

# 2011

Thayer School of Engineering

## CareerFair

### Jobs and/or Internships in:

Aerospace/Defense  
Biotechnical  
Computer Hardware/Software  
Construction Management  
Consulting  
Energy  
Engineering  
Environmental  
Government/Public Administration  
Manufacturing  
Patent Law  
Product Design/Development  
Project Management  
Research & Development  
And more....

## October 6

Great Hall and  
MacLean Atrium

1–5 pm

Bring your **RESUME** and  
post it on ThayerLink

Today's  
**Opportunities**  
Tomorrow's  
**Possibilities**



THAYER SCHOOL OF  
**ENGINEERING**  
AT DARTMOUTH

[engineering.dartmouth.edu/career/fair](http://engineering.dartmouth.edu/career/fair)



THAYER SCHOOL OF  
**ENGINEERING**  
AT DARTMOUTH

## **15th Annual Thayer School of Engineering Career Fair at Dartmouth**

October 6, 2011

Dear Student:

We welcome your participation at the 15<sup>th</sup> Annual Thayer School of Engineering Career Fair. The Career Fair provides you with a tremendous opportunity to network with alums and company representatives from a variety of industries. This is your chance to take advantage of having many organizations in once place, at one time.

Your success at the Career Fair will depend on how well you are prepared and on how well you communicate your interests and abilities. Research employers in advance, have copies of your resume ready, and practice your communication and interviewing skills. Ask questions and follow up with employers (get a business card).

Please be advised that it is never a waste of time to talk with an employer who does not currently have an opening, hiring is cyclical. Employers are here because they know that they will be hiring in the near future. This contact with an employer can make a real difference to your job search. Get all the information that you can and make a great impression.

Good Luck!

Sincerely,

Holly Wilkinson  
Thayer School of Engineering

## HOW TO MAKE THE MOST OF THE CAREER FAIR: TIPS FOR SUCCESS

- **Goals** for a Career Fair:

**The Student:** To find out about suitable positions with potential employers, to obtain company and industry information, and to distribute resumes.

**The Employer:** To identify potential candidates for known or anticipated positions, to share information relative to their business, and to collect resumes.

- Your success at the Career Fair depends on how well you have prepared and on how well you communicate your interests and abilities to recruiters. When you are there ask questions, take business cards, and then follow-up with employers after the event.
- Bring plenty of resumes, a pad and pen, and dress to impress! A suit is not necessary but "business casual" dress is recommended.
- Conduct preliminary research on the employers you are most interested in. Most employers post ample information regarding their organizations on their web sites. This directory also contains brief company and position descriptions that were supplied by employers participating in the fair.
- Prepare questions in advance and a verbal "60 second summary" of who you are and what you have to offer an employer. Preparation, enthusiasm, and energy will get you noticed!
- Make sure that you are prepared to answer questions regarding your education, work experience, skills, and abilities.
- Speak clearly and concisely. Make sure that you can be heard above all of the noise! Don't let yourself be distracted when talking to an employer. Maintain good eye contact and focus on what is being said. Manage your time well so that you are able to see all of the employers you are interested in. Remember that you may have to wait in line for some employers.
- It is NEVER a waste of your time to talk to an employer who does not have an opening right now. Hiring is cyclical! They are there because they know that they will be interviewing candidates in the near future. This contact with the employer can make all the difference. Get all the information you can and make a great first impression!
- Last, but not least, **practice that HANDSHAKE!**

## MOST COMMON MISTAKES MADE AT A CAREER FAIR

Each year thousands of job seekers swarm the floors of career fairs throughout the country searching for jobs, meeting hiring personnel and passing out resumes. But many of them are not successful. The process is tainted by poor job search practices that impede their career growth.

The following are the most common mistakes made by career fair attendees. Apply the advice with each mistake to benefit most from the career fair experience.

