

The Management Fellows Program

Summer 2017

E-NEWSLETTER

From The Director

Jeffrey M. Gropp, Ph.D.



It has been another exciting semester in the McDermond Center for Management and Entrepreneurship. Every spring, our staff is charged with engaging in the important tasks of recruiting next year's incoming class and developing internship opportunities for our sophomore class. We were successful on both fronts. Largely due to the herculean effort of Sarah Miller, the assistant director of Management Fellows, DePauw will welcome 61 first-year Management Fellows in the fall – one of the largest incoming classes in the past twenty years. Similarly, Sandy Smith, manager of programming and outreach, has been instrumental in assisting approximately 50 sophomores with finding their semester-long internships.

In addition to our usual activities, courtesy of John Davis, father of our own Ben Davis '18, we had the honor of hosting Jim Whiddon, founder of The Old School and author of *The Old School Advantage: Timeless Tools for Every Generation*. Jim delivered an outstanding workshop covering leadership and interpersonal communication skills, emphasizing the importance of developing personal relationships in business. The lessons delivered by Jim were well received by our students and staff alike, and I want to thank John for connecting us with Mr. Widdon.



Lending us their expertise yet again, West Monroe Partners provided an interactive workshop covering enterprise resource planning software (ERP). Some of you may think you are unaware of the functionality of ERP software but if you have ever used websites such as Amazon, then you have used ERP software. This software is used for a variety of business purposes, including, but not limited to, project development, supply chain management, accounting and financial applications/reporting. Not only do such workshops allow students to gain a better understanding of the business services provided by consulting companies like West Monroe Partners, they also allow students to demonstrate such awareness when engaging prospective employers. If you are willing to share your particular area of expertise with our students, please contact the staff of the McDermond Center to set up an opportunity to enhance our co-curricular offerings.

Once again, Ryan Dickison '20, Jonah Jones-Stevens '20 and Morgan Weller '17, members of the Management Fellows Ambassadors, traveled to Indianapolis to assist with our recruiting efforts at the state-wide DECA conference. DECA is an international association for high school students interested in business. In addition to representing DePauw and the Management Fellows program, our students were joined by R.J. Taylor '02 that provided an informational workshop entitled "How to succeed in the Tech Industry without having a Tech degree." Our thanks go out to R.J. for answering the call for assistance, even when it comes with little notice!

Students also had the opportunity to interact with Chartered Financial Analysts at the CFA Society of Indianapolis Investment Forum. As described by Mitch DeShurko '18, "The 2017 CFA Investment Forum provided DePauw students with high-level industry insight and exposure to the characteristics of a career in both the sell side and the buy side of finance. The forum included six industry professionals including Ronald Temple, Co-Head of Multi-Asset and Head of US Equity at Lazard, Brian Wesbury, Chief Economist at First Trust Advisors, and Luciano Siracusano, WisdomTree's Chief Investment Strategist, to name a few. The speeches covered several facets of a changing industry including municipal bonds, approaches to a successful shift from actively managed mutual funds to more passive orientated ETF's, as well as economic forecasting in the context of potential regulatory, tax and trade reform. Not only did the CFA Society of Indianapolis reiterate the benefits of becoming a CFA Charterholder, but the speeches also provided exposure to the sophistication and complexity in financial markets, underscoring importance of higher education and potential designations."



Lastly, it is my distinct pleasure to announce George Quall '17 as the inaugural recipient of the Management Fellows Award for Excellence in Leadership. This award is selected by the Management Fellows Faculty Steering Committee and is given to an outstanding Management Fellow who best exemplifies the ideals and mission of the program and who has exhibited these through a record of: academic achievement, leadership, service and impact on both the program and University, and sincere dedication to the field of management, business, or entrepreneurship.

