

WHAT'S IT LIKE TO WORK AT SAS?

GA STATISTICS DAY

OCTOBER 30, 2015



- World's leader in business analytics software
- More than 13,000 employees worldwide
- More than 400 offices in 56 countries
- 36 years sustained revenue growth
- 2014 Revenue: \$3.09 billion
- 93 of the top 100 companies on the 2014 Fortune Global 500[®] are SAS customers.



SAS OVERVIEW

INDUSTRIES

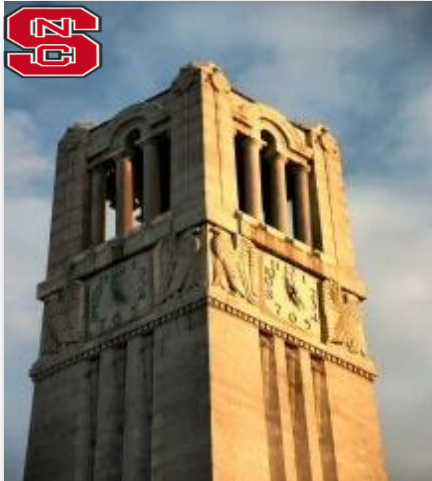
- Automotive
- Banking
- Casinos
- Oil & Gas
- Retail
- Government
- Defense & Security
- Insurance



- Sports
- Travel
- Utilities
- Universities
- K-2 Education
- Media
- Healthcare
- Hotels



1966 → 1976 → 2015



Mission

- SAS delivers proven solutions that drive innovation and improve performance.

Core Values

- Approachable
- Customer-Driven
- Swift & Agile
- Innovative
- Trustworthy

- Ranked in *Fortune*'s "100 Best Companies to Work For" each year since 1997
- Ranked #9 on "100 Best Workplaces for Millennials"
- Named among 2015 Best Places to Work for Recent Grads
- Listed on Computerworld's list of Best Places to Work in IT
- Globally recognized - Germany, Italy, Belgium, France, Spain, China, Greece, Brazil, Netherlands, etc.



TOTAL REWARDS - WE INVEST IN OUR EMPLOYEES

• Benefits

- Medical, Dental, Vision
- Holiday Closings
- Life Insurance
- Retirement
- Time Away
- Voluntary Benefits

• Compensation

- Annual Merit
- Career Progression
- Bonus and Incentives

• Work/life

- Recreation and Fitness
- Health Care Center
- Employee Assistance Program
- Subsidized meals
- Massage therapy
- Dry cleaning



STATISTICIANS AT SAS



JOBS WITH STATISTICAL BACKGROUND

- Research Statistician
- Research Statistician Developer (Software Developer)
- Research Statistician Tester (Software Tester)
- Systems Engineer
- Technical Support Statistician
- Consultant

JOBS | INDUSTRY VS. ACADEMIA

- Publish or perish
- Your own research or not?
- Flexible work days
- Vacation
- Impact

OPPORTUNITIES AT SAS



OPPORTUNITIES FULL TIME AND INTERNSHIP

Full-time (Dec & May)

Sales

Pre-Sales

Technical
Enablement
Academy

Technical
Support

Technical
Consulting

Internships

Technical

- IT
- Tech Support
- Risk
- Statistics
- Software Development
- Software Quality Testing
- Cyber Security
- Product Management

Business

- Sales
- Marketing
- Communications
- Finance
- Legal
- HR

SALES ACADEMY



**Onboarding
program for
new sales
hires**

**6 month
program**

**3 months in class
3 months in the
field**

**Account
Executive**

Who is the best candidate?

- A variety of backgrounds:
 - Business
 - IT management
 - Finance
 - Communications
 - Public Policy
- Grades Matter
- Work Experience Matters
- Are you a self-starter and do you truly have an interest in connecting customer business problems with solutions?



WHAT'S INVOLVED IN THE TRAINING?

- Sales methodologies
- Ethics and compliance
- Business and financial acumen
- Social selling
- Presentation skills
- Time management
- Business case development
- Territory and account planning
- Negotiation techniques



TECHNICAL ENABLEMENT ACADEMY



**Onboarding program
for new technical
hires in core and
new/emerging
technologies**

**16 week long
program**

Four sessions a year

- February (2)
- Consulting
- Tech Support
- June (2)
- Consulting
- Tech Support

TWO PATHS TO CHOOSE FROM

Technical Consulting

- Provide consulting services to clients, including solution development and software implementation at customer sites.

- Curriculum

- High-Performance Computing
- Data Quality
- Data Management
- Business Intelligence
- SAS Platform Administration
- SAS Platform Deployment
- Communications
- Project Management

Technical Support

- Partner with customer to solve tough customer technical issues.

- High-Performance Computing
- Big Data Analytics
- Linux
- Data Management
- Business Intelligence
- Problem-Solving Methodology
- SAS Programming
- SAS Platform Administration

WHAT TO EXPECT?



HOW TO GET 'IN' WITH SAS



Academic Excellence

Extra-Curricular Leadership

Problem Solving

Work Ethic and Drive

Communication Skills

Team Player

Travel Bug



- 10 -12 week summer program
- Meaningful project work
- Learn about SAS culture and products
- Networking with peer interns
- Housing is provided for non-local students
- Social activities
- Lunch and learns
- Intern Expo

INTERNSHIP OPPORTUNITIES

WHAT IS AVAILABLE?

Year Round interns

Part-time throughout school year

Summer interns

R3 Program

Technical & non-Technical

SAS Fellowships

PH.D

Research specific areas

LINKS

- <http://www.sas.com/jobs/USjobs/search.html>
- http://www.sas.com/en_us/careers/students-and-graduates/internships-and-fellowships.html
- http://www.sas.com/en_us/careers/students-and-graduates/sas-academy.html

CONCLUSION

Questions?