- **Inappropriate dress.** Dress professionally and conservatively. (Don't "show skin.")
- **Failure to do background research on participating companies.** If you don't know anything about a company you approach, you won't impress the recruiter.
- **Running out of resumes.** Don't forget to bring enough resumes so you can leave one with each employer of interest.
- **Not having a plan of attack.** Before entering the career fair, make a list of the companies you'd like to approach. Since your time with each company might be limited, know ahead of time which ones you'd like to talk to the most and visit those companies first. If you see a recruiter is busy with a large group of people, visit another company on the list until he or she is less busy and able to give you more attention.
- **Failure to show expertise and knowledge of an industry.** Your chances of being hired in a particular field won't be very good unless you can show you belong in it. Use the language of the industry and relate your past experiences to the job you're seeking.
- **Failing to show enthusiasm.** If you appear as though you are apathetic or just browsing through the career fair instead of seriously looking to land a job, you won't impress the recruiter. Give each recruiter an idea about your enthusiasm for their work and industry.
- **Behaving too casually with the company recruiter.** Don't lose your guard because of the hustle and bustle of your surroundings. You should use the same formality and respect you would use at a regular interview in your conversation with the recruiter. Remember this is an interview - treat it as one.
- **Bringing food or drink to the recruiting tables.** Keep in mind how you should act for an in-office interview and apply the same rules. (You shouldn't have gum or candy in your mouth.)
- **Ignoring the networking opportunities that exist at the career fair.** You will be surrounded by job seekers from every background imaginable, and some of them might have contacts or information that could get you a job. While you're waiting in line or taking a short break in between company visits, strike up a conversation with the other attendees around you.
- **Failing to get the correctly spelled name of a hiring manager you've visited.** If you've just spent 20 minutes talking to a recruiter, that person is a good company contact for you. Be sure to get his or her name right so you won't have to send things blindly to the company.



## Directory of Participating Employers

*This directory is listed in alphabetical order.*

### Alarm.com

Vienna, VA

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**Website:** [www.alarm.com](http://www.alarm.com)

**Summary:** Alarm.com is the industry leading technology provider of interactive security solutions. Through wireless and web-based services, Alarm.com helps protect thousands of customers throughout North America. For more information, visit [www.alarm.com](http://www.alarm.com).

**Areas of Interest:** Engineering-Computer, Engineering-Mechanical, Mathematics, Engineering - Electrical, Engineering - Other, Engineering Management (MEM), Computer Science, Other Undergraduate, Other Graduate, All Majors

**Types of Positions:** Full-Time Entry Level

**Level of Candidate:** BE, MEM, MS

**Work Authorization:** All Candidates Welcome to Apply

**Contact:** Jessica Freedman 8150 Leesburg Pike, Suite 1400, Vienna, VA 22182

### Allegro Microsystems

Worcester, MA

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**Website:** [www.allegromicro.com](http://www.allegromicro.com)

**Summary:** Allegro MicroSystems, Inc. is a leader in developing, manufacturing and marketing high-performance power and Hall-effect sensor integrated circuits. Allegro's innovative solutions serve high-growth applications within the automotive, communications, computer/office automation, consumer and industrial markets. Allegro is headquartered in Worcester, Massachusetts (USA) with design and applications centers located in North and South America, Asia, and Europe.

**Areas of Interest:** Engineering - Electrical, Engineering - Other, Other Graduate

**Types of Positions:** Full Time Entry Level, Full Time Experienced

**Level of Candidate:** AB, BE, MEM, MS, PhD, Other

**Work Authorization:** All Candidates Welcome to Apply

**Contact:** Linda LaPrad, 115 Northeast Cutoff, Worcester, MA 01615

## Analog Devices

Pawtucket, RI

**Website:** [www.analog.com](http://www.analog.com)

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### **Summary:**

Analog Devices, Inc. (NYSE: ADI) defines innovation and excellence in signal processing. ADI's analog, mixed-signal, and digital signal processing (DSP) integrated circuits (IC) play a fundamental role in converting, conditioning, and processing real-world phenomena such as light, sound, temperature, motion, and pressure into electrical signals to be used in a wide array of electronic equipment. At ADI, we believe that our employees are not only our greatest asset, but also a great asset for our customers. Founded in 1965, ADI has over four decades of experience in the industry and we currently employ approximately 8,500 people worldwide.

**Areas of Interest:** Engineering-Computer, Engineering - Electrical, Computer Science

**Types of Positions:** Full Time Entry Level, Full Time Experienced, Internship, Post Graduate Internship/Fellowship

**Level of Candidate:** BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** Vicki Smith, 2 Pleasant Street, Pawtucket, RI 02860

## Animoto

New York, NY

**Website:** [www.animoto.com](http://www.animoto.com)

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**Summary:** In the works since 2005, Animoto was founded to help people better share their stories and express themselves through online media by innovating technologies in the field of video production. Using the latest in entertainment post-production technologies, Animoto is designed to bridge the gap between the high production value of film and television, and the more "amateur" feeling of most user-created videos and photo albums.

