What I Did On My Summer Vacation...

Jessica Henry, Employer Development

I may speak for many of us when I say the “what I did on my summer vacation” essay certainly has a different feel than it did when I was in elementary school. In fact, the “vacation” portion of the phrase seems to be a thing of the past. As first-years prepared to go back into the classroom and second-years completed their summer internship, the MBA Career Services team was busy traveling the globe—literally—and making connections with both established and new corporate partners. What did we do in June, July and August (the months formerly known as summer vacation)? Read on and find out.

“We visited with over 100 COMPANIES...”

That’s a line that never would have been included in my fifth grade essay on summer vacation, but priorities have changed. MBA Career Services had over 100 visits with corporate partners this summer, attending corporate events such as Barclay’s Capital Career Services Day in July to hosting companies, including Booz-Allen, at the Hyde Park campus in August. We also visited companies who may be new to the Chicago GSB, including ABN-AMRO in London, Refco in Chicago and New York, and Google Inc. in the Bay Area. Check out our robust list of company visits in this insert as well as a few more in-depth company profiles that came out of our summer travels.

DEAN’S ROUNDTABLES

Ted Snyder and Stacey Kole once again hosted a number of alumni receptions and roundtable discussions with the Class of 2006, visiting 6 major cities and over 100 rising second-year students. MBA Career Services was represented in each city—Boston, London, New York, Minneapolis, Chicago and the Bay Area—and as the new kid on the block, it was a pleasure to meet many of you in your respective “homes” for the summer. We were able to get a wonderful sense of not only your summer experiences but your job search goals for the upcoming year. We heard the themes: private equity and venture capital continue to be a top career goal for many of you, while an increased presence of marketing positions is of concern to others. Rest assured that we heard you...check out our Fall Preview article on the back page for a glimpse into how your feedback is being put into action.

ALUMNI OUTREACH

Alumni, as many of you will be in less than a year, continue to be a key source of knowledge and opportunities for the Chicago GSB, and this summer proved no different. With alumni receptions accompanying each of the intern roundtable events, I hope that many of you were able to connect with those GSB’ers who came before you. We also spent a great deal of time with alumni in their home offices. From Brooke Hardin, ’04, Assistant Marketing Manager at Ocean Spray near Boston to Patrick Tschosik, ’97, a Senior Research Analyst with RCM Capital Management in San Francisco, our alumni continue to strengthen the reputation of a Chicago degree through their professional successes. As all of you peruse the new Community Directory and search for alumni in your function or area of interest, keep in mind that their workload is already impressive...our message for you after this summer is “do your homework” on the industry and company before you reach out. In the end, it will only help your search.

THERE ARE CITIES OUTSIDE OF CHICAGO, LONDON AND NEW YORK?

While Chicago, London and New York draw the largest number of GSB interns and graduates, there is a wealth of opportunities available in other, oftentimes overlooked, cities. This summer MBA Career Services set...
To inform students about on-campus recruiting changes, alternative job search possibilities (not including job postings) and job opportunities in corporations that resemble those found in banking and consulting, MBA Career Services provides a spreadsheet that contains recruiting information that may not be captured in PBS. You can find this spreadsheet on the MBA Career Services website. This spreadsheet, PRO/IRO (Permanent or Internship Recruiting Opportunities), is not meant to reiterate information that can be found in PBS, but rather to supplement PBS with important information that cannot easily be found elsewhere.

**Nine PRO and IRO Worksheets**

- New Firms as of 9/20
- Returning Firms as of 9/20
- Additions to OCR (On-Campus Recruiting) after 9/20
- OCR Cancellations after 9/20
- Resume Book Purchasers
- Non-PBS Job Leads
- Firms Attending Corporate Forum only
- Firms Hosting Presentations only
- Closely Related Jobs – New!

**On-Campus Interviews**

All firms that scheduled interviews by now are listed in PRO on the “New Firms” tab or the “Returning Firms” tab. Any firms that add or cancel interviews after that date will be listed on the “Additions” or “Cancellations” tabs. We have also listed all firms that have purchased the resume book. This can be a rich source of leads, as these firms are interested enough in Chicago GSB students to pay for the resume book. Bain Capital is a great example of a firm that purchased the resume book but is not planning to conduct interviews on-campus.

