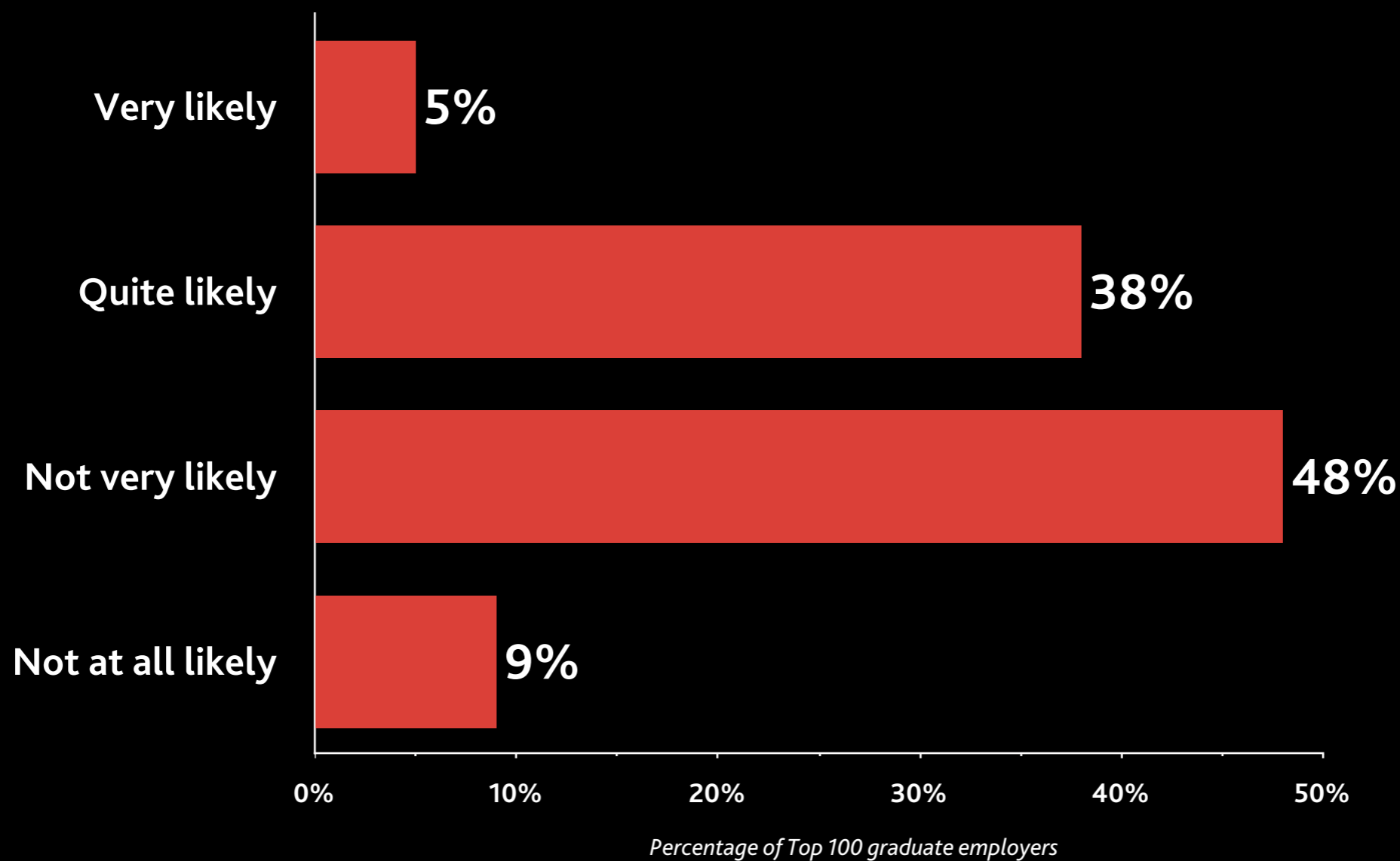
<i>SECTOR</i>	<i>MEDIAN</i>
Investment banks	£47,000
Law	£45,000
Consulting	£45,000
Oil & energy	£38,500
Retail	£35,000
Banking & finance	£32,500
Armed Forces	£32,000
Consumer goods	£32,000
Technology	£31,500
Accounting & professional services	£30,000
Media	£30,000
Chemicals & pharmaceuticals	£29,000
Engineering & industrial	£27,000
Public sector	£23,100
Charity	£20,000

32% of this year's vacancies will be filled by graduates who've completed work experience with the organisation.

