



Dartmouth Women in Business Week 3 Opportunities

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Dartmouth Women in Business aims to help women interested in business find their career paths and access the resources to help them do so. We run weekly events on a range of topics, including industry overviews, corporate recruiting and resume workshops. We are open to students of all genders, class years and majors.

Blitz: women.in.business@dartmouth.edu

Follow us on Instagram: @dartmouthwib

<https://sites.dartmouth.edu/wib/>



Internship Opportunities

Analysis Group

2021 Summer Analyst ('22s)

Analysis Group, Inc. (AG) provides expertise in economics, finance, healthcare analytics, and strategy to top law firms, Fortune Global 500 companies, and government agencies worldwide. They have built a reputation for excellence with their collaborative approach that allows them to integrate the best ideas of leading academic and industry experts. Throughout your career at AG, you will have the opportunity to help solve their clients' most challenging legal and business problems across multiple industries in a research-oriented and academically rigorous environment.

*Apply by January 25th at 9:00 PM EST at <https://www.analysisgroup.com/careers/>

Blue Room Investments

2021 Spring & Summer Investment Analyst ('24s, '23s, '22s, '21s)

Part & Full-Time

Blue Room is a start-up investment company whose core business is investment management with three main areas of focus: capital appreciation, biotech, and precious metals. They divert 10% of revenues towards non-profit work (the arts, social initiatives, music and many other areas), and they invest in early stage social enterprises through their other arm, Blue Room Regenerative Capital. They are hiring interns both on a part-time basis during the school year, as well as full-time for the upcoming spring and summer.

*Apply by January 25th (and submit inquiries) at <https://www.blueroominvesting.com/intern-form>

*For questions, reach out to Ian Carter (ian@blueroominvesting.com)

WestCap

2021 Summer Investment Intern ('24s, '23s, '22s, '21s)

Founded by Managing Partner, Laurence A. Tosi ("L.T."), and managing ~\$2B in assets today, WestCap is a late-stage growth private equity firm that invests in technology driven marketplaces that create powerful network effects that disrupt industries. WestCap builds on L.T. and Senior Partner, Scott Ganeles' 20-year investment and operating track record that produced 38% IRR / 3.4X MOIC. WestCap has evolved from a direct investment platform to focusing on a dedicated pool of capital, WestCap's Strategic Operator Fund. Launched in late '19, they are approaching their target fund size of \$750M of committed capital.

*Apply by February 14 by emailing why you'd be a good fit along with your resume to interns@westcap.com

Insight Partners

2022 Summer Investment Analyst ('23s)

Insight Partners is a leading global venture capital and private equity firm investing in high-growth technology and software ScaleUp companies that are driving transformative change in their industries. Founded in 1995, Insight Partners has invested in more than 400 companies worldwide and has raised through a series of funds more than \$30 billion in capital commitments.

*Apply at

<https://jobs.smartrecruiters.com/ni/InsightVenturePartners/b9fdc837-420c-45d7-a429-6446229f96e7-2022-summer-intern-investment-analyst?trid=6f3391c3-b824-44a8-98b1-15ecd9293af2> (New York, NY)

*See flyer attached for more information

D.A. Davidson

Investment Banking Analyst ('22s)

D.A. Davidson identifies and evaluates market trends, investment ideas and business opportunities, and turns them into actionable insights and strategies. Founded in 1935 as a small brokerage firm, D.A. Davidson has grown into a diversified financial services company comprised of seven distinct business units across the U.S.

*Apply at <https://dadavidson.com/Careers>

D. E. Shaw Group

2021 Summer Analyst ('22s)

The D. E. Shaw group is a global investment and technology development firm with more than 1,300 employees; approximately \$35 billion in aggregate investment capital as of January 1, 2008; and offices in North America, Europe, and Asia.

*Apply at <https://www.deshaw.com/careers>

PIMCO

2021 Summer Analyst ('22s)

PIMCO, or Pacific Investment Management Company, is an American investment management firm. The firm focuses on fixed income and manages more than \$1.92 trillion in assets. The firm primarily handles portfolio management, account management, and business management. It manages the internationally known Total Return Fund. The company serves institutional investors, high-net-worth individuals, and individual investors with its account services and mutual funds.

*Apply at

https://careers.pimco.com/careers/SearchJobs/?listFilterMode=1&794=%5B%7B%22%24JSNType%22%3A%22dataset_Option%22%2C%22value%22%3A%7B%22id%22%3A1262%2C%22name%22%3Anull%7D%7D%5D&794_format=659&folderOffset=0&_ga=2.185770281.1489168634.1600456052-1241633920.1600456052

Full-time Opportunities

CBPartners

2021 Full-time Analyst ('21s)

CBPartners is a global consultancy committed to providing unparalleled strategic support to pharmaceutical companies, biopharmaceutical companies, medical device companies, and government health authorities. The firm has five practice areas: Pricing & Market Access; Value Demonstration; Portfolio Optimisation; Commercial Planning; Government Policy Advisory.

