Recruiting Showcase 2018

Welcome Employers, Students, Alumni, and Parents!

Monday, September 17, 2018

6:30 – 7:30 p.m. | Employer Pitches
7:30 – 9:00 p.m. | Networking Fair
Allianz SE

A global financial powerhouse
Founded in 1890 in Germany

- Strength and stability
- The world’s 34th largest company globally\(^1\)
- Second largest company in the insurance industry\(^2\)
- Located in 70 countries
- More than 140,000 employees and serving 86 million customers worldwide
- The world’s fifth-largest asset manager worldwide

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2 Based on operating profit and market cap 2015
Who are we at Allianz Life?

- Keeping promises since 1896
- Home office in Minneapolis, MN with over 2,000 employees
- Retirement income and protection solutions through annuities and life insurance
- Leading provider of fixed index annuities
A strong and engaged workplace actively involved in the community

Top workplace awards:
- FORTUNE 100 Best Companies to Work For®
- StarTribune Top Workplace (8th year in a row)
- Working Mother 100 Best Companies
- People Magazine Companies That Care
- Training Magazine Top 125
- Yellow Ribbon Company
- 100 Best Workplaces for Millennials
Inclusion & Diversity

At Allianz, we foster a workplace where every person feels welcome, connected, and valued. Leveraging the talents and perspectives of a diverse group of people makes our company stronger and helps ensure our success!

<table>
<thead>
<tr>
<th>Employee Resource Group</th>
<th>Purpose</th>
</tr>
</thead>
<tbody>
<tr>
<td>BELONG (Black Employee Leadership &amp; Opportunity</td>
<td>Foster an inclusive culture by establishing a sense of community within the organization</td>
</tr>
<tr>
<td>Networking Group</td>
<td></td>
</tr>
</tbody>
</table>
What types of positions do we recruit for

- Actuarial
- Internal Audit
- Investments
- Finance
- Legal
- Human Resources
- College Internships
- Treasury
- High School Internships
- Marketing
- IT
- Distribution/Sales
- Operations
Financial advice for life

We’re America’s leader in financial planning¹, and continue to put clients first with comprehensive, goal-based advice for every stage of life.

Top ratings in the investment industry

1. #1 in customer service²
2. #1 in customer loyalty³
3. #2 most trusted⁴

A leading financial institution

- America’s leader in financial planning¹
- More than 2 million individual, business and institutional clients⁵
- A leader in financial planning, with more Certified Financial Planner™ professionals than any other firm³
- Ameriprise is among the top ranked in the investment industry for two years in a row from consumers for “likelihood to recommend the firm to friends and colleagues."⁶

A firm that’s strong, stable — and growing

- Ameriprise manages and administers assets totaling more than $850 billion⁷
- Ameriprise Financial, along with its employees and advisors contributed $15 million in donations, 8.8 million meals, 77,000 service hours and 192 grants, in 2017⁷
- 37th largest global asset manager⁸

Legacy of financial responsibility

New York Stock Exchange symbol: AMP
2017 operating results⁹
Net revenues: $11.9 billion
Earnings: $1.6 billion
Return on equity (excl. AOCI): 26.9%
Opportunities at Ameriprise Financial

60+ Internship Positions:
• Financial Advisors
• Business Development
• Actuarial
• Human Resources
• Finance
• Sales
• Marketing
• Corporate Communications
• Business Management
• Technology
• Asset Management

20+ Leadership Development Program Positions:
• Finance
• Business Management
• Technology
• Business Operations
• Legal and Compliance
• Marketing and Communications

Locations:
• Minneapolis
• Boston
• Chicago
• Green Bay
• Las Vegas

Requirements: 3.0+ GPA, leadership experience, communication skills, strong analytical/technical aptitude & interest in financial services. Leadership Development Program candidates need to have a previous internship experience.

JoinAmeriprise.com/students
Bethany Drebing
Talent Acquisition Partner
St. Olaf College
Who are we?

Andersen Corporation is the largest and most recognized window brand in the world and is known internationally for its high standards for quality.
Our vision is clear.

To make the world a better place by living up to the promise that everyone benefits from their association with Andersen.

We do that by creating ...