From the Director Continued

George has 1) stepped in at the last minute to assist us with mock interviews, 2) assisted with our admissions efforts, 3) served as a moderator for the investment banking industry insight panel, 4) served on the student panel during Honor Scholar and Fellows Program Weekend, 5) assisted with interviewing prospective students during Honor Scholar and Fellows Weekend, 6) served on the student panel for Finding Your Summer Internship Through Alumni Connections, 7) reviewed 65 sophomore student resumes – and, I might add, did an excellent job, using plenty of red ink, 8) helped organize an Excel training workshop, 9) Met with ADIA International Scholarship Group (Abu Dhabi Investment Authority), 10) served as a Management Fellow Ambassador, 11) networked with over 100 alumni, 12) has a genuine willingness to “give back” to the Management Fellows Program, 13) has thoughtfully and painstakingly sought to aid in the development of future students by ensuring that the very same initiatives that he has started do not end with his graduation – most notably, I am referring to the development of the investment banking workshop and the CFA independent study that he and I developed last semester.



Without a doubt the list provided above could be expanded as George is quite an accomplished student. Instead of adding still more superlatives that provide a testament to George’s assistance to the program, I would like, if you will allow me, to share a story that I think personifies the character of our inaugural award recipient.

Sandy and Sarah had decided to give George a gift for his birthday. Sandy called George and conveyed to him in as desperate a voice as she could muster, “You have to come into the office *right now*. We need you.” She didn’t say why we needed him and, in true George fashion, he didn’t ask. George immediately responded that he would come into the office but it would take approximately an hour to arrive at the office. In true CSI fashion, Sandy, surprised that it would take him an hour to get to the office, began to put the pieces together. She remembered that George’s girlfriend attended IU and he was likely in Bloomington celebrating his birthday. She quickly called him back and asked if he was in Bloomington and, as it turned out, he was indeed. Somewhat sheepishly, after apologizing, we told him that we were just trying to surprise him for his birthday and that he didn’t need to come to the office after all.

I tell you this story not to embarrass him, but to suggest that this is the kind of behavior that is symbolic of George Quall. Not unlike so many Management Fellows over the years, he was willing to drop everything he was engaged in, and drive an hour to Greencastle just to help us out on an unspecified project.

I have taught at DePauw for seventeen years and in that time I have had the pleasure to establish many profoundly meaningful friendships with students. As a professor, it is my hope to have a positive and transformative influence on the students I encounter, but, on occasion, you meet a student that leaves an indelible mark in your own life. George is such a student. Beyond being an exceptional student, he is intelligent, yet humble (an all-too-rare combination), thoughtful towards others, possesses an extraordinary work ethic and, in a very short period of time, has gained my utmost respect and admiration. He is a model Management Fellow. More importantly, he is an exceptional person and I am so immensely proud that he is our inaugural recipient for this award. If you run into him in the Chicago area, do not hesitate to congratulate him.

I should add that despite being heavily involved in his new role as an investment banking analyst at Bank of America Merrill Lynch, George has already offered to assist us with programming for the upcoming year. While appreciated, Sandy, Sarah and I have informed him that he can take a break from providing assistance to the program...for now, but we will be sure to contact him in the future.

For updates on the Management Fellows Program, be sure to “Like” us on Facebook, “Follow” us on Instagram, and “Ask to Join” our LinkedIn Group.

**DePauw Management
Fellows Program**



**Management Fellows:
DePauw University**



managementfellows



<http://www.depauw.edu/academics/honorsfellows/management-fellows/>

The McDermond Center and Entrepreneurship

As the readers of this newsletter already recognize, the importance of the entrepreneur in our society cannot be overstated. The entrepreneur is the driver of the economic engine of our society. In a recent article by Randall Holcombe, in distinguishing between the theories of Adam Smith and David Ricardo on economic growth, he demonstrates that F.A. Hayek's conception of knowledge transmission and Kirzner's definition of entrepreneurship more closely align with Smith's theory of economic growth, and perhaps more importantly, are supported by a multitude of empirical evidence. The implication of the Smithian view and the empirical evidence is that the market is more conducive to economic growth than centrally planned economies. While the theoretical implication and empirical evidence is difficult for some to understand, this does not alter the incontrovertible truth that the market is the catalyst for economic prosperity and the entrepreneur is inextricably linked to the market, necessitating the question; what is the link between entrepreneurship and economic growth?

