

## OCT 4th DEADLINE EMPLOYERS

**RD = Resume Drop Employer:** Employer **not** coming on campus; selected candidates will be contacted DIRECTLY by Employer to set up phone or off-site interviews. All other Employers will be conducting on-campus interviews and their interview selections will be made via DartBoard.

### OPERATIONS MANAGEMENT & MERCHANDISING

**C&S Wholesale Grocers** - Support Procurement and Supply Chain initiatives by analyzing company data. Help spearhead an effort to redesign the information flow for the \$11 billion grocery and frozen supply chain departments.

**Hillstone Restaurant Group**- Train in Operations Mgt. for privately-held collection of upscale restaurants with 45+ locations in major cities. Train in California & Arizona, before assignments in other major cities.

**MBI, Inc.** - Product management of high quality consumer collectables. Immediately, take responsibility for developing and implementing the marketing plans for your products. Get actively involved in all stages: advertising, marketing (strategy, implementation, analysis), product development, product sourcing.

**Bridgewater Associates** – Management Associate Pgm. - innovative laboratory for learning how management works best. Work alongside Bridgewater’s leadership to run the company or manage parts of the business.

### EDUCATION

**Carney, Sandoe & Associates** - Educational recruitment firm for independent schools in U.S. and overseas.

**Search Associates**- Teach in English language schools abroad or independent/private schools (PK- Gr.12) in the U.S. and Canada.

### ENVIRONMENT

**RD-Environment America** - Work directly with top environmental advocates & organizers in the U.S. Fellowship provides training & experience to for long-term leadership roles in the environmental movement.

### CONSULTING

**Advisory Board /Healthcare** - One of DC's Best Places to work-Washington Magazine. Interact with hospital executives and influence change at member hospitals through presentation of key research findings.

**Altman Vilandrie & Company** - Boutique strategy consulting group that focuses exclusively on the communications, media and related technology and investor sectors.

**Analysis Group** – Firm provides economic, financial, and business strategy consulting to law firms, gov’t agencies, and corporations. Conduct research, summarize and analyze data, attend meetings, assist with reports.

**Applied Value**- Range of strategy, operations and engineering management services. Work primarily with the internal case team in conducting basic research on industries, companies, markets. Travel abroad is likely.

**Axia Limited** - Global consulting firm where accelerated pace translates into more client contact, greater responsibility and ownership, and increased opportunities to make an impact. Work on project teams of 2-4

members, conduct research and analysis, develop insights and conclusions, and participate in client meetings. Projects typically last 2-6 months each, with ACs usually working on one or two projects at a time.

**Bain & Company** - Global business consulting firm with offices in all major cities. Helps management make decisions on strategy, operations, mergers & acquisitions, technology and organization.

**BTS USA** - Build financial models and simulations. Culture is the firm's foundation and the reason clients choose to do business with BTS. Most powerful aspects of the firm's culture: Fun & Adventure: BTS has won highly contested deals because clients said, "We chose BTS because they are more fun to work with." Achievement & Excellence, Freedom & Responsibility are the other primary aspects of value.

**RD-Charles River Associates** - Help provide litigation and regulatory support, business strategy and planning, market and demand forecasting, policy analysis, and risk management consulting.

**Clarion Healthcare Consulting**- Focused on the life sciences industry, assignments involve qualitative and quantitative research on products, markets, and companies, creation/delivery of presentation materials.

**Dean & Company** - Mix of business strategy & investing advisory work. Work on a variety of strategy development problems in multiple industries. Gain significant client exposure & responsibility from the outset.

**Decision Resources** – Associate role (undergrad). In-depth research in various healthcare industry sectors. Execute comprehensive research, conduct interviews, develop accurate product and market forecasts, and synthesize large amounts of data into discrete stories and assumptions that drive overall recommendations

**RD-Decision Resources** – Masters/Ph.D. level associate consultant role. Perform in-depth research on the trends, emerging developments, and market potential in various healthcare industry sectors.