**Non-PBS Job Leads**

Non-PBS Job Leads are those leads that we have heard about but that have not been posted in PBS as either an on-campus interview or as a job posting. For these leads, we generally do not have a job description, but we will provide contact information. Some firms that come to campus for Corporate Forum or for a corporate presentation do not plan to conduct interviews on-campus. Sometimes their position will be listed in PBS as a job posting. You should attend their presentation or stop by to see them at Corporate Forum to find application information.

**Closely Related Jobs**

Finally, this year we have added a new tab called “Closely Related Jobs.” This tab will list jobs that may not fit exactly into a “function” category, or could be a similar position found in a different industry. An example of this would be any corporation that comes for M&A positions, which are also great opportunities for those looking at banking. They will be listed in PBS as “Company Finance: Treasury/Analysis,” but this doesn’t adequately describe the position. Home Depot has such a position within their Business Leadership Program.

This spreadsheet will be updated daily with changes or additions as they come in. The current information will be placed at the top of each spreadsheet. In addition to checking for updates, you should still be checking PBS for any changes or additions to the interviews already scheduled. PRO and IRO do not contain information that can easily be found in PBS, such as changes to interview dates, job descriptions, resume submission deadlines, or contact information.

**Off-Campus Interviews**

And don’t forget what could be the most important source of opportunities beyond On-Campus Recruiting: firms that post jobs for off-campus interviews. This is an important source of potential job leads. For instance, some firms will schedule interviews in a hotel downtown in order to interview both GSB and Kellogg students. When we have them, we will include detailed application instructions.

A similar spreadsheet will be available for first-year recruiting, Internship Recruiting Opportunities (IRO), starting around December 1. Please look for it!
Home Depot: Opportunities Across a Variety of Functions

Kevin Baltz, Senior Relationship Manager

When you think mergers and acquisitions, strategic business development, organizational effectiveness or marketing, I bet you don’t think Home Depot. Yet through their Business Leadership Program, opportunities in these areas – as well as a multitude of others – exist for students who possess strong analytical skills, a track record of leadership and a desire to live in the warm Atlanta climate. This program is designed to develop leaders through cross-functional job assignments, mentoring, classroom instruction and leadership development. Each of the four rotations will offer hands-on leadership experience while working on real-world business issues.

In addition to the Business Leadership Program, Home Depot will be interviewing for opportunities in their Business Development area, looking for consultant or banker types who are interested in analyzing acquisitions, divestitures and new business development concepts.

Be sure to attend Home Depot’s presentation on October 11th to learn more about the full-time opportunities available at this growing global organization. Resumes and online applications are due by October 14th. In addition, Home Depot, as well as SunTrust Robinson Humphrey and Cingular, have offered to meet with students in their corporate offices, either individually or as a corporate destination should a student trek get planned to Atlanta and/or the Southeast.

An additional entry into full-time employment at Home Depot is through a successful internship in their Future Leaders Program. Interns have the opportunity to gain valuable experience in marketing, finance, logistics, or operations, just to name a few areas. Qualifications for interns include strong analytical skills, leadership qualities, team-oriented, and a creative or innovative attitude towards their work. Home Depot will host a first year presentation on November 7th, with resumes due January 13, 2006 prior to their internship interviews on February 7, 2006.

Summer Vacation

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off to Denver, Atlanta and Philadelphia...all of which can offer an MBA great opportunities, both personally and professionally. As Kevin’s article will tell you, Atlanta’s Home Depot has internal M&A positions perfect for a GSB grad, while the scope of Philadelphia’s Comcast continues to grow almost daily. As you immerse yourself in your job search this fall, don’t forget these “other” cities, as there is indeed lucrative life outside of Chicago, London and New York.

