FEED YOUR INTELLECT
FEED YOUR CURIOSITY AND INTELLECT

At EMC, we know that a single idea can ultimately grow to change lives, conventions and the way the world does business. That's why we're always on the lookout for the biggest thinkers and the most innovative minds on campus and around the world. So if you're curious about what you can do, given the right opportunity and company, you're in the right place right now.

WHO WE ARE
EMC is a global leader in enabling businesses and service providers to transform their operations and deliver Information Technology as a service. Fundamental to this transformation is cloud computing. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset—information—in a more agile, trusted and cost-efficient way.

WHO SUCCEEDS HERE
At EMC, we look for the best and the brightest. We hire, develop and reward high-potential candidates with demonstrated academic achievement, proven aptitude and leadership potential and a track record of success.

“EMC wins by having the best products, the best service, the best value. But the way we will continue to win is by having the best people. That's why we've made a significant commitment to invest in talented people who are willing to infuse their energy and fresh perspectives into our company in exchange for exceptional technical development and career opportunities.”

– Joe Tucci, EMC, President and CEO

OUR GUIDING PRINCIPLES

• Success
• Lifelong Learning & Development
• Performance Focus
• Respect
• Shared Business Services
• Open Environment
WHAT TO EXPECT

EMC’s people are known for their passion for learning, innovating and
getting results. It’s our high standards—and obsession with always
finding a better way—that best define the EMC work environment.
We have built a culture of teamwork and trust, creating a sense of
camaraderie and continual career growth at both the departmental
and company-wide levels. Join us and turn your ideas, creative
problem-solving abilities and initiative into a successful future
at EMC.

Ready to see what you can do at EMC? Search this material now for
more information about our opportunities, Associate Programs,
Leadership Development Programs, paid Internships and Co-ops.

Students and recent grads are also encouraged to go to
www.emc.com/college to see all that EMC has to offer.

At EMC, we continually strive to reduce material use in our products and operations, recycle what
cannot be reused, and handle any waste with integrity and responsibility for the environment and
human health. With this in mind, please consider the environment before printing.
EMC has an array of outstanding opportunities for students to learn and grow their careers. Our Development Programs, Associate Programs, Intern/Co-op Programs, as well as numerous opportunities within our Information Infrastructure Products Division are outlined below. Click on the links below to learn more about your best fit within EMC.

Business Operations Leadership Development Program

Finance Training Program

Global Services Associate Program

Global Services Leadership Development Program

Greenplumb Software, Operations and Analytics Rotation Program

Human Resources Leadership Development Program

Information Infrastructure Products Division

Information Technology Leadership Program

Leadership Engineering Acceleration Program

Marketing Development Program

RSA

Sales Associate Program

Intern/Co-Op Program

Interview Skills
EMC BUSINESS OPERATIONS
LEADERSHIP DEVELOPMENT PROGRAM

Excel in operations, analytics and finance.

YOUR FUTURE STARTS NOW AT EMC.

As a motivated undergrad with your eye on the business world, you have the ambition and drive to be a future leader in Business Operations. Get the first-hand experience you need with EMC’s Business Operations Leadership Development (BOLD) Program. We’re looking for highly skilled, results-oriented individuals to join our world-class Global Business Operations organization.

EMC ranks among the ten most valuable technology companies. With approximately 48,000 employees worldwide, we are a global leader in Information Technology. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset—information—in a more agile, trusted and cost-efficient way.

Our BOLD Program will give you invaluable experience assessing, developing, and implementing a portfolio of best-in-class business processes and tools. We develop future Business Operations leaders through a three-year rotation program paired with a comprehensive training curriculum and ongoing mentoring with a seasoned professional on the Business Operations team.

LAUNCH YOUR BUSINESS OPERATIONS CAREER WITH EMC

As a Business Operations Analyst, you’ll quickly gain experience in a variety of operational, analytical and financial areas. Rotating through three one-year assignments, you’ll gain a comprehensive understanding of EMC’s Business Operations and Go To Market Strategy.
POTENTIAL ROTATIONS

- Global Business Planning
- Strategic Pricing
- Go To Market Programs
- Americas Business Operations
- Territory Alignment & Governance
- Channel Operations
- Partner Support Center
- Global Metrics & Measures
- SMB Operations
- Product Operations
- Global Alliance Operations

REQUIREMENTS

- Undergraduate degree in business-related field with a GPA 3.0 or better
- Analytical proficiency
- Demonstrated leadership experience
- Excellent written and verbal communication skills
- Motivation and professionalism
- Strong organization skills and attention to detail
- Ability to excel in a fast-paced, cross-functional and dynamic environment
- Team player

TIMELINE

Recruiting for this program occurs in the fall of a student’s senior year. To be considered, applications must be in before October 31.

“The experience and skill set I developed during my three years in the BOLD program have been invaluable to my career. BOLD significantly enhanced my business acumen and provided me with the necessary resources to excel at EMC.”

– Brian, Providence University, 2007
“As a new hire, I value having exposure to the inner workings of a multi-national corporation and the ability to work on projects that transform our revenue targets into reality.”

– Esha, Babson College, 2011

Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. Learn more about EMC’s BOLD Program at www.emc.com/college.
EMC FINANCE TRAINING PROGRAM

Go where finance, innovation and technology meet.

YOUR FUTURE STARTS NOW AT EMC.