Vacancies likely to be filled by graduates who've already worked for the employer



Likelihood of graduates with no work experience getting a job offer



Applications per Graduate Vacancy in 2018

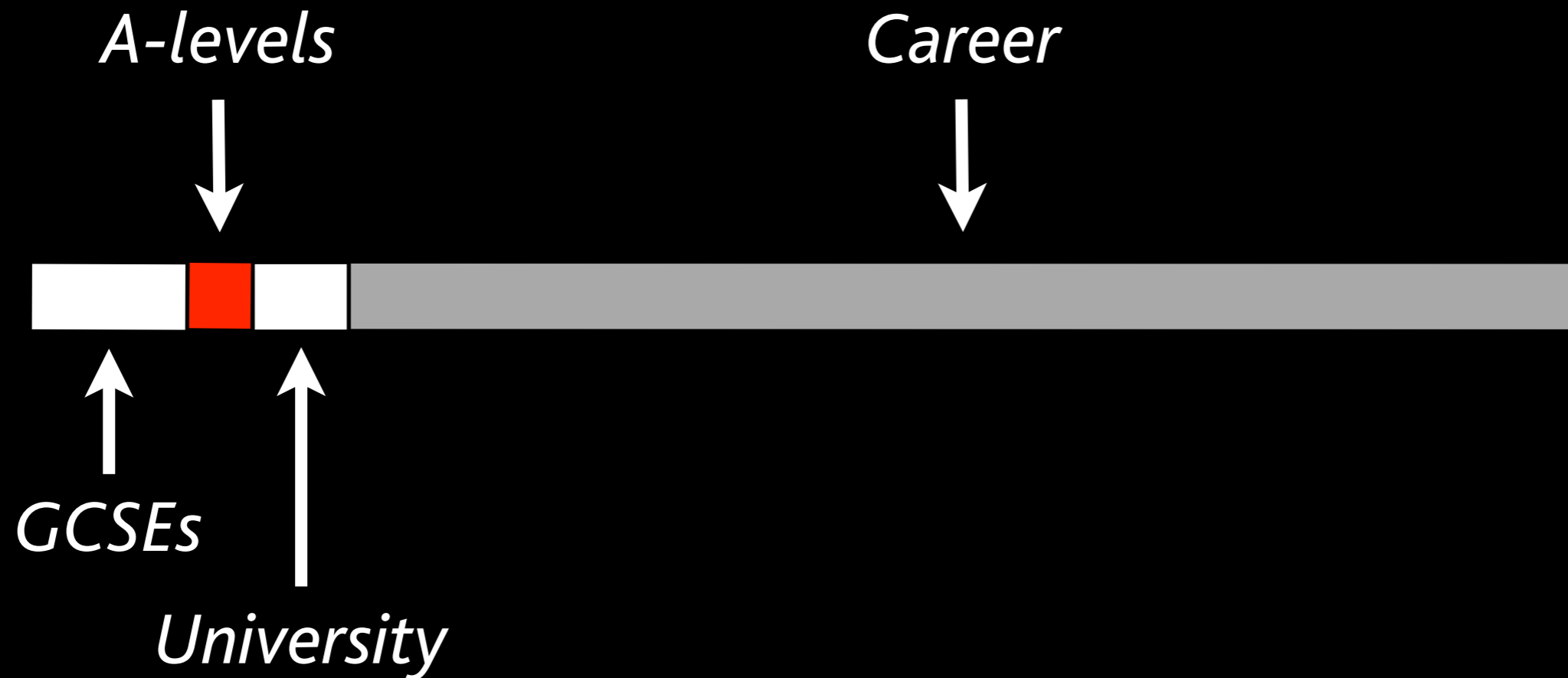
By Sector or Industry

<i>SECTOR</i>	<i>APP/VAC</i>
Consumer goods	260
Oil & energy	135
Retail	130
Banking & finance	82
IT & telecommunications	51
Engineering & industrial	46
Law	33
Investment banking	28
Accounting & professional services	23
Public sector	22
ALL SECTORS	39