*Apply by January 25th at 9:00 PM EST at <https://www.cbpartners.com/careers/>

Maia Strategy Group

2021 Full-Time Analyst ('21s)

Founded in 2001 and proudly working with 20 of the Fortune 500, Maia Strategy Group is a market intelligence and strategy consulting firm that provides in-depth customized research and analysis on our clients' external market environment. Their analytical techniques transform this market intelligence into strategic action.

*Apply by January 25th at 9:00 PM EST on Dartmouth's CPD website.
For more information, contact Mr. Peter Kenseth at pkenseth@maiastrategy.com

Clew Partners

2021 Full-time Sales Associate ('21s)

Clew Partners work with clients to identify the most suitable acquisition candidates, specializing in retained platform acquisition searches, add-on acquisition searches, and due diligence searches that help assess industry fragmentation. Clew sources proprietary deal flow for Private Equity and Family Office clients, acting as the sales and sourcing arm for such clients looking to acquire new companies.

*Apply at <https://clewpartners.com/>

D.A. Davidson

2021 Investment Banking Full-Time Analyst ('21s)

D.A. Davidson identifies and evaluates market trends, investment ideas and business opportunities, and turns them into actionable insights and strategies. Founded in 1935

as a small brokerage firm, D.A. Davidson has grown into a diversified financial services company comprised of seven distinct business units across the U.S.

*Apply at <https://dadavidson.com/Careers>

ICONIQ Growth

Full-time Analyst ('21s)

ICONIQ Growth is a tech investing platform that is affiliated with ICONIQ Capital. They invest in and partner with entrepreneurs and leaders to effect global impact and change via a structurally differentiated platform of entrepreneurs backing entrepreneurs. They are hiring analysts to join their growth equity / venture capital technology investing team.

*Email resume to Vibhor Khanna (Dartmouth '19) at vkhanna@iconiqcapital.com

D. E. Shaw Group

Full-time Associate ('21s)

The D. E. Shaw group is a global investment and technology development firm with more than 1,300 employees; approximately \$35 billion in aggregate investment capital as of January 1, 2008; and offices in North America, Europe, and Asia.

*Apply at <https://www.deshaw.com/careers>

PJ Solomon

Full-time Investment Banking Analyst ('21s)

PJ Solomon is an American multinational independent investment bank and financial services company. Solomon advises clients on mergers, acquisitions, divestitures, restructurings, recapitalizations, private placements, and corporate strategy. Solomon's practices cover a broad range of industry verticals including retail, e-commerce and distribution; food retail and restaurants; energy; technology, media and telecommunications; infrastructure and power.

*Apply at <https://www.pjsolomon.com/careers/careers-contact-us/>

Exploratory Programs/Webinars

Perella Weinberg Partners

Diversity Virtual Coffee Chats ('23s): Ongoing - March

Eligibility: Undergraduate students who self-identify as Black, Hispanic/Latino or Native American graduating between December 2022 - July 2023.

To learn more about PWP, Advisory Diversity Prep Program and Summer Analyst Program, sign up for a Virtual Coffee Chat to speak with a Recruiter.

*Register by January 24th at

<https://pwpcareers.tal.net/vx/appcentre-pwpext/brand-4/candidate/so/pm/1/pl/1/opp/96-Diversity-Virtual-Coffee-Chats/en-GB>

Advisory Diversity Prep Program ('23s): February 25-26th 2021

Eligibility: Undergraduate students who identify as Black, Hispanic/Latino, or Native American graduating between December 2022 - July 2023.

In this virtual workshop you will participate in panel discussions with junior bankers and leadership, build your network, and develop your technical and leadership skills through various training sessions. Participants will be invited to interview early for the 2022 Advisory Summer Analyst Program.

*Register by January 24th at:

<https://pwpcareers.tal.net/vx/appcentre-pwpext/brand-0/candidate/so/pm/1/pl/1/opp/141-Global-Advisory-Diversity-Prep-Program-US-Office-Interest/en-GB>

*See flyer attached for additional information

Women's Advisory Prep Program ('23s): March 11-12th 2021

Eligibility: Undergraduate students who self-identify as women graduating between December 2022 - July 2023

In this virtual workshop you will participate in panel discussions with junior bankers and leadership, build your network, and develop your technical and leadership skills through various training sessions. Participants will be invited to interview early for the 2022 Advisory Summer Analyst Program.