You're bright, ambitious and ready to take on the world of Finance. Discover why CFO magazine recognizes EMC's Global Finance Training Program (FTP) as one of the ‘top seven finishing schools’. It's where leaders of tomorrow come to gain business-specific training and valuable mentoring by EMC leaders. And it's where you'll have a unique opportunity for growth, movement and exposure.

As one of the ten most valuable technology companies, EMC has approximately 48,000 employees worldwide. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset—information—in a more agile, trusted and cost-efficient way. By participating in our two-year Global Finance Training Program, you'll work and learn with EMC employees from all over the world, discovering what it takes to have a successful career in Finance working, for a global leader in Information Technology.

PROGRAM INFORMATION

• Core curriculum consists of MBA level Finance and Accounting courses
• International participants have come from Ireland, Japan, Hong Kong, Australia, UK, Italy, Israel, India and Spain
• Classes consist of college hires, international participants and experienced internal employees
• In addition to coursework, training includes:
  - Executive sponsorship with a lead role for each training week
  - Themed weeks based on critical EMC initiatives or strategies such as Mergers, Acquisitions & Business Development
  - Opportunity for high level networking, visibility and peer networking
• Robust mentoring program
GENERALIST PATH
For those interested in a broad experience over the course of three 12-month rotations, with as much exposure and experiences as possible. In this path, you'll adapt to a new role and supervisor and hold roles in various functions of Finance across corporate, functional, operational or accounting.

SPECIALISTS
For participants who have a more specialized major or career objective and who are looking for a chance to grow and develop in a specific part of the business, honing a unique set of skills. You'll hold a role within the Finance organization in corporate, functional, operational or accounting.

REQUIREMENTS
• BS/BA degree in economics, finance, or accounting preferred
• Strong leadership experience in extracurricular activities
• Internship experience in finance-related capacity
• Strong interpersonal, communication, influencing, and analytical skills
• Strong commitment, sense of urgency and initiative
• Problem-solving skills and ability to adapt and take ownership
• Superior academic achievement

TIMELINE
Recruiting for this program occurs in the fall of a student's senior year. To be considered, applications must be in before October 31.

“The opportunities and creative challenges that I have had the ability to encounter have surpassed any expectations I had of my first job out of college. It’s unbelievably rewarding to work for a company that invests and cares so much about its employees’ development.”

– Jill, 2008 Providence College alumna
“The Financial Training Program has given me the opportunity to sharpen my analytical skills and business understanding with real world examples of complex business decisions through direct interaction with all levels of EMC management. I have also been able to establish a vast network that stretches across and beyond the finance organization, which will undoubtedly help me grow and develop my career at EMC.”

– Erik, 2007 UMass Amherst alumnus

“I discovered the opportunity to receive MBA level financial training, specific to an exciting technology company known for its aggressive and frequent M&A transactions in the recent past. Coupled with expansive networking opportunities and the ability to rotate annually within Corporate Finance, FTP overshadowed competitive offers.”

– Andrew, 2009 Boston College alumnus

“The curriculum and rotation components of FTP have combined to give me a solid understanding of the role Finance plays as a value-added business partner. Exposure to roles in both corporate and functional finance groups has given me the skill set, the network and the confidence that will help me build a successful career at EMC.”

– Pamela, 2006 Boston College alumnus

Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. Learn more about EMC’s Finance Training Program at www.emc.com/college.

EMC is an equal opportunity employer that values the strength diversity brings to the workplace.
EMC GLOBAL SERVICES ASSOCIATE PROGRAM

Begin your journey to a career in innovation.

YOUR FUTURE STARTS NOW AT EMC.

See how far your talents and desire to work in Information Technology can take you. As a member of EMC's Global Services Associate Program (GSAP), you will initially travel to an EMC headquarters location for multi-week training. There you will gain the foundation necessary to achieve technical certifications in the award-winning EMC Proven™ Professional Program, as well as other industry certifications. At the end of your training, you'll return to your field office, where you will be assigned an EMC mentor for on-the-job coaching and ongoing skills development.

Overall, this is an excellent opportunity to receive an introduction to the IT industry, best practices, and methodologies, as well as provide first-class support to our customers. EMC ranks among the ten most valuable technology companies. With approximately 48,000 employees worldwide, we are a global leader in Information Technology. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset—information—in a more agile, trusted and cost-efficient way.

BE A FORCE IN IT INFRASTRUCTURE

Our associates are selected for their technical and problem-solving capabilities, strong communication and customer relations skills. We provide the training, hands-on experience and technical career path to help them achieve their career goals. In GSAP, you'll get a solid foundation of role-based training in technology, services and best practices. Your training will focus on the technical, professional and role specific skills required for success in your job. Next, you'll transition into a full-time role services role within the global services organization. Your technical and business expertise will be developed through the support of your manager and a designated GSAP mentor.
Throughout the program, we evaluate your performance, assess areas for development and provide the framework for advancement. You'll also have on-going opportunities for skills development, program engagement and expanding your global network.