The heart of Animoto is its newly developed patent-pending Cinematic Artificial Intelligence technology that thinks like an actual director and editor. It analyzes and combines user-selected images, video clips and music with the same sophisticated post-production skills and techniques that are used in television & film.

**Areas of Interest:** Computer Science

**Types of Positions:** Internship

**Level of Candidate:** AB, BE, MEM, MS, PhD

**Work Authorization:** US Citizen

**Contact:** Jeff Jolma, 327 E 3rd St #3B, New York, NY 10009

## Appian

Reston, VA

**Website:** //www.appian.com

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**Summary:** Appian is the leading innovator in the Business Process Management industry – extending the power of BPM to mobile devices, cloud computing and social business. By making BPM universally accessible and personalized to individual users, we allow everyone to reap the benefits of process. Appian is committed to delivering the best customer experience to its clients – through innovative technology and outstanding service. We have a vibrant and growing community of customers and partners, representing multiple industries and geographies. With a management team that has many years of BPM leadership and experience, we can ensure the success of your BPM initiatives.

**Areas of Interest:** Engineering, Engineering-Chemical, Engineering-Computer, Engineering-Mechanical, Mathematics, Engineering - Electrical, Engineering - Other, Computer Science, Other Graduate

**Types of Positions:** Full Time Entry Level, Full Time Experienced, Internship

**Level of Candidate:** AB, BE, MEM

**Work Authorization:** US Citizen

**Contact:** Lori Jensen, 1875 Explorer Street, 4th Floor, Reston, VA 20190

## Arcadia Solutions

Burlington, MA

**Website:** www.arcadiasolutions.com

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**Summary:** At Arcadia, our highly skilled consultants follow a rigorous iterative cycle of measuring, analyzing, and implementing to get results for your business. Each iteration brings you closer to your goals and each measurement allows you to make smart decisions about the next step. We focus on providing value to our clients, and we prove it day after day. Our clients include leading organizations in the health care provider, payer, and incentive compensation industries.

**Areas of Interest:** Engineering

**Types of Positions:** Full-Time Entry Level

**Level of Candidate:** AB, BE, MEM, MS, PhD

**Work Authorization:** All Candidates Welcome to Apply

**Contact:** Greg Chittim, 20 Blanchard Rd. Suite 10, Burlington, MA 01803



## **Assured Information Security, Inc.**

Rome, NY

**Website:** [www.ainfosec.com](http://www.ainfosec.com)

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**Summary:** AIS develops technologies to support effective operations across the entirety of the cyber domain. Our R&D expertise draws on the disciplines of computer science and computer engineering as they support the military construct of information operations.

**Areas of Interest:** Engineering-Computer, Computer Science

**Types of Positions:** Full Time Entry Level, Full Time Experienced, Internship, Part Time

**Level of Candidate:** BE, MS, PhD

**Work Authorization:** US Citizen

**Contact:** Cheryl Valenti, 245 Hill Road, Rome, NY 13441

## **BAE Systems**

Various Locations

**Website:** [www.baesystems.jobs/](http://www.baesystems.jobs/)

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**Summary:** BAE Systems, TS-Advanced Information Technologies (AIT) is the research arm of BAE Systems. We are working on the leading edge of some of the most important problems facing our country today. If you want to have an impact, enjoy the opportunities created by a rapidly growing private company, and be part of a tremendous team of mathematicians, engineers, computer scientists, and software engineers, then you need to consider TS-AIT. Over 80% of our technical staff earned advanced degrees with 40% of those having been awarded PhDs in various areas of research

**Areas of Interest:** Engineering-Computer, Engineering-Mechanical, Mathematics, Engineering - Electrical, Computer Science

**Types of Positions:** Full-Time Entry Level, Internship

**Level of Candidate:** AB, BE, MS

**Work Authorization:** US Citizen

**Contact:** Nicole DeMarco, P.O. Box 868, Nashua, NH 03061

## Cisco Systems, Inc.

Various Locations

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**Website:** [www.cisco.com](http://www.cisco.com)

**Summary:** If product security is your passion, then Cisco's Advanced Security Initiatives Group (ASIG) may be the place for you. As a member of this team, you can help design, develop, test, and document product security solutions for Cisco.