In an effort to explore the process of economic growth, Holcombe emphasizes, perhaps not surprisingly, the importance of technological advancement. More precisely, he notes that the *process* of technological development, as it relates to economic growth, is not simply a function of an accumulation of human capital, as suggested by Romer, vis-à-vis accumulation of knowledge through investments in education. Rather, Holcombe seizes on Kirzner's definition of entrepreneurship, which, simply stated, holds that entrepreneurs are possessed with entrepreneurial insights that allows them to recognize profit opportunities that have previously gone unnoticed and, following Hayek, in a decentralized economy, individuals acting on their entrepreneurial insight allows others to develop their own entrepreneurial insight, "driving the growth process". In effect, this implies that economic growth is a manifestation of the application of entrepreneurial insights and the accumulation of knowledge in isolation to such insight is insufficient to generate economic growth. To this point, the commitment of the DePauw community to the enrichment of the minds of our students is vitally important but it is also important to foster the development of entrepreneurial insights. The latter is the responsibility of the McDermond Center.

In *Human Action*, Ludwig Von Mises states "In order to succeed in business a man does not need a degree from a school of business administration. These schools train students for routine jobs. They certainly do not train entrepreneurs. An entrepreneur cannot be trained. A man becomes an entrepreneur by seizing an opportunity and filling the gap. No special education is required for such a display of keen judgment, foresight, and energy." (p. 311) While the statement that the McDermond Center is responsible for fostering entrepreneurial insights appears in conflict with Mises' claim that one cannot be trained to be an entrepreneur, it is not. Mises' claim that entrepreneurs cannot be trained is partially true. Business schools are adept at training students to perform repetitive tasks, as I often say, "to knock the widget through the widget hole," but the superiority of liberal arts instruction at developing dedicated critical thinkers, i.e., problem solvers possessed of "keen judgment" and "foresight", has been made clear to me in the past seventeen years at DePauw. Hence, it is the responsibility of DePauw to develop the minds of our students and the task of the McDermond Center to unleash this mental energy toward the development of entrepreneurs. In essence, while an entrepreneur cannot be 'trained', the mind can be made more discerning, more insightful and, if applied to business, entrepreneurial, capable of recognizing and solving problems through mutually beneficial transactions. Moreover, once the mind is released from the chains of mediocrity, "No dullness and clumsiness on the part of the masses can stop the pioneers of improvement. There is no need for them to win the approval of inert people beforehand. They are free to embark upon their projects even if everyone else laughs at them." (Mises, *Human Action*, p. 859) For some, there is no need to motivate the entrepreneurial spirit, for no amount of naysayers or failure will dissuade the entrepreneur's eager pursuit of problems to solve. For others, the center serves to inspire such eager pursuit. Whether this inspiration manifests through the exemplary success of our alumni or co-curricular activities, an objective of the center is to encourage young entrepreneurs to seize opportunities as they arise and to create opportunities when they remain elusive.



McDermond Center and Entrepreneurship, Continued

What many fail to understand is that opportunity does not require reinventing the wheel. As implied by Holcomb, seizing opportunity is often an expression of the recognition of profit opportunities through newly developed but existing technologies, e.g., Carnegie's use of the Bessemer process to create U.S. Steel, Rockefeller's use of railroads to grow Standard Oil, Gates' use of Wozniak and Jobs' personal computer to create Microsoft, or Jobs' use of Moore's microprocessor to create Apple. Moreover, taking advantage of U.S. Steel's lower cost steel and Standard Oil's lower cost of oil (despite the erroneous government claim to the contrary and equally misguided anti-trust actions), Ford could deliver affordable cars to the masses. As Mises noted, "What distinguishes the successful entrepreneur ... from other people is precisely the fact that he does not let himself be guided by what was and is, but arranges his affairs on the ground of his opinion about the future. He sees the past and the present as other people do, but he judges the future in a different way." (*Human Action*, p. 582) Each of us was a witness to the development of the personal computer, but it was Zuckerberg and others that understood the power of connecting the human race through the machines and software of Jobs and Gates.