<table>
<thead>
<tr>
<th>Title</th>
<th>Description</th>
<th>Minimum Requirements</th>
<th>IT Experience Required</th>
<th>Training Boot Camp Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate Customer Service Engineer</td>
<td>Supports and provides maintenance of EMC products</td>
<td>Associate's Degree (Technical)</td>
<td>0-2 years</td>
<td>6 weeks</td>
</tr>
<tr>
<td>Technical Support Engineer</td>
<td>Provides remote technical support to internal and external EMC customers from centrally-located EMC support centers</td>
<td>Associate's Degree (Technical)</td>
<td>0-2 years</td>
<td>6 weeks</td>
</tr>
<tr>
<td>Associate Consultant</td>
<td>Provides technical and consultative support for EMC technical solution opportunities on a range of IT consulting</td>
<td>BS Computer Science</td>
<td>0-2 years</td>
<td>6 weeks</td>
</tr>
<tr>
<td>Associate Storage Operations Specialist</td>
<td>Manages the customer's storage infrastructure</td>
<td>BS Computer Science</td>
<td>0-3 years</td>
<td>7 weeks</td>
</tr>
<tr>
<td>Associate Storage Operations Specialist II Residency Practice</td>
<td>Manages the customer's storage infrastructure on site</td>
<td>BS Computer Science</td>
<td>2-5 years</td>
<td>7 weeks</td>
</tr>
<tr>
<td>Associate Project Manager</td>
<td>Manages customer service delivery contracts and activities</td>
<td>BS Information Technology Management, MIS</td>
<td>2-5 years</td>
<td>5 weeks</td>
</tr>
<tr>
<td>Associate Technology Consultant</td>
<td>Supports presales activities (architecture, configuration, qualification, and supporting documentation) leading to the sale of EMC solutions</td>
<td>BS Information Technology Management, MIS</td>
<td>2-5 years</td>
<td>8 weeks</td>
</tr>
</tbody>
</table>
“The GSAP program has accelerated my career in ways I never thought possible. The experience that I gained in the courses is invaluable for providing the tools and knowledge to perform my job, while networking with the other associates, instructors, and mentors will continue to benefit me throughout my career.”

– Associate Technology Consultant, GSAP Alumnus

Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. EMC was named a “Top Entry-Level Employer” by CollegeGrad.com. And for the fourth consecutive year, EMC was recognized by Training Magazine as a top-ranking learning and development organization among technology companies. Learn more about EMC’s GSAP Program at www.emc.com/college.

EMC is an equal opportunity employer that values the strength diversity brings to the workplace.
EMC GLOBAL SERVICES LEADERSHIP DEVELOPMENT PROGRAM

Make an impact in the world of innovation.

YOUR FUTURE STARTS NOW AT EMC.

If you’re ready to get first-hand experience with a global leader in Information Technology, consider EMC’s Global Services Leadership Development Program (GSLDP). This full-time, two-year opportunity is your chance to join a choice group of recent graduates and MBAs who are destined to become the leaders of tomorrow. Through intense training and mentoring, you’ll create the foundation needed to excel at EMC.

EMC ranks among the ten most valuable technology companies. With approximately 48,000 employees worldwide, we are a global leader in Information Technology. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset—information—in a more agile, trusted and cost-efficient way.

As a participant in GSLDP, you’ll enjoy a unique opportunity to experience a variety of departments, where every day brings new challenges, experiences and opportunities. GSLDP is a 24-month program consisting of four six-month rotations within Global Services.

WORKING WITH GLOBAL SERVICES, YOU WILL:

• Strengthen your technical, business, and leadership skills by working with experienced leaders throughout the Global Services team
• Continually evolve to stay ahead of the rapidly changing business landscape and our customers’ growing business and IT challenges
• Gain valuable experience with consulting, implementation, integration, education, management and support services
REQUIREMENTS

• Four-year Bachelor’s degree plus two to four years of experience
• MBA graduate (no experience required)
• 3.0 GPA or higher
• Proven leadership skills through extracurricular activities and/or academic achievements
• Business and operation focus

“The GSLDP provides a unique opportunity for recent graduates who wish to be part of EMC’s world-class services organization and gain the resources, exposure, and experience necessary to succeed in this challenging, dynamic, and fast-paced environment. This program represents EMC’s continued dedication to investing in young professionals by cultivating the critical thinking and technical understanding they need to become future leaders who will drive our business forward.”

– Howard D. Elias, President, EMC Global Services and Resource Management Software Group

“The GSLDP has provided me the opportunity to be involved in highly impactful projects and take ownership of major initiatives for various departments. This program has allowed me to expand my network throughout Global Services and has provided me visibility to upper management. Gaining exposure across the different practices in such a short period of time is invaluable to my career and future at EMC.”

– Martha Perry, Associate Business Operations Analyst, GSLDP

TIMELINE

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Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. Learn more about EMC’s Global Services Leadership Development Program at www.emc.com/college.

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GREENPLUM SOFTWARE, OPERATIONS AND ANALYTICS ROTATION PROGRAM

SOAR to new heights.

YOUR FUTURE STARTS NOW AT EMC GREENPLUM
Greenplum is driving the future of data warehousing and analytics with breakthrough products, including Greenplum Data Computing Appliance, Greenplum Database, Greenplum Hadoop, and Greenplum Chorus. With Greenplum’s exciting new Unified Analytics Platform, our Data Scientists work with prospects and customers to develop new methodologies and tools, enabling advanced modeling and statistical analysis against petabyte-scale data sets. We empower global organizations to gain greater insight and value from their data than was even possible before.

This full-time position is based at Greenplum Headquarters, San Mateo, CA.