#DiscoverAndersen
Careers @ Andersen

Engineering, Environmental Health & Safety, Facilities, Finance, HR, IT, Marketing, Safety, Sales, Supply Chain, Sustainability, & More!
Best Buy

Tom Daymont ’06 (Ole) | Jonathan Featherstone ’17 (Ole) |
Adam Sveum ‘13 (Ole) | Kate Casados ’16 (Carl) | Lindsay Bessard ’08 (Carl)

Ellen Roth ‘08 (Ole)
Let’s talk about what’s possible.
We at Best Buy work hard every day to enrich the lives of consumers through technology, whether they come to us online, visit our stores or invite us into their homes.
This is us

We are 125,000 employees. We operate 1,000+ stores. We generated $42 billion in revenue. We love our communities.
Our values

Unleashing the power of our people
Having fun while being the best
Showing respect, humility & integrity
Learning from challenge & change
Diversity & inclusion
Early career opportunities

**Summer Associate Internship.**
- E-Commerce
- Human Resources
- Information Technology
- Marketing
- Media
- Properties
- Reverse Logistics
- Sales
- Supply Chain

**Traditional Internship.**
- Category Analyst
- Cyber Security
- Digital Engineering
- Enterprise Customer Care
- Finance
- Procurement
- Product Management
- Project Management
- User Experience

**Full-Time.**
- Category Analyst
What you get to do

- Manage multi-million dollar categories
- Collaborate and negotiate with consumer electronics companies
- Provide an analytical lens to creative problem solving
- Thrive in a fast-paced team environment
- Develop code for one of the top ecommerce websites in the country
- Gain business acumen and leadership skills to advance your career
- Exposure to a variety of technologies at a large, corporate and production-ready scale
- Play a critical role in making Best Buy better
Benefits…are the best!

- Leadership development
- Virtual and classroom training
- Tuition reimbursement
- Fitness and Wellness Center
- Employee discount
- Local artisan pop-up shops and farmers market
Talk to us tonight

• Alums from Merchandising and BestBuy.com!
• On-campus Interviews @ St. Olaf on 9/24
  › Category Analyst
  › Category Analyst Intern
• Apply via Handshake and The Tunnel

bby.me/universityrecruiting
Thank you.
A beginner’s guide to the changing tides in consulting and why Boom Lab could be the place for you
Our Organization

Boom Lab is a division of ThreeBridge Solutions—the second-fastest growing private company in Minnesota, voted a Top Workplace in 2015, 2016, 2017, and 2018. We offer a suite of services that range from individual leadership to whole-project control and execution, giving our consultants hands-on impactful projects at Fortune 500 companies from day one. Boom Lab provides training, development, personal attention and career support and guidance for our early-career consultants.

Who we are:

- Local consulting firm; not road warriors
- Cross industry, cross technology
- Strong focus on work-life balance
- Meaningful projects and teams from day one
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What we do:
- Project Delivery consulting for those interested in careers in:
  - Project Management
  - Business Analysis
  - Financial Analysis
  - Technical Analysis
  - Software Development
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  - Financial Analysis
  - Technical Analysis
  - Software Development

Why we need you:
- High-quality education
- ~40% hires are new grads
- Well-rounded, creative problem solvers with strong business acumen
- No major requirement
- Hiring for June 2019
Deloitte (Advisory)

Marit Rustad ’18 (Ole) | Charlie Li ‘16 (Ole)
Your future: Explored
Inside professional services, Deloitte, and your career
Fall 2018
We Offer…

Deloitte Network of Member Firms
- 263,000 people
- 150+ Countries
- $38.8 Billion (FY17)

Deloitte US
- 84,000 people
- 115 Offices
- $18.5 Billion (FY17)

Deloitte Minneapolis
- About 900 total professionals
  - Audit: 235
  - Advisory: 115
  - Tax: 175
  - Consulting: 275
  - Services: 100

Development
Impact
Diversity
Opportunities
Size
Scope
Breadth
Scale
Global Perspective
Choose your path

**Audit & Assurance**
Helps capital markets function with greater confidence, while providing valuable insights

**Risk and Financial Advisory**
Helps clients to lead in their industries, navigate through business risks and opportunities, and disrupt through innovation

**Consulting**
Helps address complex challenges in strategy, HR, and technology

**Tax**
Delivers strategic tax planning to clients, helping them gain the confidence to execute towards their goals

4 primary business areas
Ready for more?

Broadly speaking, our work is split across six markets:

- Assurance & Internal Audit
- Cyber Risk
- Financial Risk, Transactions & Restructuring
- Forensic
- Strategic & Reputation Risk Management
- Regulatory & Operational Risk
...greater scale, scope and variety of opportunity

...A leading platform to become a master in their field

...the chance to make an impact that really matters
Who we look for
How can you find your fit at Deloitte?

In the broadest sense, we look for campus candidates who:

• Are naturally curious
• Are tech savvy
• Are excellent communicators
• Are strong team players
• Have a continuous learning mindset

Want to find out what fit you may be at Deloitte?
Opportunities to join our team...