In an effort to develop this understanding in our students, the McDermond Center is involved with the several entrepreneurially related initiatives at DePauw. These initiatives include partnering with 3-Day Startup in the fall, the Prindle Institute's social entrepreneurship programming in the summer, the annual entrepreneurship pitch competition in the spring, and serving as the facilitator of an entrepreneurship course in the fall and a business plan course during winter term. Not only are these initiatives poised to enhance our entrepreneurial efforts at DePauw, following Holcombe, such efforts could have a long lasting impact beyond DePauw by serving as a catalyst for economic growth.



**2017
McDermond Center
Entrepreneurship Pitch
Competition participants.**

"A technological invention is not something material. It is the product of a mental process, of reasoning and conceiving new ideas. The tools and machines may be called material, but the operation of the mind which created them is certainly spiritual." Mises, *Theory and History*, p. 109

INTERNSHIPS:

Internships provide students with opportunities to work in challenging and responsible positions at large corporations, small business firms and not-for-profit organizations. An internship is a full-time position that lasts between four and eight months during junior year. In addition to opportunities to apply classroom knowledge to real-world problems, an internship provides each Management Fellow with firsthand experience about the workings of a business. These profiles highlight students who completed their internships during spring 2017.

Samantha Bader '18, Denver, Co.
Economics and Asian Studies double major
Springbuk, Indianapolis, Ind.

"Having the opportunity to work across departments on a myriad of projects has given me a broad perspective of the many different functions within a company. Throughout my experience I have learned how time management is vital to being a successful employee, and at a startup every task completed adds value to the company overall."

As the sales and marketing operations intern, Samantha has grown to be a vital member of Springbuk. During her tenure, she has completed tasks that range from a 74-page overview of care guidelines to email templates for Springbuk's hiring process. In addition to these internal tasks, Samantha has also planned various events and organized Springbuk's upcoming HR Panel speaker series. Throughout Samantha's time there, she contributed to the company culture and has actively sought to bridge different departments together.



Sean Carroll '18, Evansville, Ind.
Economics and Spanish double major
Delta Air Lines, Atlanta, Ga.

"Having the opportunity to work in the Latin America and Caribbean Business Unit, I have interacted with people from all over the world. It has enriched my cultural understanding both personally and professionally. Also, I have had the opportunity to understand how various departments function and work together in a Fortune 100 company."

As a member of the customer engagement team within the Latin America and Caribbean Business Unit, Sean had a variety of roles. He provided weekly performance updates that were sent to the managing director. Also, he was responsible for creating a competitive reporting framework. In addition to these tasks, Sean performed ad-hoc data analysis to provide quick responses to leaders specific questions.



Benjamin Davis '18, Columbus, Ind.
Economics major
DoubleMap, Indianapolis, Ind.

"Getting to work on projects that have a direct impact on the company, such as writing proposals and working on signing large clients, has made this internship very rewarding. I have learned the importance of teamwork and communication when it comes to getting tasks done."

As a member of both the operations and sales team, Ben had a variety of responsibilities. Ben's tasks include filling out detailed bids for potential clients to win contracts, working with current clients to meet contract expectations and preparing presentations for final round interviews with potential clients. Ben also worked with the sales team to create presentations for conferences about various topics in the industry such as Uber's effect on campus safety and Autonomous Cars' effect on transit agencies.



Hussain Habib '18, Fort Wayne, Ind.
Economics major
Eli Lilly and Company, Indianapolis, Ind.

"Having the opportunity to work within two different finance departments within Lilly gave me not only a robust understanding of corporate finance, but also a thorough understanding of the exciting, innovative pharmaceutical industry. I have had the privilege of learning many invaluable skills and making many meaningful connections that I'll carry with me during my time at DePauw and beyond."