AREA: SOFTWARE, OPERATIONS, ANALYTICS

ROLE: SOFTWARE, OPERATIONS, AND ANALYTICS ROTATION (SOAR) PROGRAM
Graduating soon? Don’t just take the next step, SOAR to new heights in your career! Greenplum is an entrepreneurial environment – its own division within EMC. It is an ideal place to grow and develop your career. As a member of Greenplum’s Software, Operations, Analytics Rotation (SOAR) Program, you will join top talent from around the world to add value to our Unified Analytics Platform. You will participate in three rotations over an 18 - 27 month period, designed to give you maximum, hands-on exposure to our engineering operations, functions, and leading edge technologies. By focusing on substantial and relevant projects, you will make immediate impact and receive all the mentoring and training necessary to SOAR!
The program has three components: Mentoring, Training, and Rotations.

MENTORING – The SOAR Program is designed to develop highly skilled, productive, and committed individuals who will help lead Greenplum’s future success. You will have proven Greenplum leaders as mentors. These mentors will help you develop critical technical skills, business acumen, and leadership skills. Your mentors will also be instrumental in building your network, by introducing you to key individuals at Greenplum, EMC, and beyond.

TRAINING – The SOAR Program will not only give you the skills you need to do your job now, but also those skills you will need as a future Greenplum leader. You will receive specialized training (bootcamp style) in one or more of the following areas: Software Engineering, Database Internals, SQL, Hadoop, Data Science, Text Analytics, Program and Product Management, Escalation Engineering, and Quality Assurance. Once you receive the underlying foundation in Greenplum technologies, you will have opportunities to expand your knowledge in your areas of interest by participating in courses available to Greenplum employees.

ROTATIONS – The SOAR Program provides an opportunity for you to infuse work groups with knowledge and experience that you bring with you from school, internships, and previous rotations. You will participate in three 6 to 9 month rotations, most of which are located at our headquarters in San Mateo, but you may find yourself at one of our prospect or customer sites, all over the world! Upon successful completion of the program, you will secure a permanent placement at Greenplum.

“There have been few times in history where technology is changing the world so fast that ‘this looks like magic’ is the new normal. People are using increasingly sophisticated services to live their lives with mobile apps, social networking and sensors backed by Big Data analytics, and it’s global. It’s not enough to see the change, leaders are those who embrace the change and build into it. Our SOAR Program identifies, hires and mentors those new leaders who will seize this opportunity with us.”

– Luke Lonergan, Co-Founder and CTO, Greenplum: A Division of EMC

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EMC HUMAN RESOURCES  
LEADERSHIP DEVELOPMENT PROGRAM  

Help unleash the power of people.

YOUR FUTURE STARTS NOW AT EMC.

Your career in Human Resources starts with the EMC Human Resources Leadership Development Program (HRLDP). EMC is one of the ten most valuable technology companies in the world. With approximately 48,000 employees worldwide, we are a global leader in Information Technology. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset—information—in a more agile, trusted and cost-efficient way.

Here, you'll grow your expertise in key areas of human resources and develop the business and leadership skills you need for your career to flourish. The knowledge and experience you gain from interacting with EMC leaders and contributing your ideas to the HR organization will help you build the career of your dreams.

PROGRAM INFORMATION

• Three assignments within a period of 27 months
• Length of each assignment may vary
• Rotations include compensation, HR business partner/generalist, learning and development, recruitment, or HR Shared Services
• Upon successful completion of the program, participants are placed in HR positions that are determined by business need and participants' competencies

QUALIFICATIONS

• Bachelor's or Master's level academic credentials
• Impressive academic achievement and proven leadership potential
• Commitment to success, business aptitude and the ability to consistently achieve excellent results
“The HRLDP program took me out of my comfort zone and put me in a competitive, fast-paced environment. Opportunities arise quickly in EMC and I learned that I just had to raise my hand to be part of any initiative.”

– Shameen Shah, MBA, HRLDP alumna

“The HRLDP is a very unique opportunity to develop best practices in multiple functions of HR, while being able to make immediate contributions to the business. My experience in the program has been very positive so far and I look forward to applying the leadership skills I have developed in the program to the HR organization and EMC in the future.”

– Missy Gilbert, HRLDP alumna

“I am getting three years of experience in nine months because of the pace at EMC. The key is learning to be proactive and reactive at the same time. I can’t imagine a better experience for someone just out of college.”

– Rob Quinn, HRLDP alumnus

Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. Learn more about EMC’s Human Resources Leadership Development Program at www.emc.com/college.
YOUR FUTURE STARTS NOW AT EMC.

Be part of a company that continually innovates in the enterprise-storage industry. As part of the Information Infrastructure Products Division (IIP) of EMC, you'll have unique opportunities to continually invent, innovate, and lead. Join us and create award-winning, industry-leading solutions.

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With a role in our IIP Division, you'll put yourself at the center of global information, helping customers large, and small, around the world deal with the challenges of data management by providing intelligent storage infrastructure solutions.

IIP ORGANIZATIONS INCLUDE:

ENTERPRISE STORAGE GROUP
High-end enterprise and storage virtualization products with built-in security.

BACKUP RECOVERY SYSTEMS
Next-generation, disk-based data protection with the industry's most advanced deduplication storage and software.
ISILON
A fast-growing and innovation-driven organization that’s developing software-centric solutions to some of the world’s toughest data management challenges. Our storage platform is a powerful, yet simple way to manage data and applications, enabling enterprises to expect much more from their storage.