**Areas of Interest:** Engineering-Computer, Engineering - Electrical, Computer Science

**Types of Positions:** Full-Time Entry Level

**Level of Candidate:** BE, MEM, MS, PhD

**Work Authorization:** US Citizen

**Contact:** Jay Koehler, 10871 Murdock Road, Knoxville, TN 37932

## Creare, Inc.

Hanover, NH

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**Website:** [www.creare.com](http://www.creare.com)

**Summary:** Join Creare engineers to work on challenging and meaningful engineering projects for government and industrial clients; develop novel solutions for medical assessment and delivery, energy efficiency and matters of national security. Conduct applied research and develop new technologies in biomed, cryogenics, fluid dynamics, heat transfer, manufacturing, and controls systems. Creare's multidisciplinary and supportive learning environment provides training in project management, business development skills, and opportunity for company management and ownership. Aerospace, Biomedical, Chemical, Electrical, Mechanical, and Nuclear engineers formulate best approaches to research, designs, experiments, and analysis.

**Areas of Interest:** Engineering-Chemical, Engineering-Mechanical, Engineering - Electrical

**Types of Positions:** Full-Time Experienced, Internship

**Level of Candidate:** AB, BE, MS, PhD

**Work Authorization:** Permanent US Resident, US Citizen

**Contact:** Sara Illsley, P.O Box 71, Hanover, NH 03755

## DC Energy

Vienna, VA

**Website:** [www.dc-energy.com](http://www.dc-energy.com)

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**Summary:** DC Energy is a proprietary trading firm that specializes in the energy markets. DC Energy was launched in 2002 and has grown to over 70 investment professionals. We are based in the Washington DC metropolitan area. DC Energy's competitive advantage is based upon a rigorous, quantitative analytical approach. We have developed robust, proprietary economic frameworks to take positions across a range of energy contracts and derivatives to efficiently strike a balance between risk and return. Through our activity, we provide liquidity, risk mitigation, and efficient pricing to utilities, power producers, transmission providers, and end users – thus creating a healthier and more competitive market that fosters innovations in energy production, efficiency, and delivery.

**Areas of Interest:** Energy/Utilities, Financial Services

**Types of Positions:** Full-Time Entry Level

**Level of Candidate:** AB, BE

**Work Authorization:** Permanent US Resident, US Citizen

**Contact:** Elizabeth Bowman, 8065 Leesburg Pike Suite 500, Vienna, VA 22182

## Design Standards Corporation

Charlestown, NH

**Website:** [www.designstandards.com/](http://www.designstandards.com/)

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**Summary** Design Standards Corporation is a vertically integrated designer, developer and manufacturer of single use disposable and multi-use reusable medical devices and surgical instrumentation. DSC is certified to ISO 13485:2003 holds over 40 patents and works as a contract supplier to both large established medical device OEMs and small startups alike. Capabilities include: CNC Machining, Plastic Injection Molding, Laser Weld, Clean Room Assy/Packaging, Acid Passivation/Electropolish & Metal Stamping.

**Areas of Interest:** Engineering-Mechanical

**Types of Positions:** Internship

**Level of Candidate:** BE, Other

**Work Authorization:** Permanent US Resident, US Citizen

**Contact:** Eric Crainich, P.O. Box 1620, 957 Claremont Road, Charlestown, NH 03603

## Eaton Corporation

Cleveland, OH

**Website:** [www.eaton.com/careers](http://www.eaton.com/careers)

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**Summary:** Eaton is a diversified, Fortune 200, power management company that has been doing business for 100 years. As a global technology leader, Eaton helps customers manage power, so buildings, airplanes, cars, and businesses can do more while consuming less.

**Areas of Interest:** Engineering-Mechanical, Engineering - Electrical, Engineering Management (MEM)

**Types of Positions:** Full-Time Entry Level, Internship

**Level of Candidate:** BE, MEM, MS

**Work Authorization:** Permanent US Resident, US Citizen

**Contact:** Kevin Bailey, 1111 Superior Ave., Cleveland, OH 44114

## Epic

Verona, WI

**Website:** [www.epic.com](http://www.epic.com)

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**Summary:** Healthcare is one of the biggest challenges of our time. Epic rises to this challenge by creating award-winning software that helps healthcare organizations provide better care, reduce costs, and improve healthcare. Epic makes software for mid-size and large medical groups, hospitals and integrated healthcare organizations – working with customers that include community hospitals, academic facilities, children's organizations, safety net providers and multi-hospital systems. Our integrated software spans clinical, access and revenue functions and extends into the home. Founded in 1979, Epic is private and employee-owned. We develop, install and support all our applications in-house. Epic's leadership team includes clinicians, developers and process experts – people deeply experienced in patient care and healthcare technology.