Audit & Assurance

**Audit Assistant** – Summer/Fall 2019
**Intern** – Winter 2019, Summer 2019
**Premier Student Program** – Summer 2019

Tax

**Tax Consultant** – Summer/Fall 2019
**Intern** – Winter 2019, Summer 2019

Risk & Financial Advisory

**Advisory Consultant** – Summer/Fall 2019
- Cyber Risk Analytics
- Assurance & Internal Audit Tech

**Intern** – Summer 2019
- Cyber Risk Analytics
- Assurance & Internal Audit Business
- Assurance & Internal Audit Tech
Epic Systems

Amanda Franklin | Abby Lewis ‘15 (Carl) | Steve Gustason ’14 (Ole)
Our Mission

DO GOOD.
WORK HARD.
HAVE FUN.
MAKE MONEY.
One System

Epic

Do Good
Red States (>40% Total Coverage): 40
Pink States (0-40% Total Coverage): 11
Software Development
Project Management
Technical Services

Epic

Careers
INROADS (Summer Internships, Multiple Employers)

Angela Karanja
TRANSFORMING THROUGH INNOVATION

lives. careers. community. corporate leadership.
TRANSFORMING LIVES
CAREERS
COMMUNITIES
CORPORATE LEADERSHIP

ANGELA KARANJA
Senior Talent Manager
404-480-3942
AKaranja@INROADS.org
ESign-In: http://ext1.inroads.org/candidatesignin/
THERE ARE NO SECRETS TO SUCCESS. IT IS THE RESULT OF PREPARATION, HARD WORK, AND LEARNING FROM FAILURE.

— Colin Powell
WHAT IS INROADS?

INROADS is the oldest, non-profit, LEADERSHIP DEVELOPMENT organization in the nation.

Founded in 1970 by Frank C. Carr, INROADS was the solution to an increasing lack of leadership opportunities provided to highly talented diverse and underserved students.

Today, INROADS has impacted the lives of 150,000 professionals.

INROADS Mission:
To develop and place talented underserved youth in business and industry, and prepare them for corporate and community leadership
WHY INROADS?

INROADS is the nation’s largest non-profit organization dedicated to providing Leadership Development and connecting students to their future.

Through INROADS you gain a chance to transform through our training, coaching, and mentoring. Gaining access to corporate and community leadership opportunities.
WHY INROADS?

Multi-year career-related work experience at top pay averaging $6,000 - $10,000 per summer (8-12 consecutive weeks)

Potential for full-time job offer upon graduation

Free tutoring (select markets) and participation in networking events with corporate executives and career-minded peers
CORPORATE PARTNERS INCLUDE

over 250 Fortune 500, Fortune 100, Fortune 10

- United Health Group
- Thompson Reuters
- Barr Engineering
- Margaret A Cargill Philanthropy
- Target
- Piper Jaffray
- AIG
- Deloitte
- PWC
- AB Global
- Travelers
- United Technologies Corporation
- P&G
- Colgate Palmolive
- FedEx
- UPS
- Kaiser Permanente
- Nintendo
- Microsoft
- Google
- Harris Corporation
- AT&T
- Aldi
- Shell
- Chevron
- Lockheed Martin
- Home Depot
- Federal Reserve Bank
- JPMC
To Qualify (apply) to be an intern you must...

- Attend a 4-Year college or university
- Have at least one summer left towards your 1st undergraduate degree
- Have a minimum Cumulative College GPA of 3.0
- Major in Business, STEM (Science, Technology, Engineering, Software Engineers & Math) and Liberal Arts

INROADS.org/apply

ACCEPTING APPLICATIONS NOW
88% believe INROADS training is making them better leaders

94% believe that INROADS made a difference in their life

95% believe that INROADS is a Best in Class Internship Provider

Fadwa
University of South Florida
Internship: TECO Energy
“My internship has allowed me to gain valuable work experience while also building professional relationships and putting myself through college.”

Erika
Delaware State University
Internship: Deloitte
“A lot of care from our mentors and managers go into our development, and it encourages you to excel.”

David
Baruch College
Internship: MetLife
“INROADS has prepared me for business success and has developed the soft skills that I now realize how important it is to have in the corporate environment.”

Cameron
University of Southern California
Internship: Target Corporation
“Being a part of INROADS, I learned that the most important investment you can make is in people.”

Maria
University of Puerto Rico
Internship: UTC Aerospace System
“I consider INROADS a very important company in my life. I take advantage of every opportunity and every event because everything they do is for our benefit.”
230 Corporate Partners across a variety of industries

WHAT OUR PARTNERS ARE SAYING

Bill Queen
Chief Operating Officer
First Party, Travelers

"Every company can benefit from working with interns that are qualified, energetic, and passionate and care both about their career and their contributions to society."