DATA COMPUTING DIVISION
The EMC Data Computing Division—with EMC Greenplum as the foundation—is driving the future of data warehousing and analytics with breakthrough products that enable organizations to gain greater insight and value from their data than ever before.

INFORMATION INTELLIGENCE GROUP
Products and solutions for information governance; the leading platform for information-enabled business applications and solutions.

INFRASTRUCTURE MANAGEMENT GROUP
Technologies that provide advanced IT management across the data center, providing customers with total visibility and control across their physical and virtual IT infrastructures.

统一 STORAGE DIVISION
Award-winning midrange and entry storage solutions that deliver unmatched levels of ease-of-use, efficiency, and performance, providing customers with constant information optimization, reliability and access.

BUSINESS OPERATIONS AND COMMON HARDWARE
Reliable and easy-to-use storage solutions for home and small businesses, including NAS.

GLOBAL MANUFACTURING OPERATIONS GROUP
We are committed to sourcing, building, testing and distributing the highest quality products at the lowest total cost to our customers and ensuring our customers enjoy the best Total Customer Experience in the industry. Our groups include Supply Chain Management, Manufacturing Engineering, Manufacturing Operations and Program Management.
“Our assignment is straightforward. We will build on our very deep technical and customer knowledge, our sustained excellence in new product development, our rich history of innovation, and decades of market leadership to lead EMC to new heights of competitiveness. Working together, we are going to build the world’s greatest products—period.”

– Pat Gelsinger, President and COO, EMC Information Infrastructure Products

If you’re looking for a work environment that thrives on diverse perspectives and technology excellence—EMC is for you. Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. Learn more about working here at www.emc.com/college.
EMC INFORMATION TECHNOLOGY LEADERSHIP PROGRAM

Unleash the power of information.

YOUR FUTURE STARTS NOW AT EMC.

Does the idea of developing technological solutions that create competitive advantage for businesses exhilarate you? Are you ready for the opportunity to put your technical skills to the test alongside the best and the brightest in the industry? If so, EMC’s Information Technology Leadership Program (ITLP) is for you.

We provide an exciting work environment that allows you to create, build and watch your Information Technology solutions solve business and technological challenges for an industry leader. Cross-functional in nature, this program will equip you with invaluable transferable technology consulting and project management skills that can be applied to a variety of positions across EMC’s Information Technology organization.

Choose from two tracks to success, each consisting of three rotations over an 18—24 month period.

BUSINESS CONSULTING TRACK

This track is ideal if you are interested in IT, but want a career focusing on consulting, business, or project management.

CANDIDATE PROFILE

- Undergraduates interested in technology, but seeking a career in consulting, business, or project management
- Effective communication and written skills
- Detail oriented with strong analytical and problem-solving skills
- Ability to build relationships and work successfully in global teams
- Exhibits leadership qualities, takes initiative and possesses creativity

EDUCATION: Bachelor’s degree. Concentration in MIS or related co-op/internship experience a plus.
Successful candidates will learn to identify, investigate and solve process and technology issues with IT-related and industry best practices in areas such as:

**BUSINESS TECHNOLOGY GROUP**

- Contribute to the fulfillment of process and design enhancements to drive business value
- Aid in the development of initial project proposals, detailed business cases and business requirements

**BUSINESS ANALYSIS COMPETENCY CENTER**

- Utilize a blend of technical, business and people skills to communicate key IT solutions
- Create functional designs, analyze data and manage internal relationships
- Plan, implement and support a multitude of applications throughout the company

**OFFICE OF THE CIO**

- Be involved with cross-IT initiatives, training, communications, governance and compliance activities
- Analyze data, network via different forms of media and participate in operational improvement initiatives

**TECHNICAL TRACK**

Leverage your technical skills with your communication skills to get a more in-depth overall knowledge of how IT in EMC works.

**CANDIDATE PROFILE**

- Undergraduates interested in application development, infrastructure, or security
- Effective communication and written skills
- Detail oriented with strong analytical and problem solving skills
- Ability to build relationships and work successfully in global teams
- Exhibits leadership qualities, takes initiative and possesses creativity

**EDUCATION:** Bachelor's degree in Computer Science, Engineering, or concentration in Management Information Systems or Security related discipline. Related co-op or internship experience a plus.
Successful candidates will work on projects dealing with application development, infrastructure, and security in such areas as:

**SERVICE DELIVERY GROUP**

- Utilize application development skills throughout the solution delivery lifecycle
- Develop, test and deploy IT based solutions to support EMC’s business units using application design and software development tools
- Candidates should be interested in and have exposure to application design or software development using standard coding languages (such as C++, C#, Java, etc.), relational theory and design

**GLOBAL INFRASTRUCTURE & SERVICES**

- Build, manage and monitor the EMC IT infrastructure within our data centers
- Gain knowledge in areas such as Global IT Command Center, IT Systems and Storage Management, Virtualization, Data Center Management and more

**GLOBAL SECURITY ORGANIZATION**

- Gain enterprise level experience and training in the field of information security and risk management
- Work closely with skilled security practitioners providing overall defense-in-depth security strategies

“If you're looking for work that is both challenging and fun, EMC is the place to be! It is a company that is growing and changing every day. There's never a dull moment, and I'm constantly learning and receiving new opportunities to grow in my career.”

– Dan I.

**TIMELINE**

Recruiting for this program occurs in the fall of a student's senior year. To be considered, applications must be in before October 31.

Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. Learn more about EMC’s Information Technology Leadership Program at [www.emc.com/college](http://www.emc.com/college).

EMC is an equal opportunity employer that values the strength diversity brings to the workplace.
EMC LEADERSHIP ENGINEERING ACCELERATION PROGRAM

Fast-track tomorrow’s technology, today.

YOUR FUTURE STARTS NOW AT EMC.

Jump in and help transform the world’s business through the power of information. As a member of EMC’s Leadership Engineering Acceleration Program (LEAP), you will join top engineering talent from around the world, gaining a broad range of experience and knowledge.

Working within our Unified Storage Division, you will participate in three nine-month rotations designed to give you maximum, hands-on exposure to our Engineering operations, functions, and leading-edge technologies. You’ll be an integral member of a team working to design, implement and debug high-quality software to run in a demanding, time-critical environment. Your responsibilities may include both development of new software products, as well as enhancement and support of released products.

REQUIRED EXPERIENCE

• Bachelor’s or Master’s degree in Computer Science or a related discipline
• 0–3 years of relevant experience
• Full Software Development lifecycle experience
• C++ and/or Java Programming in a Linux environment
• Perl or Python scripting
• Multi-tasking operating system development
• Good verbal and written communication skills
• Ability to analyze and produce solutions to complex technical problems
DESIRED EXPERIENCE:

- Algorithms
- Work experience on open source projects
- Understanding of Web 2.0 technologies
- UI experience with Flex/Flash is a plus
- Working knowledge of LAN/WAN networks, Web servers and Domain exposure
- Technical documentation development
- Ability to interface well with technical leaders and management
- Storage system fundamentals
- Advanced Storage System Features (High Availability, Disaster Recovery, Replication, File Systems)
- Performance Analysis
- Co-op or Intern experience in the above areas

“LEAP has provided me with a unique insight into how EMC operates that few others ever get to experience. Not only can I now leverage multiple networks throughout the company, but I gained functional expertise while doing so.”

– Nachiket Londhe, Class of 2010

“The LEAP program has provided an exciting opportunity for me to develop across the board, with emphasis placed on the required technical skills and the essential management/people skills. Even though I am only in my first rotation, I am thrilled about my future here at EMC because my potential is enormous.”

– Olu Oni, Class of 2011

Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. Learn more about EMC’s Leadership Engineering Acceleration Program at www.emc.com/college.

EMC is an equal opportunity employer that values the strength diversity brings to the workplace.
EMC MARKETING DEVELOPMENT PROGRAM

Fuel your creativity.

YOUR FUTURE STARTS NOW AT EMC.

Embark on your career in Marketing with the EMC Marketing Development Program (MDP). EMC ranks among one of the ten most valuable technology companies. With approximately 48,000 employees worldwide, we are a global leader in Information Technology. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset—information—in a more agile, trusted and cost-efficient way.

Here, you’ll have the unique opportunity to grow your skills as you help unleash the power of information for clients around the world. Most importantly, you’ll learn the fundamentals needed to build the Marketing career of your dreams.

Our two-year rotational program will give you a broad understanding of the EMC marketing organization and valuable experience in:

• Social Media
• Field Marketing
• Advertising
• Product Marketing
• Public Relations
• Channel Marketing

The peer mentoring, networking opportunities, training and development courses you receive will be invaluable to you throughout the course of your career.

REQUIREMENTS

• Undergraduates with a business focus or other relevant coursework
• MBA grads with relevant pre-MBA work experience (marketing, product management, management consulting, business development, etc.)
• 3.2/3.5 GPA or better (undergraduate/graduate)
• Extracurricular activities
• Industry experience (over 5 years for MBAs)
• Internship and employment history
TIMELINE
Recruiting for this program occurs in the fall of a student's senior year. To be considered, applications must be in before October 31.

POTENTIAL ROTATIONS

- eMarketing
- Advertising
- Creative, Sponsorship and Reference Marketing
- Campaigns
- Communications (Public Relations, Analyst Relations, Internal, Executive and Social Media)
- Events
- Field and Channel Marketing
- Customer Programs–Worldwide Executive Briefing Centers
- Marketing Planning and Operations
- Solutions Marketing
- Divisional Marketing

“The field of technology is a fast-paced, constantly evolving environment. In order to remain a leader in this highly competitive landscape, EMC thrives on new perspectives and innovative insights. The EMC MDP brings in some of the most versatile, talented, and well-rounded people that can be found graduating from undergrad and MBA programs. The Marketing Development Program provides its participants with everything that they need to excel in the workplace. It is designed to empower its participants so that they can make an immediate and lasting impact on the company and themselves.”

– Jeremy Burton, Executive Vice President and Chief Marketing Officer

“I would not be where I am today without the MDP. Through the program, I gained access to executives and other key influencers throughout the business and around the world. The MDP gave me all of the tools that I needed: networking opportunities, training on personal branding, and wide-ranging experience and skills that have proven to be valuable to me in my placement as a Marketing Program Manager for Europe, Middle East and Africa.”

– Philip Miller, 2010 MDP Graduate

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YOUR FUTURE STARTS NOW AT EMC.

Are you ready to help change the world for the better by securing its information? RSA, the Security Division of EMC, helps governments and the world’s leading organizations succeed by solving their most complex and sensitive security challenges, including managing organizational risk, safeguarding mobile access and collaboration, proving compliance and securing virtual and cloud environments.