As a finance intern in the manufacturing finance and corporate treasury departments at Eli Lilly and Company, Hussain had a variety of responsibilities including providing input and playing a role in the strategic plan process for 2017 onward. In addition, Hussain helped put processes in place to better align the consolidations team within the manufacturing finance department. He also took part in an extensive benchmarking project, ranking companies within the pharmaceutical industry based on their efficiency by researching gross margin metrics, determining capital structure for high-performing pharmaceutical companies and investigating various product portfolios.



EXPERIENCE

Mo Hussain '18, Brooklyn, Ny.
Economics major
Cummins Inc., Columbus, Ind.

"At Cummins, I have had the unique opportunity to work on a multitude of projects spanning several groups within the Treasury department. I have gained hands-on finance experience in addition to sharpening my communication and time-management skills."

Mohammad was a member of the Corporate Treasury department at Cummins in their global headquarters located in Columbus, Ind. Mohammad was able to work in each of the five Treasury groups—Corporate Credit, Capital Markets, FX Commodities, Technology and Compliance, and Pensions. He gained invaluable experience using programs such as Bloomberg and Thomson Reuter's. In addition, he worked on foreign exchange hedging, cash forecasting and analyzing financial statements among other tasks.



Craig Kenney '18, Mt. Zion, Ill.
Economics major
Probo Medical, Fishers, Ind.

"Probo Medical provides a true entrepreneurial experience. I have had the opportunity to work with sales, marketing and even run a website, while also seeing this young company grow at a staggering rate. Company culture is crucial to a successful business and Probo excels at creating a fun, productive atmosphere."

As a project manager at Probo Medical, Craig worked on a variety of projects including lead generation, product research and sales through web marketplaces. He helped run the Probo Medical eBay account, while also having total control of the company's Dotmed profile. He selected the products and prices that were posted on Dotmed, and also built an advertisement that was posted on the site to increase sales opportunities for the company.



Bradley Lewis '18, Indianapolis, Ind.
Economics major
Salesforce Marketing Cloud, Indianapolis, Ind.

"Having the opportunity to work on a variety of different projects at Salesforce has truly been a unique experience. I have already learned so much in such a short amount of time and know that it will benefit me in the long run."

As a member of the Sales and Partner Growth teams at Salesforce Marketing Cloud, Brad had a multitude of different tasks working under fellow DePauw Alum Brad Wochomurka '04. Brad worked to create and analyze numerous reports for different partner account managers. These reports ranged from ACV to marketing cloud utilization. In addition, Brad worked on a project to better manage partner growth that is currently being implemented.



Natu McCarthy '18, Fort Wayne, Ind.
Economics major
Eli Lilly and Company, Indianapolis, Ind.

"Having the opportunity to be put into a complex business role within an ever-evolving industry challenged me and made the experience rewarding. I have learned the importance of communicating complicated problems down to consumable, succinct takeaways that drive people to take action within a business."

As a member of the Market Access team on a brand within the Oncology Business Unit, Natu had the responsibility of developing a plan to grow the brand, Erbitux, after the brand suffered a loss in share of market in the previous year. Natu had the responsibility of figuring out how to objectively locate the source of the loss in share of market by identifying target accounts. From the target accounts, he worked with cross functional teams within the organization to help them lead discussions with key decision makers in large oncology hospitals/ community practices. Furthermore, he assisted a team in identifying which accounts Lilly needed to evaluate better contracts with and how to pull through better contracts. Additionally, he rolled out a strategy that complimented other areas of the brand (sales force, multichannel engagement and peer to peer engagement).



EXPERIENCE

Maggie McGraw '18, Cincinnati, Oh.
Economics major
Fifth Third Bank, Chicago, Ill.

“Being the first intern in the Marketing Department at Fifth Third Bank in Chicago has been a rewarding, hands-on learning experience. Given much responsibility, I have been able to make important sponsorship decisions, brokering deals as well as building and maintaining relationships with clients like Navy Pier and the Chicago Auto Show.”

