your future
made with
IBM

Do work that matters.
Innovate in a company of experts.
Grow and share your expertise.

IBM Today

• More than 380,000 full time employees and business partners in over 170 countries across the globe

• The largest consulting organization in the world, the second largest software company in the world, the largest IT financing company in the world

• Over 100 years of history and invention

• More than 81,000 patents; 22 consecutive years of U.S. patent leadership, a record 7534 patents in 2014

• 5 Nobel Laureates, 10 U.S. National Medals of Technology, 5 National Medals of Science

• 120 terabytes of data flow through IBM every day with data scientists extracting insights from this data in multiple projects across the business

• IBM Mobile...with over 125,000 mobile devices being used by IBMers to conduct company business

• IBMers have flexible work options, including schedules and work environments ranging from traditional, mobile, client, and work at home offices

• IBMers logged on average 55 hours in socially-activated learning in 2013 a 149% increase from 2012

• A crowdsourcing model used to discover and fund other IBMers innovative new apps that are making work easier

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Start your career at Chief Analytics Office

What is Chief Analytics Office (CAO)?
CAO is an elite analytics center of competency focused on enhancing IBM business performance through consulting initiatives. With a continuous track record of achievement, CAO is asked by the executive team to tackle IBM’s most complex strategic issues. To solve these problems, CAO combines data science and management consulting skills to conduct advanced analytics with a continuous focus on the overall business strategy.

What parts of the business do we work on?

**SALES**
- Capacity & Productivity
- Coverage Optimization
- Client Profitability
- Cross-Solution Selling

**FINANCE**
- Revenue Forecasting
- Quota Target Setting
- Investment Optimization
- Risk Analytics

**HUMAN RESOURCES**
- Workforce Optimization
- Workforce Reskilling
- Proactive Retention
- Talent Economics

**OPERATIONS**
- Pipeline Progression
- Go-to-Market Execution
- Operational Risk Prediction
- Cognitive Analytics

What is a typical CAO career path?
Consultants typically develop within CAO and then move on to leadership roles within IBM’s operating units in Sales, Operation, Strategy, Business Development, Finance, or Market Intelligence. Many CAO alumni are successful leaders in areas of their interest within IBM.

Application Procedure
Interested candidates should apply by submitting your resume and a cover letter to asabets@us.ibm.com, before February 19th.

Intern Job Description
This position is an internal Strategy Consultant internship with CAO. The strategy consultant intern will work alongside full-time professionals to enhance business performance through analytics and consulting initiatives. The main role and responsibilities will focus on an assignment with improved business models, data gathering and research, interviews, fact-based quantitative analysis and the creation of project deliverables. You will have an opportunity to gain valuable analytics and consulting experience while drawing on the knowledge of others within the team.