**Fidelity Investments/Consulting**- 50-person team works internally with senior Fidelity leadership to identify and launch growth initiatives, manage or facilitate cross-enterprise initiatives, address operational issues.

**RD-IMS Health/Managed Market Services** – Keep the Government and Commercial Contracting consulting practice current on industry trends & issues, provide research support to consulting teams and management. Perform assigned tasks on a client engagement, develop relationships with peers on the client side.

**RD-IMS Health/Pricing & Markets Access** - Gain exposure to the most pressing issues facing pharmaceutical executives. Focused training in strategic thinking, analysis, data interpretation, presentation and working with clients. Early responsibility for delivering product, company and market analyses that shape recommendations.

**IMS Health/Strategy & Portfolio Analysis** - Serves life sciences firms in the global Fortune 500. Participate in all aspects of projects, including business research and market assessment, client interviews, alternative generation, model development & evaluation, meeting facilitation, creating/ delivering presentations to clients.

**Investor Group Services**- Market research and strategic support for private equity and corporate clients. Assess investment opportunities, evaluate corporate strategies, assess markets. High level of responsibility.

**LEK Consulting** – International business consulting firm with a global network of offices in North America, Europe, Asia, and Australia. Gather primary data on markets, competitors, and customers, develop strategic and financial analysis. Collaborate with project team members to derive trends, conclusions, and recommendations.

**Lippincott** – Firm of brand strategy consultants and designers, based in New York and part of the Oliver Wyman Group. Team of experienced and diverse brand thinkers & creators has created iconic brand programs for some of the world's best brands. Work stretches from highly creative to extremely analytical.

**McKinsey & Company**- Advises companies & non-profit organizations on strategy, organization, operations. Work at client sites with colleagues and client team, "owning" your piece of the project. Tasks include interviewing clients, leading client teams, building financial models, creating and delivering presentations, and working with McKinsey subject experts to develop perspectives and insights for the client. 6-12 wk projects.

**NERA- (Nat'l Economic Research Associates)** - International firm providing economic and financial advice, research, and analysis that often lead to expert testimony in litigation and regulatory proceedings. Help address issues arising from competition, regulation, public policy, strategy, finance, and litigation.

**NorthBridge Group**- Economic and strategic consulting for the electric and natural gas industries.

**Oliver Wyman/General Management**- Global Management Consultancy with more than 35 years experience serving Global 1000 clients. Work in teams to structure and carry out essential research and data collection. Conduct complex quantitative, strategic, and financial analyses of corporations and businesses.

**Oliver Wyman/Financial Services**- works with the world's leading financial institutions on their most difficult challenges. Two directors and four consultants per team. Work on projects in different practice areas interspersed with specialized training.

**Parthenon Group**- Firm serves CEOs at Fortune 500 and high growth companies across a broad array of industries and strategic issues. Distinct boutique philosophy- one that combines unparalleled commitment to clients, a high impact, customized approach and shared risk-taking.

**Putnam Associates** - Recognized by Consulting Magazine as a "Small Jewel" within the consulting marketplace for an innovative approach to client service, firm culture, and thought leadership, in the top 5 consulting firms for Best Firms to Work For.

**Trinity Partners, Inc.** - Leading life sciences consulting firm specializing in the pharmaceutical, biotech and medical device industries.

## **FINANCE**

**Audax Management Co.** - Middle-market private equity firm managing over \$3.5 billion. Analysts do research, financial, business and market diligence and analysis, as well as develop presentations.

**RD-Bain Capital/Private Equity** – Learn how to evaluate investment opportunities through fundamental strategic analysis in addition to more traditional financial modeling. Breadth of industries, multiple types of investments and overall deal volume provide opportunity to gain significant experience in a short period.

**Bain Capital/Venture Capital** – Focus on sourcing, analysis and execution of growth equity investments across technology & tech-enabled sectors. Work in a small team, reporting directly to a Principal or Director.

**Ballentine-Finn & Co.**- Provide support to multiple financial planners by summarizing & organizing raw data from multiple sources, generating financial info into meaningful and accurate financial planning reports.