**Areas of Interest:** All Majors

**Types of Positions:** Full-Time Entry Level

**Level of Candidate:** AB, BE, MEM, MS, PhD

**Work Authorization:** US Citizen, Permanent Resident (U.S.), F1 Visa, H-1 Visa

**Contact:** Alice Kuether, 1979 Milky Way, Verona, WI, 53593

## GE Aviation

Hooksett, NH

**Website:** [www.geae.com/](http://www.geae.com/)

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**Summary:** GE - Aviation is the world's leading producer of large and small jet engines for commercial and military aircraft. We also supply aircraft-derived engines for marine applications and provide aviation services. GE - Aviation's technological excellence, supported by continuing substantial investments in research and development, has been the foundation of growth, and helps to ensure quality products for customers.

**Areas of Interest:** Engineering

**Types of Positions:** Full Time Entry Level, Internship

**Level of Candidate:** AB, BE, MEM, MS, PhD

**Work Authorization:** US Citizen

**Contact:** Erica Wotzak, 31 Industrial Park Drive, Hooksett, NH 03106

## General Mills

Various Locations

**Website:** [www.generalmills.com](http://www.generalmills.com)

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**Summary:** Located in Minneapolis, Minn., USA, we are among the world's largest food companies, and we market some of the world's best-loved brands, including:

Betty Crocker  
Pillsbury  
Green Giant  
Nature Valley  
Fiber One  
Cheerios

**Areas of Interest:** All Majors

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced, Internship

**Level of Candidate:** AB, BE, MEM, MS

**Work Authorization:** All Candidates Welcome to Apply

**Contact:** Kris Fleming, 35 Danton Drive, Methuen, MA 01844

## **Genzyme, A Sanofi Company**

Framingham, MA

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**Website:** [www.genzyme.com](http://www.genzyme.com)

**Summary:** Genzyme, a Sanofi company, ranked as one of the foremost biotechnology companies in the world, is committed to providing an exceptional environment in which individuals can excel, and achieve their professional and personal goals.

**Areas of Interest:** Engineering, Engineering - Biomedical, Engineering-Chemical, Engineering - Biotechnology

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced

**Level of Candidate:** BE, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** Zheng Huang, 200 Crossing Blvd, Framingham, MA 01701

## **Geosyntec Consultants**

Acton, MA

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**Website:** [www.geosyntec.com](http://www.geosyntec.com)

**Summary:** We are an environmental science and engineering firm that specializes in providing innovative solutions to the most pressing problems in environmental contamination, water resources, and environmental engineering.

**Areas of Interest:** Engineering, Engineering Sciences, Engineering-Chemical, Engineering-Computer, Engineering-Mechanical, Engineering - Environmental, Engineering - Other, Computer Science, Other Undergraduate, Other Graduate

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced, Internship

**Level of Candidate:** AB, BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** G. Owen Cadwalader, 289 Great Road Suite 105, Acton, MA 01720

## Google, Inc.

Various Locations

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**Website:** [www.google.com/students](http://www.google.com/students)

**Summary:** Google's innovative search technologies connect millions of people around the world with information every day. Founded in 1998 by Stanford Ph.D. students Larry Page and Sergey Brin, Google today is a top web property in all major global markets.

**Areas of Interest:** All Majors

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced, Internship, Post Graduate Internship/Fellowship

**Level of Candidate:** AB, BE, MEM, MS, PhD, Other

**Work Authorization:** All candidates welcome to apply

**Contact:** Liz Arnold, 5 Cambridge Center, Cambridge, MA 02142

## Green Mountain Coffee Roasters/Keurig

Reading, MA

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**Website:** [www.keurig.com](http://www.keurig.com)

**Summary:** Green Mountain Coffee Roasters, Inc. (NASDAQ: GMCR) is recognized as a leader in the specialty coffee industry for its award-winning coffees, innovative brewing technology and socially responsible business practices.