Fredrick A. Scott
Campus Recruiting Leader, Americas Recruiting
EY

"INROADS...has allowed EY to reduce its on-boarding time for new hires."

Pat Collins
Sr. Manager for Diversity (retired)
Procter & Gamble North America

"INROADS can be essential in meeting corporate strategic goals of hiring diverse leaders, future managers and high-performing students."

Lou Carrion
Vice President, Customer Service Operations
Sprint

"INROADS afforded companies the opportunity to gain the talent of the highest achieving college students..."

Joe Myers
VP, Materials Acquistion & Management
Lockheed Martin Corporation

"INROADS interns have made the real difference in our business, bringing new perspectives and a fresh set of eyes to the operations we manage."

Jim Walter
Sr. VP, WW Quality Assurance
Mattel, Inc.

"INROADS does all of the heavy lifting..."
THANK YOU!

TRANSFORMING
THROUGH INNOVATION

lives. careers. community. corporate leadership.
Kipsu

Hannah Stoker ‘18 (Ole) | Deepak Shah ‘18 (Ole)
Victoria Schanen
Kipsu

About Us

Software Company

Minneapolis

Founded in 2011

Best Places to Work

56 Kipsuvians (and counting!)

Confidential and Proprietary
Startup Culture

People  Leadership  Impact  Learning  Growth
### Our Opportunities + What We Look For

<table>
<thead>
<tr>
<th>Opportunities</th>
<th>We Look For…</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Success</td>
<td>Critical Thinking</td>
</tr>
<tr>
<td></td>
<td>Research, comparative analysis, resourcefulness</td>
</tr>
<tr>
<td>Sales</td>
<td>Managing Details</td>
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<tr>
<td></td>
<td>Accountability, time management, deadlines</td>
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<tr>
<td>Software Engineer</td>
<td>Communication</td>
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<td></td>
<td>Public speaking, teaching, business writing</td>
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<tr>
<td>Entrepreneurial Leadership Rotation Program</td>
<td>Tech Savvy</td>
</tr>
<tr>
<td></td>
<td>Basic knowledge - no fear</td>
</tr>
<tr>
<td></td>
<td>Business Acumen</td>
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<tr>
<td></td>
<td>Quick learner, aptitude, interest</td>
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<tr>
<td></td>
<td>Hunger</td>
</tr>
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<td></td>
<td>Continuous improvement</td>
</tr>
</tbody>
</table>
Optum (Consulting Development Program)

Erik Springer ’15 (Ole) | Mary Clare Durocher ’16 (Ole)
Halie Langanki ’16 (Carl) | Sylvia Larson ‘17 (Ole) | Logan Schafer ’18 (Ole)
Mike Habermann ’15 (Carl)
UnitedHealth Group
Ranked 5th
of the Fortune 500
$201.2B
FY17 revenue

Health Benefits
UnitedHealthcare

Health Services

A diversified enterprise with complementary but distinct business platforms

Where do OAS & CDP fit in?

Consulting Development Program
Part of Optum Advisory Services

As of Q1 2018.

Confidential property of Optum. Do not distribute or reproduce without express permission from Optum.
Advisory Services Organization

Where does CDP fit in OAS?

Advisory Services

<table>
<thead>
<tr>
<th>Payer Consulting</th>
<th>Provider Consulting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Risk Mgmt. &amp; Growth</td>
<td>Cost</td>
</tr>
<tr>
<td>Health Mgmt.</td>
<td>Strategy &amp; Growth</td>
</tr>
<tr>
<td>Payer Operations</td>
<td>Rev Cycle</td>
</tr>
<tr>
<td>Payer Sys. Integration</td>
<td>Clinovations</td>
</tr>
<tr>
<td>Optum Staffing Services</td>
<td>VBC Pop Health</td>
</tr>
<tr>
<td>Provider Services</td>
<td></td>
</tr>
</tbody>
</table>

Payer & Provider Client Partners

**Analytics**

**Advisory Resource Delivery Team (including CDP)**

Consulting Operations (Business Operations, Workforce Operations, Matrix Finance, HR, Marketing)

As of Q1 2018.
This fast-paced development program offers challenging and diverse project work, ongoing training and mentorship, executive exposure, and a variety of leadership opportunities.