**RD-Bank of America** - Within a focused industry or product group, help orchestrate capital raising and strategic advisory transactions. Gain visibility with clients as you represent a top tier global investment bank

**RD-Blackstone Group/Corporate Private Equity**- Engage in the direct acquisition of large companies in a variety of business sectors worldwide. Separate resume drops each for New York and Hong Kong locations.

**RD-Blackstone Group/Corporate Advisory M&A/New York** – Participate in all aspects of projects, work on a number of assignments at once. Get involved with the development, structuring, and financing of transactions and regularly attend both client and internal meetings, negotiations, and due diligence sessions.

**Blackstone Group/Mergers & Acquisitions/Boston** – Participate in all aspects of projects, work on a number of assignments at once. Get involved with the development, structuring, and financing of transactions and regularly attend both client and internal meetings, negotiations, and due diligence sessions.

**Blackstone Group/Park Hill Real Estate** - Raises capital for real estate-focused private equity firms, which invest in a wide range of real estate investment strategies. Draft marketing materials, coordinate road shows, and respond to investor due diligence requests.

**RD-Blackstone Group/Restructuring & Reorganization** –Become involved with the development, structuring, and financing of transactions and regularly attend both client and internal meetings, negotiations, and due diligence sessions.

**Bridgewater Associates/Investment Management Associate** - Manages \$165 billion in global investments for a wide array of institutional clients. Firm embraces open discussion, lively debate. Prepare for group interview.

**DC Energy** – Energy trading firm. Work in small teams organized by investment type or market and take responsibility for an individual "module" within the portfolio of the firm's investments. Focus on one investment type at a time but work across a variety of business issues within the area.

**Deutsche Bank** – Join the Corporate Finance arm of Global Banking. With 4,275 staff in 40 countries, arm provides integrated investment banking products and industry sector coverage. This includes advisory services, asset financing and leasing solutions, commercial real estate financing and equity capital market products.

**Fidelity/Equity Research**- Meet with top corporate management teams, industry experts, and Wall Street analysts to develop investment recommendations for Fidelity's Equity Portfolio Managers.

**Fidelity/Fixed Income** - Leading fixed income managers with over \$600 billion in bond and money market assets. Analyze individual issuers, the industries and sectors within which those issuers fall, as well as the structural aspects of securities in the fixed income markets including valuation analyses.

**Fidelity /High Yield**- Conduct research for high yield platform with funds in asset classes ranging from high yield bonds to convertibles to bank loans to equities. Meet with top corporate management teams, industry experts, Wall Street analysts, and experienced colleagues in order to develop investment recommendations.

**GCA Savvian Advisors**- Independent, rapidly growing investment bank focused on providing a full range of M&A, strategic advisory and capital formation services to companies in Technology, Healthcare, Consumer & Media. Work on client engagements, support qualitative & quantitative analysis, perform financial modeling.

**Goldman Sachs/Investment Banking**- Play a key role in developing and strengthening client relationships, participating on advisory teams and in structuring and executing a full range of financial transactions.

**Goldman Sachs/Investment Management** - IMD works with individual investors and large financial institutions, to develop advanced portfolio management. You will work in one of two major global businesses within IMD: Asset Management (GSAM) or Private Wealth Management (PWM).

**Goldman Sachs/Securities** - Work in either a Sales or Trading role. Sales serves as a critical link between the firm's issuing and investing clients. Traders are market makers who quote prices at which equities and fixed income products, currencies and commodities can be bought or sold.

**Keefe, Bruyette & Woods** - Leading authority for financial services companies. Rotational Analyst Training Program consists of 4 rotations: Research, Equity Sales, Equity Trading, and Fixed Income departments. Each rotation lasts 3 months. Upon program completion, you are permanently assigned to one of the 4 departments

**Lazard**- Join small transaction teams for this global investment bank. Assignments fall into a range of categories, including M&A divestitures, general and strategic advisory, restructuring and capital markets.