Keurig, Incorporated, a subsidiary of Green Mountain Coffee Roasters, Inc. is an industry leader in coffee brewing technology in the U.S. for both home and office.

**Areas of Interest:** Engineering-Mechanical, Engineering - Electrical, Engineering - Material Science, Engineering Management (MEM)

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced

**Level of Candidate:** AB, BE, MEM, MS

**Work Authorization:** US Citizen, Permanent Resident (U.S.)

**Contact:** Julia Bonarrigo, 55 Walkers Brook Drive, Reading, MA 01867

## Internal Revenue Service

Various Locations

**Website:** [www.jobs.irs.gov](http://www.jobs.irs.gov)

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**Summary:** Provide America's Taxpayers top quality service by helping them understand and meet their tax responsibilities and by applying the tax law with integrity and fairness to all.

**Areas of Interest:** All Majors

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced

**Level of Candidate:** AB, BE, MEM, MS, PhD, Other

**Work Authorization:** US Citizen

**Contact:** Mary Anne Coburn, One Montvale Avenue, Stoneham, MA 02180

## Labsphere, Inc.

North Sutton, NH

**Website:** [www.labsphere.com](http://www.labsphere.com)

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**Summary:** Labsphere designs, produces and sells precision standard and custom radiometric and photometric products addressing the specific needs of the aerospace, automotive, electronic imaging, laser diode, LED, lighting, medical imaging and optics industries. We offer a broad line of integrating spheres, light measurement systems and instruments, diffuse reflectance materials and standards and superior optical calibration services. We specialize in custom design and OEM production services to provide integrated solutions for customer's specific light measurement requirements.

Thousands of systems having been designed, tested and calibrated at Labsphere's 80,000 square foot facility located in North Sutton, New Hampshire, USA. Our diverse customer base and a solid understanding of their unique requirements have allowed our company to continue to evolve over the decades.

**Areas of Interest:** Engineering, Engineering-Mechanical, Engineering - Electrical, Engineering - Material Science, Engineering - Other

**Types of Positions:** Full-Time Entry Level

**Level of Candidate:** BE, MEM

**Work Authorization:** US Citizen, Permanent Resident (U.S.), H-1 Visa

**Contact:** Carol Ryder, P.O. Box 70, North Sutton, NH 03260



## Logos Technologies

Various Locations

**Website:** [www.logostech.net](http://www.logostech.net)

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**Summary:** Logos Technologies, Inc. is science and technology development company with expertise in intelligence, defense, energy, economics, and IT. Logos Technologies delivers innovative technology and program solutions enabling critical mission operations for our government (Defense, Intelligence Community (IC), and civilian agencies) and commercial clients. We also enable secure customer operations in all environments and against all threats. We built our reputation for systems focus, technical excellence, and dedication to customer needs by employing a strategic blend of scientists, engineers, and senior analysts from diverse fields to pioneer best-fit solutions across multiple domains. As an employee-owned, small business, our demonstrated technical and management competence and savvy enhance today's premier programs and tomorrow's technical advancements.

**Areas of Interest:** Engineering, Engineering-Chemical, Engineering-Computer, Engineering-Mechanical, Mathematics, Engineering - Electrical, Computer Science

**Types of Positions:** Full Time Entry Level, Full Time Experienced, Internship

**Level of Candidate:** BE, MEM, MS, PhD

**Work Authorization:** US Citizen, Permanent Resident (U.S.)

**Contact:** Sonja Whitted, 4100 N. Fairfax Drive Suite 200, Arlington, VA 22203

## MathWorks

Natick, MA

**Website:** [www.mathworks.com](http://www.mathworks.com)

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**Summary:** MathWorks is the leading developer of mathematical computing software. Engineers and scientists worldwide rely on its products to accelerate the pace of discovery, innovation, and development. MathWorks products are used throughout the automotive, aerospace, communications, electronics, and industrial automation industries as fundamental tools for research and development. They are also used for modeling and simulation in increasingly technical fields, such as financial services and computational biology. MathWorks software enables the design and development of a wide range of advanced products, including automotive systems, aerospace flight control and avionics, telecommunications and other electronics equipment, industrial machinery, and medical devices. More than 5000 colleges and universities around the world use MathWorks solutions for teaching and research in a broad range of technical disciplines.