CDP is what you make it. The more you engage, the more you benefit.
Roles and Responsibilities

- Systems Analyst
- Project Manager
- Technical Analyst
- Project Coordinator
- Quality Analyst
- Business Analyst
What to Expect When You Start

Boot Camp Onboarding

Foundations Training (Healthcare)

Training
Consulting 101, Project Finance, Networking, Intro to Tech, Intro to Corporate Communication

Business Analyst Training

Mentor/Buddy
CDP Committees

Onboarding
New Hire Welcome and Orientation

Training
New Hire Training, Y2L, 200 & 300 Level CDP Requirements

Marketing
CDP Newsletter, Personal Branding, CDP Link

Mentorship
Create Network between CDP Mentors and Mentees

Community
eMentors, Flag Football, Polar Plunge, Yoga, CDP Foodies

Recruiting
Career Fairs, Info Sessions, Onsite Interview Days, College Visits

Executive Engagement
Opportunities to engage with executive leadership

Professional Growth
Acquiring career-enabling skillsets
Thank you

CDP Recruiting

OptumCDP@Optum.com
**Ovative Group: fearlessly unlocking potential**

**What we do:**
We are a unique firm that brings together digital strategy, media execution, and measurement technology like no other.

**What we value:**
- Trust
- Doing the right thing
- Happy, driven, engaged culture

**Founded:** 2009
**Employees:** 125
**Deep expertise:** data, analytics, measurement, marketing execution

---

![Logo](image-url)
What do we look for?

Genuine:
We’re transparent, straightforward and respectful

Engaged:
We cultivate and nurture strong relationships

Experts:
We strive for excellence in everything we do

Data savvy:
We provide clear and concise measurement and analysis

Leaders:
We create future industry leaders by unlocking the potential of our team

Fun:
We bring our best everyday
PERFICIENT + PERFICIENT DIGITAL

END-TO-END IS JUST THE BEGINNING

00 / 00 / 2017
Perficient Overview
PERFICIENT

1997 Founded

PRFT Listed on NASDAQ

Global US, EU, China + India

2800+ Employees

90% Repeat Business Rate

$487 Million in revenue

23 N. America locations
With unparalleled information technology, management consulting, and creative capabilities, Perficient and its Perficient Digital agency deliver vision, execution, and value with outstanding digital experience, business optimization, and industry solutions.

Major market locations: Allentown, Atlanta, Ann Arbor, Boston, Charlotte, Chattanooga, Chicago, Cincinnati, Columbus, Dallas, Denver, Detroit, Fairfax, Houston, Indianapolis, Lafayette, Milwaukee, Minneapolis, New York City, Northern California, Oxford (UK), Southern California, St. Louis, Toronto.

With dedicated Perficient Digital agency expertise in: Ann Arbor, Atlanta, Irvine, Milwaukee, Chicago and St. Louis.
## Enterprise Partners

**ENTERPRISE PARTNERS**

- IBM
- Microsoft
- Oracle
- Adobe
- Salesforce

**STRATEGIC PARTNERS**

- Cloudera
- Google
- Hortonworks
- Informatica
- Red Hat
- Splunk
- Xamarin

- Insite
- Liferay
- Magento
- Pega
- Sitecore
- Tibco

Solid relationships with the world's leading technology innovators.
Dream Big. Build Beautiful.

Strategic design thinking and storytelling. Technology platforms and system integration.

To us, these things are not mutually exclusive. Because we see them as one. For proof of this conviction, look no further than how we approach your digital transformation and CX challenges.
Project Consulting Group

Sam Goldstein ’16 (Ole)
Minnesota’s leading provider of Management Consulting Services and Project Resources
PCG CORPORATE OVERVIEW

• Founded: 1998; privately held
• Headquarters: Minneapolis, MN; clients across the US, projects globally
• PCG Consultants: Full-time employees
• Experience: Over 20 years and 1500+ projects successfully completed

AWARDS AND RECOGNITION

Top 25 Management Consulting Firm
Corporate Partner PMI & Minnesota
Fast 50
Corporate Sponsor (Minneapolis-St Paul Chapter)
For our Clients

• Enable Fortune 500, Mid-Market & Government organizations to plan and execute their strategic initiatives
• Strategy Services, Project Management, Business Analysis & More

For our Employees

• Individualized Career Paths
• Professional Development
• Project Type, Lifestyle, Career Advancement
PCG's Associate Program

Roles for Recent Graduates:
- PCG Associate Program
- Project Coordinator
- Business Analyst

“Vertical and Horizontal Advancement”
Thank You
Securian Financial

Luke Janka
Talent Acquisition Specialist

SEPTEMBER 17TH 2018
Who We Are:

- Financial Services Company
  - Life Insurance, Annuities, Retirement, Investments
  - Mutual Company
- Downtown St. Paul
- Est. 1880
- Committed to meeting the needs of our customers
What We’re looking for:

• Intellectually curious students
• People who want to make an impact
• Diverse background of majors
• Interns and full time
What we can do for you:

• Meaningful work
• Competitive pay and benefits
• Continued development
• Informing and fun summer experience
What We’re Offering:

• Actuarial interns and fulltime
• Business Tech. Interns
• App Development Interns and Fulltime
• Infrastructure and Operations Interns
• Digital Marketing Analytics Interns
• Digital Marketing Interns
• User Experience Interns
Thank you!