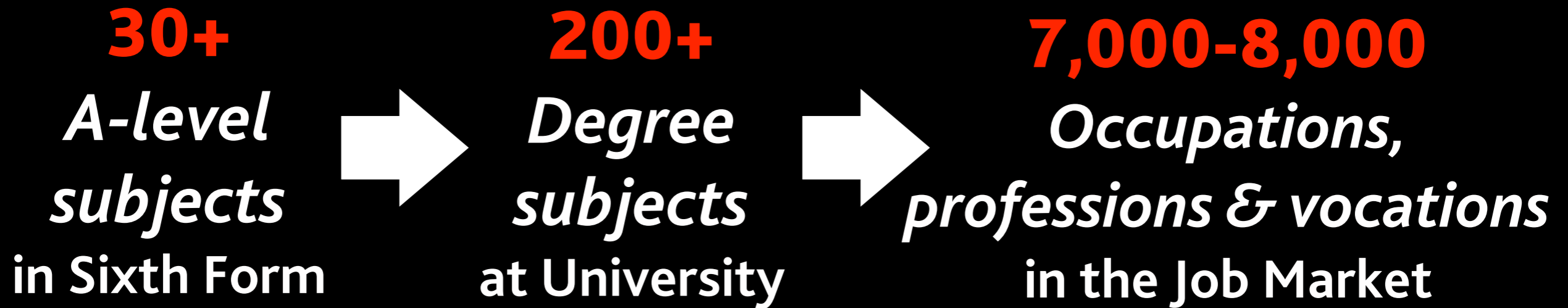


Making the Most of University

Why is Career Planning Important?



Preparing for the Career Journey



“I know what kind of job I want to do after university.”

“I’ve no idea what I’ll want to do after university.”

*“I know what kind of job
I want to do after university”*

- find out if you need to study a specific degree to prepare for your chosen profession or occupation
- if so, aim for the very best course available
- courses could be at any university in the country – what counts is their reputation with employers
- check that courses have a good employment record
- see if a Degree Apprenticeship is available for the profession or occupation you’re interested in