As the first intern at Fifth Third Bank in Chicago, Maggie was a trailblazer forging a new intern program gaining experience in areas such as marketing, public relations and special events. While working with an inspiring supervisor and mentor, Andrew Hayes, she was given charge of brokering sponsorship deals with clients such as Navy Pier. Maggie had responsibilities organizing and executing events ranging from regional office meetings to the bank's sponsorship of the Chicago Auto Show. Along with these duties she enjoyed preparing press releases, designing product promotions, and creating a presentation to educate students on financial empowerment.



Dean Meucci '18, Morris, Ill.
Computer Science major
DoubleMap, Indianapolis, Ind.

“Being able to work directly under the president at DoubleMap allowed me to work on a variety of projects from all different departments. The opportunity to work in finance, sales, partner relations and development provided me a unique experience to my internship position.”

As the Business Development Fellow at DoubleMap, Dean was able to work under DoubleMap's president working on various projects for the company. Dean worked in finance examining expenses and checks for the company with the lead accountant. From this he was able to work with the president in finding ways to cut costs for the company such as developing cost centers for clients. Dean also worked directly with the president in providing strategies for improving partner relationships. He was able to visit partner offices in the Indianapolis area and help conduct meetings with their business executives.



Mary Grace Moser '18, Hinsdale, Ill.
English Writing major
LNE Group, Cleveland, Oh.

“My experience with LNE has been incredibly versatile because of the quickly changing political climate that accompanies the new Trump administration. Working for a political lobbyist firm during this time has given me the opportunity to research any number of fields, from mining to foreign relations, in an effort to collaborate on developments in new business. The only constant in this job is that each day I know the second the President makes a new statement there will be a flurry of activity and new projects that come about. It is an incredibly exciting and exhilarating process.”

As a member of the Federal lobbyist team at LNE Group, Mary Grace has been given numerous research and writing opportunities. In the day to day she is often pulled from one project onto another, providing quick facts that are needed to finish up proposals or phone calls in order to effectively generate the clients desires. In this way she is privy to nearly every project being worked on within the office. She is also responsible for making first contact with many organizations for any number of reasons, whether it be to offer them LNE's services or to hopefully receive some help and support on grant projects or proposals. In the long-term, she continues to work closely with the founder of LNE, Lee Weingart, in a sizable grant proposal for the Richard Nixon Foundation, and she is creating an hour long presentation that Lee will be presenting to the Copper and Brass Servicecenter Association on the current state of politics and what to expect in the future. Overall, she is kept incredibly busy but loves the work that is handed to her, as she starts to develop a greater understanding of the intricacies that come with working close to politics.



Eric Petersen '18, St. Louis, Mo.
Economics major
Sustainability Trust, New Zealand

“While working at Sustainability Trust I have had the opportunity to learn how to sell and promote sustainable practices to firms and the community. Throughout the internship I have grown as a professional in the workplace and learned a lot about myself as a person.”

As a member of the education team at Sustainability Trust, Eric was given a variety of projects to lead and assist on during his internship. Eric was responsible for sourcing and submitting grant applications to fund the nonprofit side of the organization. During this process, Eric met with members of the Wellington City Council and communicated with local funding managers. Eric was also responsible for assisting with the waste management logistics for Cuba Dupa, Wellington's largest street festival. Eric is currently working to develop a Holiday Program that he and the education team will run during April.



EXPERIENCE

Ryan Raupach '18, Naperville, Ill.
Economics major
Strive Consulting, Chicago, Ill.



"Working at Strive means that you get to experience and learn from many different fields making this internship extremely valuable. I have gotten projects in marketing, sales, recruiting, human resources and consulting!"

As the only intern for Strive Consulting, Ryan got to work on an array of projects that kept each day different. He was used by every department for projects that contribute to their success. Ryan is currently worked with the marketing and consulting department on building Strives website by creating pages and running Q&A. He met with many of the consultants and plans on going on site with clients in the near future.

Grace Saint '18, Indianapolis, Ind.
Computer Science major
Fusion Education Group, Grand Rapids, Mich.