Contact info:
Luke Janka
Luke.Janka@securian.com
Phone: 651.304.0929

Securian Financial is the marketing name for Securian Financial Group, Inc. and its affiliates. Insurance products are issued by its affiliated insurance companies. Securities and investment advisory services offered through Securian Financial Services, Inc., registered investment advisor, member FINRA/SIPC.
SPS Commerce

Brian Finks ’13 (bfinks@spscommerce.com)
Noah Anderson ’18 (nmanderson@spscommerce.com)
About SPS Commerce

• SPS Commerce provides cloud-based supply chain management software to retailers, suppliers, third-party logistics providers, and distributors
• Our outsourced services enable retail trading partners to spend less time managing their systems, so they can spend more time serving their customers.
About SPS Commerce

- Headquartered in Minneapolis, MN
- Offices in Little Falls (NJ), Kiev, Melbourne, Sydney, Beijing, Hong Kong, and Toronto
- 70 consecutive quarters of growth
- 75,000+ customers in 60 countries
About SPS Commerce

• Employees come first. Recognized as a top workplace by the Star Tribune, Workplace Dynamics, Forbes, Minneapolis/St. Paul Business Journal
• Supportive culture with a get after it attitude
Opportunities

Current openings:

• Customer Support Analyst
• Associate Consultant I
• Community Account Executive
• Software Engineer Intern (Summer)
work somewhere you
as a inventory analyst, you will:
what you need on day 1.

Leadership
- Demonstrated leadership experience
- Strong drive & initiative
- Decision making skills
- Collaboration skills

Communication
- Ability to communicate clearly and effectively to variety of audiences
- Excellent oral, written, and presentation skills
- Ability to advocate for one’s point of view

Problem Solving
- Analytical skills
- Strategic thinking
- Ability to understand & execute long-term strategies
- Comfort with ambiguity and risk taking
Laura Schmiel (St. Olaf ’16) | Reed Cammarota (Carleton ’16) 
Chloe Mitchell (St. Olaf ’16) | Becca Braun (St. Olaf ’18)
Who We Are

• A national health care and human services consulting firm.
• Provides practical solutions for the real and pressing challenges within institutions, communities, and governments.
• Committed to independence and integrity in our work.
• Combines professional expertise with extensive knowledge and a rigorous approach to analyze and solving problems.
Where We Are
Who We Serve
Senior Research Analyst

Key responsibilities:

• Quantitative data analysis
  – Analyze data using SAS, Stata, and Excel
  – Data visualization using Excel, Tableau, and ArcGIS

• Qualitative data analysis
  – Conduct literature reviews
  – Conduct site visits and telephone interviews
  – Analyze data using ATLAS.ti and Access

• Schedule and coordinate projects
• Contribute to reports and proposals
• Assist with business development

Qualifications:

• An interest in the healthcare or human services fields
• Strong written and oral communication skills
• Analytical thinker
• Motivated and self-starter
• Knowledge of Stata, SAS, or other statistical software and experience analyzing data is a plus
Life at Lewin

Lewin participating in the American Heart Association’s annual Heart Walk at Target Field

Lewin’s Eden Prairie running group out and about
What do we do?

Wealth management involves investing for families and individuals and providing advice on a variety of financial planning matters.
Junior Investment Team (Analyst-Associate Director)

10 People

- Binghamton University
- Cornell University
- Colorado College
- Haverford College
- Tufts University
- University of Michigan
- Williams

50% Women
50% Men
UHG R&D Group (formerly savvysherpa)

Grant Weller  |  Andrew Teasdale  |  Ashley Trdan
Career Opportunities at UnitedHealth Group

Bringing your best every day defines your life’s best work.℠
Your First Job – Changing the World
Who We Are

Corporate Fast Facts

We provide medical benefits to people residing in more than 125 other countries.

Nearly 260,000 people worldwide power UnitedHealth Group with their entrepreneurial spirit and commitment to quality.

UnitedHealth Group invests nearly 3.2 billion annually in technology and innovation. We process more than 750 billion digital transactions annually.
Our Businesses

UnitedHealth Care

UnitedHealthcare provides health care coverage and benefits services.