*Register by January 24th at:

<https://pwpcareers.tal.net/vx/appcentre-pwpext/brand-0/candidate/so/pm/1/pl/1/opp/140-Global-Women-s-Advisory-Prep-Program-US-Office-Interest/en-GB>

Morgan Stanley

Risk Management Expo Series ('23s): February - March 2021

Morgan Stanley's Firm Risk Management division invites Black, Hispanic and Native American sophomores from all majors to apply to their 2021 Firm Risk Management Expo Series. There are three separate events where participants will have the opportunity to learn about the different areas of Firm Risk Management, participate in case studies and network with the Firm Risk Management Representatives. They will also provide next steps for applying to the 2022 Summer Analyst Program.

This event will take place on three consecutive Tuesdays in February (sessions will be hosted in the afternoon - times to be confirmed). Participants must be able to attend all three sessions. Participation is limited and selected candidates will be notified directly. If you are ineligible for the February Expo Series based on the criteria above, your application will be considered for the Expo Series in March.

*Apply by January 26 at <https://morganstanley.tal.net/vx/lang-en-GB/candidate/postings/7221>

Jefferies

Inspiring Women for Finance Symposium ('23s): February 26, 2021

Selected applicants will have the opportunity to meet professionals across divisions and experience a day in the life at a Global Investment Bank.

Include your resume and a personal statement (300 words or less) on the following topic: Describe how hard work and drive enabled you to work through a challenging situation. Please discuss the obstacle and what actions you took to overcome it. Be sure to include your name on your personal statement.

*Apply by January 31st at

<https://jefferies.tal.net/vx/lang-en-GB/appcentre-1/candidate/postings/42>

PJT Partners

Women's Insight Program ('23s): Friday, March 26th 2021

Attendees will have the opportunity to take part in interactive senior banker discussions, case study presentations, and hands-on mentoring and networking with bankers across all levels and groups. In addition, participants will have the opportunity for early consideration for the 2022 Summer Analyst Program.

*Apply by Friday, February 12, 2021 @ 12:00PM ET at

<https://pjtpartners.wd1.myworkdayjobs.com/en-US/Students/job/New-York/XMLNAME-2021-Women-s-Insight-Program--US- R0001502>

Diversity Insight Program ('23s): Friday, April 9th 2021

Participants will have the opportunity to learn more about the investment banking industry and the firm's culture through curated speaker series led by senior bankers who identify as Black or African American.

Attendees of the program will also have the opportunity to be fast-tracked through the interview process for the 2022 Summer Internship Program.

*Apply by Friday, February 19, 2021 @ 12:00PM ET at

<https://pjtpartners.wd1.myworkdayjobs.com/en-US/Students/job/New-York/XMLNAME-2021-Diversity-Insight-Program R0001503>

Insight Partners

Dartmouth Coffee Chats: Friday, March 5th at 12:00 - 1:30pm EST

*Apply by February 12th at:

<https://app.smartsheet.com/b/form/80dd42e0ac504213a528d059bf7eb42f>

101 + Networking: Tuesday, February 23rd at 5:00-6:30pm EST

*Apply by February 22nd at:

<https://app.smartsheet.com/b/form/e8367c8a91764cbc8d97a71fd3c8527a>

Barclay's

Diversity Program ('23s): April 2021

The Discovery program is designed to attract and educate high-achieving, underrepresented candidates, including female, Black, Hispanic/Latino, Native American and LGBTQAI students, as well as military veterans and students with disabilities.

This new virtual insight event offers talented, motivated undergraduate sophomores an opportunity to explore career opportunities in the following areas: Banking, Sales and Trading, Equity Research. During the program, you will take part in business workshops, as well as specialized soft skill training and interview preparation. There will be plenty of opportunities to network with Barclays employees as well as your fellow program participants.

*Apply by February 22nd at

<https://joinus.barclays/americas/diversity-programs-career/discovery-diversity-program/>

Bank of America

Careers Launchpad Diversity & Inclusion Forum ('24s, '23s): April 2021

Eligibility: Black/African American, Hispanic/Latino, Native American, women, LGBT+, military veterans and people with disabilities. Attendees will experience business-specific seminars, join panel discussions on diversity and inclusion, and participate in small group networking. Selected students will be considered for 2022 summer programs.

*Register by February 28th at

https://campus.bankofamerica.com/careers/bank_of_america_spring_diversity_and_inclusion_forum.html

Nomura

Cross-Divisional Overview ('24s, '23s): January 20 at 4:30-5:30 EST

During this event, you will hear directly from senior members of Investment Banking, Global Markets, and Corporate Infrastructure and gain insight into the different financial services they provide to their clients. This session is intended to be informational and interactive, with an opportunity for Q&A at the end of the presentation.