Degree Apprenticeships

Level 6 Standards Approved for Delivery

Aerospace engineer

Aerospace software development engineer

Banking relationship manager

Building services design engineer

Building services engineering site manager

Chartered legal executive

Chartered manager

Chartered surveyor

Civil engineer

Control & technical support engineer

Digital & technology solutions professional

Electrical/electronic technical support engineer

Embedded electronic systems design & development engineer

Financial services professional

Food & drink advanced engineer

Food industry technical professional

Geospatial mapping and science

Healthcare science practitioner

Laboratory scientist

Licensed conveyancer

Manufacturing engineer

Non-destructive testing engineer

Nuclear scientist and nuclear engineer

Podiatrist

Police constable

Product design and development engineer

Registered nurse

Science industry process engineer

Senior compliance & risk specialist

Senior facilities manager

Senior insurance professional

Teacher

Masters Apprenticeships

Level 7 Standards Approved for Delivery

Academic professional

Accountancy & taxation professional

Actuary

Advanced clinical practitioner

Outside broadcasting engineer

Postgraduate engineer

Power engineer

Process automation engineer

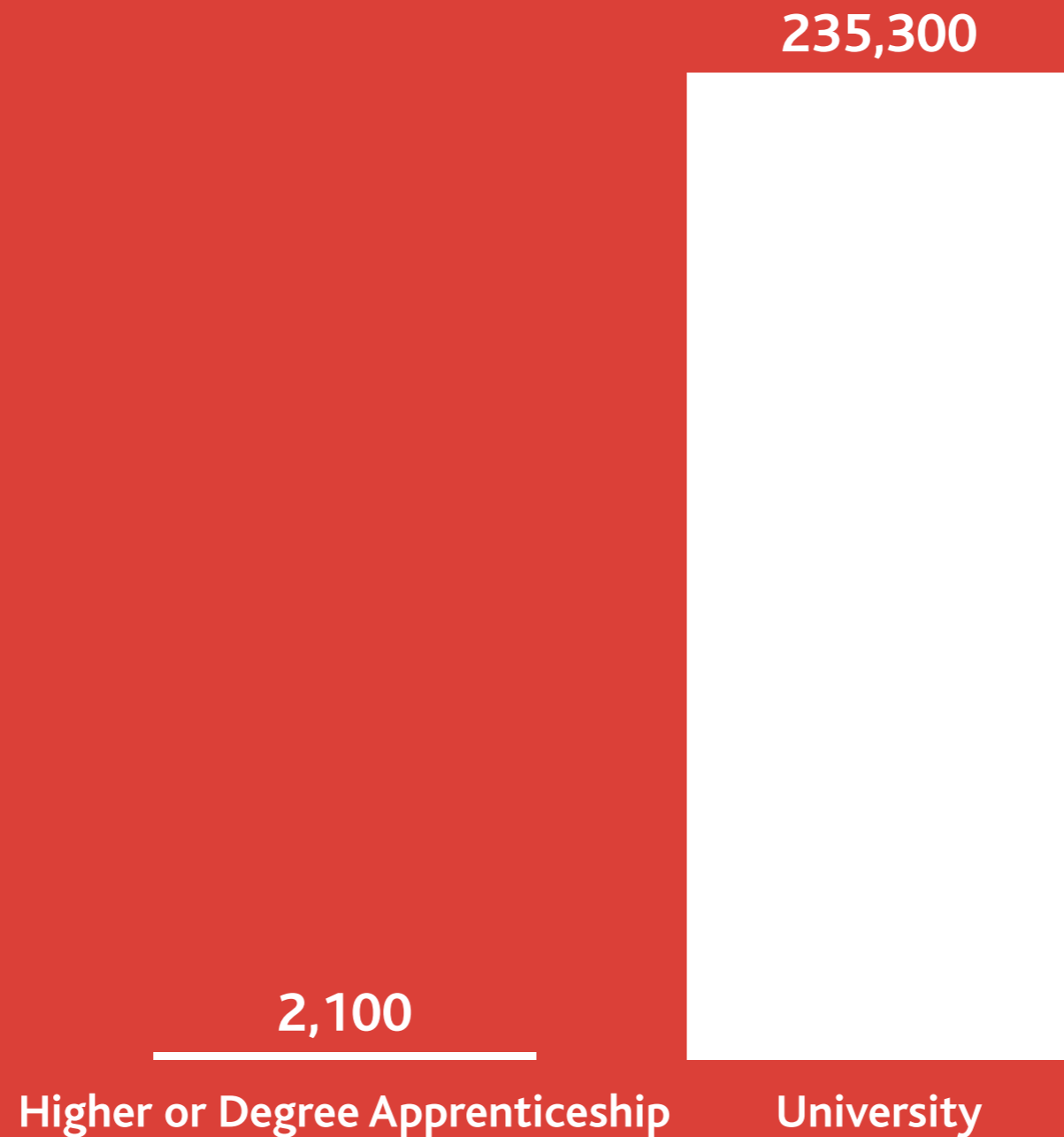
Senior investment & commercial banking professional