### Firms Visited with Summer 2005

- A.T. Kearney
- ABN AMRO
- Adobe Systems
- Alpha Detail
- Apple
- Atlas Venture
- AXA Rosenberg
- Bain & Company
- Banc of America
- Securities
- Barclay’s Capital
- BASF
- Bear Stearns
- Booz Allen Hamilton
- Boston Consulting Group
- BP Amoco
- Cantor Fitzgerald
- Cargill
- Cargill Value Investors
- Cingular Wireless
- Citigroup, New York
- Citigroup, London
- Comcast
- Coors
- Crossfields Capital Management
- CSFB
- Del Monte Foods
- Deutsche Bank, London
- Deutsche Bank, New York
- DiamondCluster
- Dun and Bradstreet
- Eaton Corporation
- Ebay
- Fender Manufacturing
- Fidelity Investments
- First Data
- Corporation
- Franklin Covey
- Genentech
- General Mills
- General Motors
- Gilead
- Goldman Sachs, London
- Goldman Sachs, NY
- Google Inc
- Green, Manning & Bunch
- Guidewire
- Hewlett-Packard
- Home Depot
- Houlihan Lokey
- Howard & Zukin
- Invitrogen
- Johnson & Johnson
- JP Morgan, London
- JP Morgan, New York
- KLA-Tencor
- Koch Industries
- Lehman Brothers, London
- Lehman Brothers, New York
- Level 3 Communications
- Lexis-Nexis
- Lloyd’s
- Marakon & Associates
- McKinsey & Company
- Merck
- Pharmaceuticals
- Merrill Lynch, London
- Merrill Lynch, New York
- MN Connection
- National City
- Nationwide Insurance
- New York Life
- Ocean Spray
- Oracle
- O2 Capital
- Management
- PepsiCo
- PG&E
- Prometheus V LLC
- Public Commission of Chicago
- Putnam Investments
- Qwest
- RCM
- Refco, New York
- Refco, Chicago
- Schneider Electronics
- Siebel Systems
- Stratton Capital
- Management
- SunTrust Robinson Humphrey
- Target
- Telephia
- The Boston Consulting Group
- The Capital Group
- The Procter & Gamble Company
- UBS Investment Bank
- Vodafone
- Wellington Management
- West LB
- Westpac
- Wyeth Pharmaceuticals
- Yahoo!
- 3M
Employer Development Fall Preview: Coming Soon to a City Near You

Jessica Henry, Employer Development

Leaves are turning, classes are starting…and MBA Career Services will again be hitting the road to build corporate connections on your behalf. I just turned in my fall travel calendar to Julie, appropriately titled "Where in the World is Jessica Henry?" as my schedule so far reads something like this: London, Cincinnati, New York, Greenwich, Atlanta, Washington, DC, Seattle, San Diego, San Francisco, and of course, our own dear Chicago. I already have a number of visits set for the fall, including private equity firms in New York and marketing in London and welcome the chance to meet with many of you and your student groups to learn about your career goals and company "wish lists."

"This could be the start of a beautiful friendship." (Casablanca)

Speaking of private equity, Julie and I had a fantastic meeting with Jason Heltzer, '02, the founding member of the Chicago Private Equity Network (CPEN). Their dedication to—and enthusiasm for—Chicago GSB is unbelievable. If you are interested in the investment industry, as I believe many of you are, I hope you took advantage of hearing the CPEN representatives at Industry Immersion on September 20th. Also, keep your ears open for other events this semester through this new relationship between CPEN and MBA Career Services.

"I've got a feeling we're not in Kansas anymore." (Wizard of Oz)

This fall once again boasts a robust conference schedule around the country, with the National Society of Hispanic MBAs again hosting their annual event in Anaheim and the National Society of Black MBAs now coming together in San Diego (rescheduled from their original destination of New Orleans). I will also be attending the 11th Annual Global MBA Career Conference in Orlando in November. I look forward to seeing many of you there and networking with new and established firms.

So while your fall will no doubt be consumed by class assignments, group projects and career events, I will be busy traveling the globe on your behalf. With the movie theme, it almost seems too easy to end this article with one of the obvious standards... "I'm going to make him an offer he can't refuse." (The Godfather)

"Show me the money." (Jerry Maguire)

"Toga! Toga!" (Animal House)

So, as I pack my bags and you refine your resumes, best wishes for a wonderful fall quarter.

And may the force be with you... (I had to do it).