*Register at

https://nomuracampus.tal.net/vx/lang-en-GB/appcentre-1/tmpwid-c566_a5728c35-a328-47e3-8e82-5286e2dfaf47/candidate/postings/250

Harvard Women in Business

Intercollegiate Business Convention (IBC): Sunday, February 7th, 2021

The Intercollegiate Business Convention (IBC) is the largest student-run undergraduate business conference in the world and welcomes attendees and speakers from around the globe, attracting over 1,000 participants and 100 speakers from a diverse range of industries. It is a day of programming focusing on gender equity in the workplace. Tickets are free of charge this year.

*Sign up at https://whova.com/portal/registration/ibcft_202102/

*For questions, please contact IBC Outreach Director Gabriella Kennealy (gkennealy@college.harvard.edu)

Special Opportunities

Romero Mentoring Analyst Prep Program

The Analyst Prep Program is designed for students pursuing careers in investment banking, equity research, corporate development or trading. The skills students develop in their program has helped hundreds of students secure internships and full-time offers at top bulge bracket banks on Wall Street.

*Apply at <https://romeromentoring.com/analyst-prep-program/>

The Magnuson Center Campus Ventures Program

An online match-making program that connects Dartmouth students with startup projects. You will have the opportunity to be matched as a student volunteer with a startup that fits your interests! Projects span a variety of skill sets, such as coding,

marketing, social media, graphic design, business development, sales, financing, and more.

*Sign up at <http://dartmouth-mccv.surge.sh/>

*Learn more at https://youtu.be/taLG0_0y-aY

Morning Brew

Want to get smarter in 5 minutes? Sign up for Morning Brew, a business newsletter that contains all the most important and interesting stories to start every day right. Reading it will make recruiting a lot easier because you will always have something to talk about in interviews and will be up to date with what is happening in the world and business community.

Sign up here: brew-u.com/dartmouth

Remote Students

It's an invite-only professional networking site for students that was launched last semester by a Stanford CS team and now has over 33,000 members worldwide. Once you sign up through an invite link, you can choose to join any of its multiple communities or career fields of your interest and access each of their shared pool of resources from a diverse network of students. It is a great resource that supports the search process for internships, company recruiting events, mentors, resume workshops, career advice, etc. especially during this time.

Invite link: http://remotestudents.co/signup?access_code=WIB

Sage Corps

Career Accelerator Program

You will first build new hard skills in a chosen vertical (e.g. digital marketing, data analytics, design, sales/business development, etc) and then work part-time during the academic term for a global startup (typically 15-20 hours/week, flexibly, and with a stipend available). Finally, you'll attend weekly online talks with alumni who now work at top startups and global brands like Google, Nike, Accenture, JP Morgan, IBM, and Airbnb among others.

*Apply for Summer 2021 at

https://sagecorps.com/online-career-accelerator-program/?utm_source=092420sendgrid&utm_medium=092420sendgrid&utm_campaign=092420sendgrid&utm_campaign=website&utm_source=sendgrid.com&utm_medium=email

Intern from Home

Looking for a virtual internship or part time virtual work this fall or winter? Intern From Home is your place to go. They have a wide range of paid and unpaid roles in a huge variety of sectors. They post new roles daily at cool startups and other companies. Subscribe to their newsletter (<https://tinyurl.com/IFH-Subscribe>) and you'll be kept updated on all new roles. It's completely free to use and students of all backgrounds and all academic majors are encouraged to use the platform. Even if you're not looking for an internship now, sign up for their newsletter so you can stay in the loop for new roles once you are looking.

Gratitude

Gratitude is a student-run matching platform that connects Dartmouth students with alumni for financial aid or mentorship. Whether you want to build experience in business development, market research, or growth strategy, Gratitude has shovel-ready projects for you. If you're interested, check out their website www.gratitudeconnects.org or send an email to lex.21@dartmouth.edu with any questions you have.

*Gratitude Student Marketing: <https://bit.ly/Gratitude-Student-Marketing>

*Gratitude Alumni Marketing: <https://bit.ly/Gratitude-Alumni-Marketing>

Finance Prep with Bruce Klein

Want to prepare for job interviews in finance or hit the ground running and reduce stress for an upcoming job? Patient teacher, motivated mentor/coach, and former 28-year Wall St analyst Bruce Klein coaches students and young professionals in finance. He specializes in interview prep, financial statement analysis, cover letters/resume writing and all things finance related from investment banking, management, sales, trading, and more (really whatever you need!) He can help you develop tangible "real world" financial modeling skills and other important skills for working in finance. His email is bruceklein84@gmail.com and his website is www.brucekleincareercoaching.com.