Senior leader

Solicitor

Systems engineering

18 Year Olds in 2016-2017

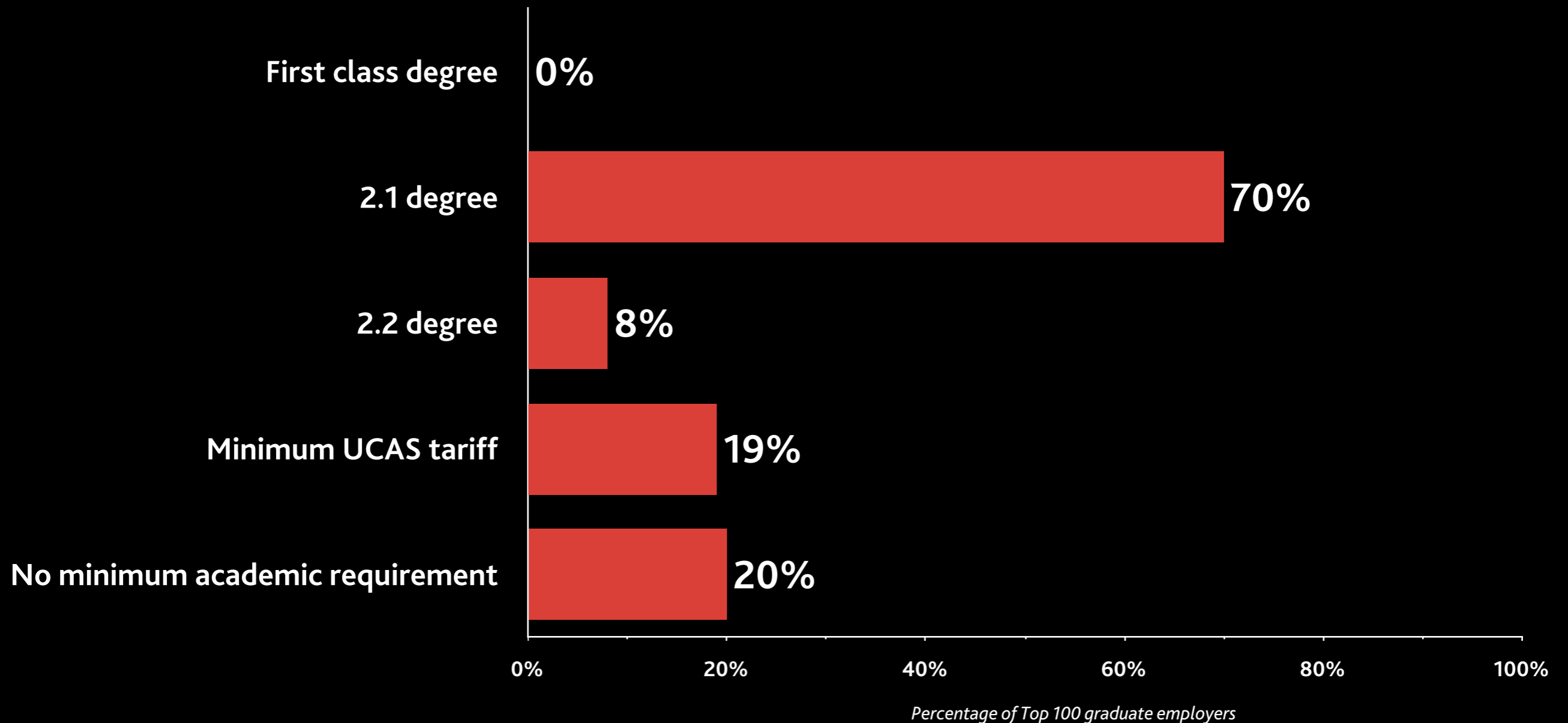


Source: Education Skills Funding Agency/UCAS

“I’ve no idea what I’ll want to do after university . . .”

- that’s fine – for 70% of graduate jobs, it doesn’t matter what subject you study at university
- choose a subject you’ll enjoy and will do well at
- try for the best university you can get into
- start job-hunting as early as possible at university
- make sure you get plenty of work experience
- do as many extra-curricula things as you can