RSA offers a range of information security solutions that are unrivaled in the industry, as evidenced by the nearly 40 million corporate users and over 150 million online customers whose identities and assets we protect. As a talented graduate, you’ll have the opportunity to work in the following exciting areas where RSA continues to innovate and advance its information-centric security mission.

**AUTHENTICATION**
Ensure the identities of users that access critical corporate and personal data.

**FRAUD PREVENTION**
Reduce the risk of fraud and identity theft caused by external threats such as phishing, Trojans and other forms of malware.

**ACCESS CONTROL**
Ensure that the right people have access to the right information at the right time.

**DATA LOSS PREVENTION**
Identify sensitive data at rest within the organization and as it moves across the network and provide visibility into data activity at user workstations.
ENCRYPTION AND KEY MANAGEMENT
Enable users to secure sensitive data whether it is at rest, in motion, or in use.

SECURITY INFORMATION AND EVENT MANAGEMENT (SIEM)
Follow data as it moves across the organization to gain insight into user activity and be alerted to high-risk events occurring across the network.

GOVERNANCE RISK & COMPLIANCE (EGRC) SECURITY MANAGEMENT
Ensure comprehensive management and protection of critical digital resources and the achievement of compliance through incident detection, response and remediation.

“RSA provides security solutions for business acceleration, helping organizations succeed by solving their most complex and sensitive security challenges. This better positions companies to protect their most valuable assets, adjust to a changing regulatory environment, and provide a solid foundation for business innovation projects.”

– Art Coviello, Executive Chairman, RSA

“Joining RSA presented me with the unique opportunity to develop my skills in one of the most exciting and fastest-growing segments of the information technology industry. From engaging with customers and business partners around the world to leading cross-functional initiatives and teams, my experience at RSA has enabled me to form a foundation for my career and strongly positioned me for future success.”

– Brad D.

Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. Learn more about RSA at www.emc.com/college.

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RSA JOB OPPORTUNITIES FOR NEW GRADS
- Inside Sales
- Marketing
- Engineering
- Professional Services
- HR
- Finance
- Technical Support
- Information Technology

RSA LOCATIONS
United States
CA   San Mateo
MA  Bedford
MO  Kansas City
NC  Raleigh Triangle Park
VA  McLean, Reston
EMC SALES ASSOCIATE PROGRAM

Build impressive influencing skills.

YOUR FUTURE STARTS NOW AT EMC.

Launch your career in Sales as you help unleash the power of information for clients around the world. By participating in the EMC Sales Associate Program (SAP), you’ll learn the fundamentals needed to build the career you’ve always dreamed of.

EMC ranks among one of the ten most valuable technology companies. With approximately 48,000 employees worldwide, we are a global leader in Information Technology. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset—information—in a more agile, trusted and cost-efficient way. Here, you’ll develop your skills for connecting with people and building relationships. It’s the opportunity to turn the knowledge you’ve acquired into a career that stands the test of time.

You’ll experience intense product and sales training and valuable mentoring. After you complete the 2.5 to 3 year Sales Associate Program, it can lead to other sales opportunities within our field-based direct sales team, sales management, or cross functionally throughout EMC.

RESPONSIBILITIES
As part of our Sales Associate Program, you’ll generate qualified customer leads that our inside and outside sales teams can develop into sales opportunities. This includes:

• Using multiple lead-generation tools, generate potential sales leads via the phone, making a minimum of 50 outbound calls per day

• Participate in ongoing Sales, Business and Technical training courses to increase overall awareness of EMC’s solutions and go-to-market strategies

• Take part in verbal presentations and written tests that measure sales competency and messaging ability
• Contribute to “Partner Blitzes” which educate our partners and grow EMC’s channel business

REQUIRED EXPERIENCE

• Bachelor’s degree required, coupled with the desire to begin a sales career
• Self-starter who can multi-task and adapt to changing situations
• Prior sales experience preferred but not required
• Excellent written and verbal communication skills with an ability to influence others
• Conveys a sense of urgency and drives issues to closure
• Mature and confident with strong interpersonal skills and a true team player
• A history of extracurricular activities such as sports, student government, societal membership, part—or full-time work, etc.

“I was able to transform into a strategic sales professional that knows how to connect with customers, provide valuable solutions to customer challenges and execute these solutions in a succinct, efficient manner. EMC has given me the foundation and fundamentals to propel my career forward, faster than I could have imagined.”

– Kate Danaher, SMB Inside District Manager, EMC SA Class of 2008
  Providence College ‘08

“EMC will prepare you with the tools you will need to be successful in the business world. I have been able to succeed as a Sales Professional and improve my career path while significantly improving my lifestyle all around.”

– Thomas Napolitano, Inside Account Manager, EMC SA Class of 2009
  Bentley University ‘09

“The Sales Associate Program helped me accomplish three personal career goals: to become a highly trained and knowledgeable technology sales professional, to compete at the highest possible level each and every day while always being challenged, and to establish the foundation and relationships for a lucrative career in sales. The SA program offers an environment to learn, practice, compete, and establish a strong foundation that is invaluable to your career.”

– John Westendorf, Enterprise Account Executive, EMC SA Class of 2008
  Muhlenberg College ‘06
“The opportunity here is endless. The resources available to you are endless. Enter the program as you are, and exit as a member of the most seasoned sales force in the IT industry.”