Optum

Optum provides information and technology-enabled health services.
Forbes Magazine listed UnitedHealth Group as one of The Top 25 Companies Where Millennials Most Want To Work In 2016.
Awards & Recognition

- Voted Top 50 Workplaces for Millennials in 2016
- A Top Community Minded Company in the Nation 2017
- Employees volunteered 1.5M volunteer hours in 2017
Diversity & Recruitment Through Partnerships

We’re dedicated to building teams where every individual is recognized for his or her unique experience and contributions. Examples of our recruiting efforts include:

- National Black MBA Association, Inc.
- Empowering Visionaries.
- The FORUM on workplace inclusion
- Reaching Out
- National Sales Network
- National Society of Hispanic MBAs

Changing the world is just one result of doing your life’s best work.®

UNITEDHEALTH GROUP®
Our Company Mission & Values

**Our Mission**

**Our mission** is to help people live healthier lives.

**Our role** is to make health care work for everyone.

**Our Values**

**Integrity** - Honor commitments. Never compromise ethics.

**Compassion** - Walk in the shoes of people we serve and those with whom we work.

**Relationships** - Build trust through collaboration.

**Innovation** - Invent the future and learn from the past.
Innovation
Positions

**Data Science – Statistics Focus**

- Bachelors or M.S. in quant discipline: Statistics, Computer Science, or Engineering
- Experience with or willingness to learn R
- Willingness to learn advanced statistical and predictive modeling methodologies

**Data Science – Machine Learning Focus**

- Bachelors or M.S. in quant discipline: Mathematics, Statistics, Physics, Computer Science or Engineering
- Background in linear algebra and multivariable calculus
- Experience with or willingness to learn Python
- Experience cleaning and visualizing data a plus
Positions

You will:

• Clean, analyze, visualize, dissect and reassemble, torture, and wrangle data looking for insights
• Select analytical methods to explore, develop, and test hypotheses
• Develop and apply predictive models
• Work with smart people on hard problems in healthcare – the solutions you find will make a positive difference in the lives of people. Now.
• Grow and develop your skill set in a profession Harvard Business Review calls, “The sexiest job of the 21st century.”
• Learn the skills that will power you to dominate your favorite baseball/football/basketball fantasy league
Why Work Here

Top 7 Reasons

1. You can greatly improve the lives of others.

2. Your managers are committed to helping you guide and nurture your development.

3. You’ll work with high energy, passionate people with widely divergent experiences and viewpoints.

4. You’ll help make a true difference driving innovative solutions in one of Fortune’s Most Admired Companies.

5. Your leaders will provide you with the support and feedback you need to reach new levels of achievement every day.

6. You’ll be part of a team that’s looking out for one another, giving high fives and aiming together for the next ambitious achievement.

7. You’ll work with a sense of drive and intensity that asks you to bring your “A game” every day. The one thing you won’t be is bored.
Learn More, Stay in Touch With Us and Apply

Get to Know Us!

Connect with us on social media via:

Apply with Us!

Apply to any job from any mobile device by visiting us at:

workatuhg.com/college

Chat with Us!

Chat Live Every Week with Our College Recruiters:

Wednesday & Thursday
2:00 to 4:00 pm CT
UnitedHealth Group (Corporate Development)

John Bruer ‘16 (Ole) | Will Haines ’16 (Ole) | Chris Winge ’17 (Ole)
Evan Lebo ’17 (Ole)
Available Positions

Full-Time Analyst – Starting Summer 2019

Intern – Summer 2019
Why Corporate Development?

- UnitedHealth Group
- Materiality of Work
- Exposure
- Runway / Placement
- Rapid Development
- Team
UnitedHealth Group

2018E Revenues

$220B+

139M individuals worldwide

Supported by a staff of ~260,000 people, including >30,000 physicians & nurses

~$3.2B invested annually in technology & innovation

No. 5 in the 2017 Fortune rankings of the 500 largest U.S. corporations

Fortune World’s Most Admired Companies 2017

- Ranked No. 1 in Insurance and Managed Care
- Ranked No. 1 in its sector for Innovation
- Named to the Dow Jones Sustainability World Index
Why Corporate Development?

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Corporate Development Historical Transactions

HELIOS
Surgical Care Affiliates®

MedExpress
EMPRESAS BANMEDICA

XLHealth

Advisory Board

catamaran
RALLY
Amil
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Why Corporate Development?