Employers' Minimum Academic Requirements in 2018

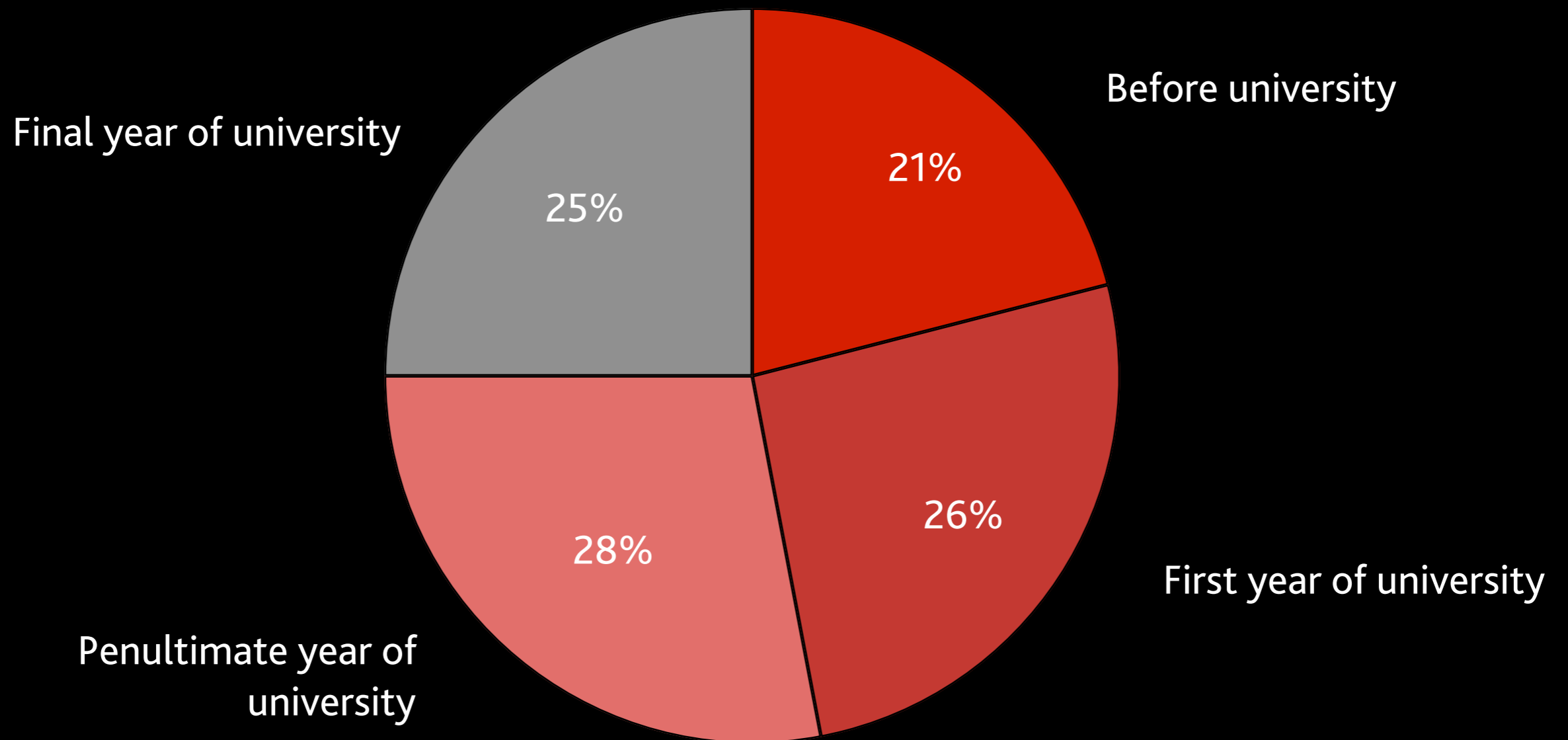


Most Targeted Universities in 2018-2019

<i>UNIVERSITY</i>		<i>UNIVERSITY</i>	
1	20 Manchester	11	13 Bath
2	14 Birmingham	12	12 Exeter
3	10 Warwick	13	28 Edinburgh
4	19 Bristol	14	4 London Imperial College
5	8 London University College	15	25 Sheffield
6	1 Cambridge	16	9 London School of Economics
7	11 Leeds	17	18 Southampton
8	16 Nottingham	18	5 Loughborough
9	2 Oxford	19	35 London King's College
10	7 Durham	20	21 Newcastle



When Finalists from the 'Class of 2018' Started their Graduate Job Search



“Final year students who’d completed an internship or other work experience were three times more likely to have received a definite graduate job offer, compared with those who’d had no work experience at all.”

Finalists' Experiences at University