– Madison Mobley, Divisional Manager of the Enterprise Inside Sales Program
Columbia University ‘09

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YOUR FUTURE STARTS NOW AT EMC.

Can you call it work if you're having fun? That's just one of the many questions you'll have to answer as a paid EMC intern or co-op student. If you're looking to enjoy a new level of achievement, to advance new ideas in technology and, dare we say it, to have a lot of fun along the way—come to EMC. Here, you'll work on challenging projects that will make the most of your academic achievement.

You'll have the freedom to try new ideas, develop professional relationships and work in an environment that respects independence as well as teamwork. Positions are offered to students majoring in business, marketing, finance, computer science, information technology, technical writing and electrical and computer engineering. As an intern or co-op, you'll generally work full-time, but part-time opportunities may also be available.

COOPERATIVE EDUCATION
Positions are offered in three-, six-, and eight-month terms throughout the year. To be eligible, you must be a graduate student or undergraduate enrolled in a formal cooperative program at an accredited college or university. Students receive credit and grades for their cooperative assignments.

INTERNSHIPS
Take on exciting assignments and projects in specific fields of study. Most internships are offered full-time during the summer months. However, programs are also available during winter break and part-time during the school year.

WHAT TO EXPECT
Working for EMC means working for the industry visionary, not just an industry player. If you're looking for the pace, creativity, and opportunities that come with working in an industry-leading organization, EMC is the place for you. EMC is looking for exceptional performers.
We evaluate applicants based on how well they approach and resolve problems, how they work in teams and their adaptability, integrity and communication skills. As a co-op or intern, you'll work on challenging projects that draw upon knowledge acquired from your academic training. For example, if you are a marketing student, you may conduct analysis for the marketing group.

**WHO IS ELIGIBLE**
Participation in either the internship or co-op program requires the following:
- Registration as a full-time undergraduate or graduate student during and following your internship or co-op assignment
- A record of strong academic achievement with a GPA of 3.0 or higher
- Unrestricted authorization to work in the United States
- A commitment to the duration of the assignment, which is generally 3 months for a summer internship or up to 6 months for a co-op assignment

“I speak with my peers who are currently working with other companies, and nobody has had the opportunity to experience anything close to what EMC offers.”

– Mike Kristan, EMC Intern

**BENEFITS**
As a full-time intern or co-op student, you are eligible upon approval from your manager to participate in training courses through EMC University, such as Microsoft certification courses, EMC product overviews and more. And it’s not all work. You’ll have fun and participate in many informative activities with your fellow interns and co-ops. Take advantage of our employee services such as the company swimming pool, onsite ATMs, fitness centers, sports programs and discount programs for area events and shopping.

Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. Learn more about EMC’s Intern/Co-op Program at www.emc.com/college.

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FINDING THAT PERFECT MATCH OF COMPANY AND CAREER

Now that you’ve had a chance to learn more about our company, opportunities and programs, you have a better idea if EMC is for you. At EMC, we are very proud of our talented and dedicated workforce and believe they are our competitive edge. For this reason, we are very selective in our hiring process.

To help you even more in your decision to apply and with our hiring process, we have compiled a list of attributes, we have found lead to success at EMC and included several tips on interviewing here.

SUCCESSFUL CANDIDATE ATTRIBUTES

PROBLEM SOLVING
Gathers relevant information systematically; considers broad range of issues or factors; grasps complexities; perceives relationships among problems or issues.

INTEGRITY
Maintains high standards of personal integrity; behaves in accordance with expressed beliefs and commitments; treats others fairly and consistently.

CROSS-FUNCTIONAL BEHAVIOR/TEAMING
Uses teamwork to help achieve organizational goals; fosters collaboration among team members and among teams; values the contributions of all team members.

RESULTS DRIVEN
Drives for results and success; resolves issues quickly; persists despite obstacles and opposition.

INITIATIVE
Generates new ideas; goes beyond the status quo; recognizes the need for new or modified approaches; brings perspectives and approaches together, combining them in creative ways.
ADAPTABILITY
Handles day-to-day work challenges confidently; is willing and able to adjust to multiple demands, shifting priorities, ambiguity and rapid change; shows resilience in the face of constraints, frustrations, or adversity.

CUSTOMER RESPONSIVENESS
Anticipates and identifies customers' needs and takes necessary action; develops effective working relationships with customer; continually searches for ways to increase customers satisfaction.

TIPS FOR INTERVIEWING WITH EMC

• Research the company—knowing additional information can create a positive impression on the interviewer
• Leverage your EMC intern/co-op experience—ask your existing manager for guidance
• Dress like a professional—suits are most appropriate
• Practice your interview skill—mock interviews, on-campus interviews, answering frequently asked questions

GREAT QUESTIONS TO ASK DURING YOUR INTERVIEW

• Please describe the duties of the job to me.
• What kinds of assignments might I expect in the first six months on the job?
• What are your growth projections for the next year?
• In what ways is a career with your company better than one with your competitors?
• Is this a new position or am I replacing someone?
• What is the largest single problem facing your staff (department) now?
• What skills are especially important for someone in this position?
• Where does this position fit into the organizational structure?
• What is the next course of action? When should I expect to hear from you, or should I contact you?

JOIN US

Are you ready to start something big? Do you want to see your ideas in action, and help change how the world does business? If so, EMC is ready for you. Apply now at www.emc.com/college. A world of innovation, technology and achievement awaits.