"Having the opportunity to work in several departments and on several projects at Fusion Education Group has made this internship a rewarding experience. I have learned the importance of taking initiative in all opportunities, whether it entails asking to get involved with a project, sitting in on another department's meeting or inviting Fusion executives to lunch."

As a member of the accounting department at Fusion, Grace had several weekly and monthly responsibilities. Grace was in charge of reporting each Fusion Academy's billable hours to the Weekly Flash Report. Grace had weekly tasks of reporting key marketing metrics, started without payment classes, discretionary hour classes, no show classes and other actionable reports. Grace was also involved in improving and automating some key daily and weekly reports through the creation of Excel Macros. In addition, Grace worked in other departments outside of accounting and was able to market research for new Fusion Academy locations for the New School Openings team.

Sam Showalter '18, Fort Wayne, Ind.
Actuarial Science and Economics double major
West Monroe Partners, Chicago, Ill.



"West Monroe Partners does not coddle its interns. As soon as you seem ready, your mentors will give you as much responsibility as you can handle. Though daunting, participation in client projects as well as West Monroe's emphasis on mentorship-cultivated in me a sense of meaning and belonging. I was truly part of the team and the West Monroe family."

As a member of West Monroe Partners' Advanced Analytics team, Sam worked with multiple clients as a developer. Almost immediately, Sam was tasked with creating and deploying an ETL (Extract, Transform, Load) data solutions package for AMI, LLC, the owner of Chicago's 35,000 street parking spots. Granted ownership of the project and entire enforcement data mart, Sam was able to create the package independently. Shortly after, he transitioned to a new client, Leapfrog Online, in Evanston, Ill. Here, he became a RAP (Rapid Analytics Platform) developer and assisted with the first ever rollout of RAP, an innovative data solution created and owned by West Monroe Partners.

Ranjit Singh '18, New Delhi, India
Economics major
Salesforce, Indianapolis, Ind.



"Salesforce is one of the fastest growing companies in the world and is already an industry leader. During this incredible internship, I worked in a fast-paced environment where I was challenged to learn new skills like computer programming. I gained insight into the unique business structure of cloud-based CRM and SaaS companies and I honed my financial skills by working on stimulating projects. The corporate culture was the best I've ever seen, and I learned something new every day."

As a Finance and Strategy (F&S) intern at Salesforce, Ranjit developed a diverse skill-set by working on a wide range of projects. His main project was to strategize an overhaul the current tool that Salesforce uses to measure the economic value of its business. This project involved stakeholders in a number of departments such as Revenue Reporting, Bookings, and M&A, and Ranjit presented this strategy to the VP of F&S. His breadth of experience also involved redeveloping an internal data analytics tool that measures volunteer hours, creating a department-wide newsletter about ongoing projects and preparing Investor Relations deliverables.

EXPERIENCE

Jeremy Trudell '18, Highland Park, Ill.
Economics major
SVM, Arlington Heights, Ill.

"Working at SVM has provided me with many new experiences. It has been incredible to see how a small office can be such a prominent figure in the gift card industry. The broad variety of responsibilities I have had, has taught me how to be very adaptable in the work environment."

As an intern at SVM, Jeremy had a large variety of responsibilities while working in the operations department. Jeremy learned the importance of customer satisfaction in the business world. A large amount of his tasks involved exposure to order fulfillment and inventory procurement. Jeremy also conducted various research projects throughout his internship that provided insight into the growing field of the prepaid card industry.



Peter White '18, Steamboat Springs, Co.
Computer Science major
Pilot 44, San Francisco, Cali.

"This internship has given me great experience working in a fast-paced, startup environment and exposure to creative corporate innovation. Having the opportunity to collaborate on a wide variety of projects has taught me how to communicate professionally and work efficiently to produce meaningful contributions to Pilot 44."

As an innovation and operations analyst at Pilot 44, Peter had the opportunity to work alongside all members of the Pilot 44 team on a diverse project set. Peter was responsible for landscape research and curation along with operations logistics. His weekly duties included creating client briefs, researching startup landscapes, organizing pitch events and working with clients to develop successful innovations. He was able to hone his professional skills through collaborative work and communication with both Pilot 44 and client executives.