UnitedHealth Group
Materiality of Work
Exposure
Runway / Placement
Rapid Development
Team
<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Organization</th>
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<tbody>
<tr>
<td><strong>Corporate</strong></td>
<td></td>
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<tr>
<td>Dave Wichmann</td>
<td>Chief Executive Officer, UnitedHealth Group</td>
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<tr>
<td>Peter Gill</td>
<td>Treasurer &amp; Chief Investment Officer, UnitedHealth Group</td>
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<tr>
<td>Mark Allen</td>
<td>Vice President, Global Health, UnitedHealth Group</td>
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<td><strong>UnitedHealthcare</strong></td>
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<tr>
<td>Matt Aafedt</td>
<td>Chief Financial Officer, Central Region, UnitedHealthcare Community &amp; State</td>
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<td>Sachin Bansal</td>
<td>Director, Finance, UnitedHealthcare Global</td>
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<tr>
<td>Blake Berquist</td>
<td>Chief Financial Officer, Central Region, UnitedHealthcare Employer &amp; Individual</td>
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<td>Thad Johnson</td>
<td>Chief Legal Officer, UnitedHealthcare</td>
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<td>Molly Joseph</td>
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<td>Matt Peterson</td>
<td>Chief Executive Officer, Ancillary and Individual, UnitedHealthcare Employer &amp; Individual</td>
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<td>Brian Thompson</td>
<td>Chief Executive Officer, UnitedHealthcare Medicare &amp; Retirement</td>
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<tr>
<td>Rachel Turbeville</td>
<td>Chief Financial Officer, Bundled Payments, UnitedHealthcare Medicare &amp; Retirement</td>
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<tr>
<td>Russ Bridges</td>
<td>Vice President, Corporate Finance, Optum</td>
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U.S. Bank
Meaningful work, rewarding experience
We invest our hearts and minds to power human potential.
U.S. Bank Overview

18.7 million customers
74 thousand employees
$460B assets
3,054 branches

$278B loans
A+ S&P
5th largest commercial bank in the U.S.
#1 in ROE, ROA, and Efficiency Ratio among our peer banks

A1 Moody’s
EST 1863
$345B deposits

1. The debt ratings established for U.S. Bancorp by Moody’s and Standard and Poor’s reflect the rating agencies’ recognition of the strong, consistent financial performance of the Company and the quality of the balance sheet. Debt ratings as of 4/22/18. 2. Peer Banks: BAC, BBT, FITB, JPM, KEY, PNC, RF, STI, WFC.

Source: Company reports, period ending March 31, 2018.

What you think of...
What we do

CONSUMER + SMALL BUSINESS BANKING

WHOLESALE BANKING

PAYMENT SERVICES

WEALTH MANAGEMENT + SECURITIES SERVICES

CREDIT, COMPLIANCE AND OPERATIONAL RISK MANAGEMENT

CORPORATE FINANCE

LAW DIVISION

STRATEGY, HUMAN RESOURCES AND CORPORATE AFFAIRS

TECHNOLOGY AND OPERATIONS SERVICES

CORPORATE AUDIT SERVICES
I’m interested. What’s next?

Apply school website and U.S. Bank career site by September 20th
2018 Recruiting Showcase

Your future starts here

Amanda Spitzenberger & George Zeon
Analysts – Middle Market Banking

September 17, 2018
Vision, Values & Goals

Vision

“We want to satisfy our customers’ financial needs and help them succeed financially.”

Values

• What’s right for customers
• People as a competitive advantage
• Ethics
• Diversity and inclusion
• Leadership

Goals

To be the leaders in:

• Customer Service & Advice
• Team Member Engagement
• Innovation
• Risk Management
• Stakeholder Value
• Corporate Citizenship

Visit to www.wellsfargojobs.com/early-careers to learn more
Prospective Talent

Dedicated Talent

Diverse Work & Majors

Competitive

Visit to www.wellsfargojobs.com/early-careers to learn more
The Early Talent Experience

### Professional Development

**Network**
Gain access to senior leaders from across the company.

**Industry Training**
Benefits of specialized training that will build your skills.

**Team Building**
Collaborate on a company wide project with your cohort and attend team building retreats.

### Personal Development

**Exclusive Events**
Attend exclusive events—mixers, luncheons, and networking events.

**Mentorship**
Learning from a mentor, coach, and other experienced team members. Virtual speaker series are hosted to provide engaging learning opportunities about the organization and advice for a young professional.

Visit to [www.wellsfargojobs.com/early-careers](http://www.wellsfargojobs.com/early-careers) to learn more
## Early Talent Programs

### Banking, Markets, & Finance
- Consumer Lending
- Corporate Trust Services
- Financial Analyst (Wholesale Credit and Lending)
- Treasury Management
- Wealth & Investment Management
- Wells Fargo Securities

### Business Support Functions
- Audit
  - Corporate Risk
- Chief Administrative Office
  - Enterprise Finance
  - Leadership Pipeline
  - Quantitative Associate

### Technology & Operations
- Technology Program
- Wells Fargo Securities Operations

Visit to [www.wellsfargojobs.com/early-careers](http://www.wellsfargojobs.com/early-careers) to learn more