**Lazard Middle Market** – Serve as a key member of the deal team, working with a managing director and a middle level investment banker. Receive significant responsibility, client exposure, deal experience, education and understanding of transaction structures. Gain broad-based knowledge of many industries.

**Louis Dreyfus Commodities** - Worldwide processing, trading and merchandising of agricultural and energy commodities. Gain familiarity with the physical flow of commodities in both domestic and export markets and an understanding of Louis Dreyfus' position in a global market.

**MDT Advisers**- A quantitative investment management firm providing separately managed accounts and mutual funds to individuals and institutions. Contribute to all investment research, software development, and portfolio management.

**RD-MFS Investment Management** - Become fully immersed in the investment management world of stock picking. Work with the fundamental equity research team and gather information on companies to augment the coverage of the analysts.

**Morgan Stanley/Global Capital Markets** – Gain understanding of/evaluate specific financing products within a broader Corporate Finance framework. Learn about company capital structures and the financing decision-making process. GCM has 3 main areas: Market Coverage, Structuring/Product/Solutions Groups, Syndicate.

**Morgan Stanley/Investment Banking** – Typical projects include strategic and financial advice, restructurings, mergers and acquisitions, leasing, equity and debt underwriting, project finance, real estate advisory and principal investing, and privatization.

**RD-Morgan Stanley/Investment Banking-Healthcare** – Menlo Park, CA opportunity. Subsector coverage includes pharmaceuticals, biotechnology, medical devices, life sciences tools, diagnostics, healthcare IT. Work on lean deal teams and take on significant roles on both business development projects and live transactions.

**Morgan Stanley/Fixed Income Sales & Trading**- Division's flat organizational structure and open trading floor enables collaboration with experienced colleagues, learning from senior Sales and Trading professionals.

**RD-Morningstar** - Leading provider of independent investment research in North America, Europe, Australia, and Asia. Work in Advisor Software, Data, Research, and/or International business groups. Customized career tracks are designed for students with interests in technology, investment analysis, and general business.

**Nationwide** - 2-yr Financial Leadership Rotation Program is designed to develop leaders. Provides 3-4 cross-functional, cross-company rotations within finance, investments, strategy, accounting and internal audit.

**Putnam Investments**- Global money management firm with 70 years of investment experience, offering a broad range of investment products. Works with over 200 institutional clients.

**Revolution Partners**- A Boston-based investment banking firm with offices in Los Angeles and San Francisco that specializes in Mergers & Acquisitions advisory and Private Capital fundraising for technology companies.

**RD-Sands Capital Management** - One of the largest investors in many leading companies such as Google, Amazon, Visa, and Apple. As part of their research, RAs meet with executives from leading companies, attend industry conferences, interview industry experts, make on-site visits to facilities/stores of portfolio companies.

**Summit Partners** - Global private equity and venture capital firm. Attend tradeshow, review industry journals, develop firm's proprietary database of private companies, and speak with over 1,000 entrepreneurs each year in an effort to source 2-3 portfolio companies for the firm

**RD-Thomas Weisel Partners** – Investment banking division specializes in growth sectors of the economy. Locations: San Francisco, New York, Toronto, London work on multiple simultaneous projects at any given time, with primary responsibilities for the research and analysis related to transaction generation and execution.

**RD-Travelers Companies** - Amazing investment management opportunity in St. Paul, Minnesota, where three-year Fixed Income Associate Analysts assist in the management of a \$65 billion investment portfolio. Enter in one of two tracks: Corporate and Municipal track or Quantitative track.

**RD-Unum** - Complete 3-4 cross functional job rotations over the course of 4-6 years. Business area rotations may include Claims Management, Underwriting, Customer Services, Enrollment, Finance and Marketing. Rotations vary from 12-24 months depending on the role, complexity and business needs. At least one rotation will be outside of your primary work location.

**William Blair/Corporate Finance** - Chicago-based investment firm offering investment banking, asset management, equity research, institutional & private brokerage, private capital to individual, institutional, and issuing clients.