**Areas of Interest:** Engineering, Engineering-Computer, Engineering-Mechanical, Engineering - Electrical, Computer Science

**Types of Positions:** Full Time Entry Level, Internship

**Level of Candidate:** MS, PhD

**Work Authorization:** US Citizen, Permanent Resident (U.S.), F1 Visa, H-1 Visa

**Contact:** Kerri Ewald, 3 Apple Hill Drive, Natick, MA 01760

## **MC10 Inc.**

Cambridge, MA

**Website:** [www.mc10inc.com](http://www.mc10inc.com)

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**Summary:** mc10 takes electronics 'out of the box' to create thin, conformal systems that are able to move with the natural world. mc10's competitive advantage stems from its ability to transform rigid, planar electronics into new types of systems that can bend, stretch and wrap into novel form factors. We use the existing semiconductor industry infrastructure to make these systems, thereby leveraging proven performance and cost competitive economics. mc10 works with partners in a joint development model to prototype and manufacture novel applications for consumer, military, medical and industrial applications.

**Areas of Interest:** Biotech/Pharmaceuticals, Chemicals, Computer Software, Electronics, Engineering, Health Products and Services, Hospital/Health Care, Manufacturing, Product Design, Research

**Types of Positions:** Internship

**Level of Candidate:** AB, BE, MEM, MS, PhD

**Work Authorization:** All Candidates Welcome to Apply

**Contact:** Stephen P. Lee, 36 Cameron Ave., Cambridge, MA 02140

## **Microsoft Corporation**

Redmond, WA

**Website:** [www.microsoft.com](http://www.microsoft.com)

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**Summary:** Headquartered in Redmond, Washington, Microsoft employs thousands of talented people in a wide array of fields. Come as you are. Do what you love. We do software — but we also do hardware, services, research, and community outreach. We work hard, but we value work/life balance, and each of us defines what that means to us.

**Areas of Interest:** Engineering-Computer, Mathematics, Engineering - Electrical, Computer Science

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced, Internship

**Level of Candidate:** BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** Angela Miller, 1 Microsoft Way, Bldg 111, Redmond, WA 98052

## Mobile Medical International Corporation

St. Johnsbury, VT

**Website:** [www.mobile-medical.com](http://www.mobile-medical.com)

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**Summary:** Mobile Medical International Corporation (MMIC) is the premier manufacturer of technologically advanced mobile healthcare delivery systems for the domestic, international and military markets.

MMIC's experienced staff offers a team approach in providing consultative, value-added services. Services include but are not limited to connecting corridors, project oversight, policies and procedures development, medical staffing, facility service and maintenance, delivery, installation, set-up, and training.

**Areas of Interest:** Engineering-Mechanical

**Types of Positions:** Full Time Experienced, Internship

**Level of Candidate:** BE, MEM

**Work Authorization:** US Citizen

**Contact:** Kimberly White, P.O. Box 672 2176, Portland Street Suite 4, Saint Johnsbury, VT 05819

## Model N, Inc.

Redwood Shores, CA

**Website:** [www.modeln.com](http://www.modeln.com)

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**Summary:** Model N is the leader in Revenue Management — an emerging enterprise application category that enables companies to align and improve the processes of pricing and quoting, contract development and management, trade settlements and channel incentives.

**Areas of Interest:** Engineering-Computer, Computer Science

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced

**Level of Candidate:** AB, BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** John Gadd, 1800 Bridge Parkway, Redwood Shores, CA 94065

## Oliver Wyman

Boston, MA

**Website:** [www.oliverwyman.com](http://www.oliverwyman.com)

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**Summary:** Oliver Wyman is an international management consulting firm. We are grounded in deep industry knowledge and specialized expertise in strategy, operations, risk management, organizational transformation, and leadership development. We have more than 35 years experience serving Global 1000 clients. Our staff of 2,900 operates from offices in more than 40 cities in 16 countries. Our work is marked by exceptional impact for our clients. By consistently producing results, we have earned a reputation for quality work and attractive career opportunities.