J.T. Williams '18, Lizton, Ind.
Communication major
West Monroe Partners, Chicago, Ill.

"Working at West Monroe Partners has been very informative about an industry, consulting, that I never understood until being an intern. The combination of communication and organized business structures come together to form a career that I truly could see as a career path for me."

As operations excellence intern, JT was tasked with a plethora of different responsibilities, including the creation of case studies, the remodeling of multiple PowerPoint decks, and implementing a new HR tool for internal, file-sharing improvement. All of this work allowed him to work on technical skills that he never had the chance to master at any level of schooling. He was also tasked with tons of scheduling and meeting responsibilities that really immersed him in the common language that businesses use. These technical skills combined with the understanding of business language became an invaluable takeaway that will help JT integrate himself into any other company that he is employed at.



Students in action during their internships



Maggie McGraw '18 at Fifth Third Bank in Chicago



JT Williams '18 at West Monroe Partners in Chicago



Ryan Raupach '18 at Strive Consulting

Congratulations to the Management Fellows Class of 2017



Evan Atkinson
Kole Brinegar
Meghan Burke
Morgan Cohen
Becca Conley
Clint Cunningham
Chris Dickow
Ella Freihofer
Vanessa Freije
Nicole Gibson
Michael Henderson
Mallory Howard

Steve Kubiak
Freddy Lavric
Katie McCauley
Brad McGee
Amy Melton
Peter Nelson
Jimmy Otteson
Connor Patterson
Anna Paumier
Michael Perry
Peyton Powers
George Quall

David Rasmussen
Maggie Roth
Maria Rummel
Everett Schau
Eric Speer
Michael Tracy
Carly Wallace
Morgan Weller
Ian Wright
Chris Zott

McDermond Center Speaker Series



Left:
Jamie Lewis '98
*Founder and Designer
JLEW Bags*

Lecture Titled: "Girl with Guts"

Right:
Steve Battreall '87
*CFO
Wells Fargo*

Lecture Titled: "Leading Through Change"



Left:
Dave Hersh '94
*Owner and CEO
Monsoon, Inc.*

Lecture Titled: "The Five Ideas to Design Your Life"

Darnall Alumni Fellow

McDermond Center Speaker Series



Left:

Kevin Speer

President/CEO

Hendricks Regional Health

Lecture Titled: A Turtle on the Fence Post: Leadership and Life Principles

Right:

Tom Porter '65

General Partner

Trillium Ventures

&

Jessica Porter

Organizational Consultant

Lecture Titled: See A Need? Be The Change!



Left:

Scott Kemper '95

Partner & Director, Client

Portfolio Services

LSV Asset Management

Lecture Titled: "From Greencastle to Arabia and the Psychology of Decision Making Success"



Industry Insight Series



Healthcare:

JT Timmer '14; Cancer Treatment Centers of America

Steve Valdiserri '12; VillageMD

David Trogden '04; Probo Medical

Tyler Giesting '12; West Monroe Partners

Moderator: Katie McCauley '17

(Pictured on the left)

Law:

Lawren Mills '01; Ice Miller

Jacob Krouse '09; Midcontinent Independent System Operator, Inc.

Andrea Impicciche '03; Hall, Render, Killian, Health & Lyman, P.C.

Jason Cleveland '00; Cleveland Lehner Cassidy

Moderator: Ryan Dickison '20

(Pictured on the right)



Wealth Management:

Eric Malm '14; J.P. Morgan

Peter Lazaroff '07; Plancorp

Randy Dippell '91; Nestegg

Jason Spilbeler '07; J.P. Morgan

Moderator: Maggie Roth '17

(Picture on the left)

Human Resources:

Susan Lawhead; Cummins Inc.

Jana Grimes; DePauw University

Charles W. Hetzel Jr. '92; Aon Hewitt

Maggie Steele '15; Eli Lilly and Company

Moderator: Vanessa Freije '17

(Pictured to the Right)