**Areas of Interest:** All Majors

**Types of Positions:** Full-Time Entry Level

**Level of Candidate:** AB, BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** Katie Holbrook, 200 Clarendon St. 12<sup>th</sup> floor, Boston, MA 02116

## Opera Solutions

Jersey City, NJ

**Website:** [www.operasolutions.com](http://www.operasolutions.com)

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**Summary:** Opera Solutions was founded in 2004 with 10 people and a notion that the world's flow of information — just then starting to intensify — was going to be the oil of the 21st century. Today, Big Data has exploded. And Opera numbers approximately 600, has offices in New York, Jersey City, Boston, San Diego, London, Paris, New Delhi, and Shanghai, and has created one of the world's most advanced, end-to-end platforms for using analytics to turn Big Data flows into profit and advantage.

Our solutions drive real and measureable improvement, because they focus on the most important business leverage points where machine learning science can make a big difference. We bring these solutions to core industry sectors — financial services, healthcare, and government — plus other selected industries where Big Data analytics are particularly powerful.

It's a good start. But, much like the flow of Big Data itself, we've only just begun to grow.

**Areas of Interest:** All Majors

**Types of Positions:** Full-Time Entry Level, Full Time Experienced

**Level of Candidate:** AB, BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** Stephanie Mayer, 10 Exchange Place, 11th Floor, Jersey City, NJ 07302

## Oracle Corporation

Redwood Shores, CA

**Website:** [www.oracle.com/college](http://www.oracle.com/college)

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**Summary:** Oracle remains the gold standard for database technology and applications in enterprises throughout the world: The company is the world's leading supplier of software for information management, and the world's second largest independent software company. Oracle technology can be found in nearly every industry, and in the data centers of 98 of the Fortune 100 companies. Oracle is the first software company to develop and deploy 100 percent internet-enabled enterprise software across its entire product line: database, business applications, and application development and decision support tools.

**Areas of Interest:** Engineering, Engineering Sciences, Engineering-Computer, Engineering-Mechanical, Mathematics, Engineering - Electrical, Engineering - Material Science, Computer Science

**Types of Positions:** Full Time Entry Level, Full Time Experienced, Internship, Post Graduate Internship/Fellowship

**Level of Candidate:** BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** Wendy Lee, 500 Oracle Parkway M/S 60p947, Redwood Shores, CA 94065

## Parsons Brinckerhoff

New York, NY

**Website:** [www.pbworld.com](http://www.pbworld.com)

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**Summary:** Founded in 1885 and headquartered in New York City, PB is a leader in the development and operation of infrastructure to meet the needs of communities around the world. The firm provides strategic consulting, planning, engineering, and program and construction management services to both public and private sector clients.

**Areas of Interest:** Engineering

**Types of Positions:** Full Time Entry Level, Full Time Experienced, Internship, Part Time

**Level of Candidate:** BE, MEM, MS, PhD

**Work Authorization:** All Candidates Welcome to Apply

**Contact:** Jennie Helmlinger, 1 Penn Plaza 250 West 34<sup>th</sup> Street, New York, NY 10119

## Physical Sciences Inc.

Andover, MA

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**Website:** [www.psicorp.com](http://www.psicorp.com)

**Summary:** Physical Sciences Inc. focuses on providing contract research and development services in a variety of technical areas to both government and commercial customers. Our interests range from basic research to technology development, with an emphasis on applied research.

Specifically, we develop advanced technologies for aerospace, energy, environmental, manufacturing and medical applications. The company's core technologies have been developed with more than \$250 million of federal and industrial funding over three decades of operations, a period in which PSI has acquired an international reputation for technical excellence and innovation.

**Areas of Interest:** Engineering, Engineering - Biomedical, Engineering Sciences, Engineering-Chemical, Engineering-Computer, Engineering-Mechanical, Engineering - Biotechnology, Engineering - Electrical, Engineering - Material Science

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced

**Level of Candidate:** MS, PhD

**Work Authorization:** Permanent US Resident, US Citizen

**Contact:** Christine Hall, 20 New England Business Center, Andover, MA 01832

## Resource Systems Group

White River Junction, VT

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**Website:** [www.rsginc.com](http://www.rsginc.com)

**Summary:** Resource Systems Group is a multi-disciplinary, employee-owned consulting firm providing insightful consulting services for the planning, analysis, and management of transportation, natural resources, technology, and business. We design sophisticated approaches to collecting, modeling, and communicating meaningful, nuanced data that organizations and governments at every level can use to make informed policy and operational decisions. More than just analysts, scientists, and engineers, we're communicators. Recognized as one of the "Best Places to Work in Vermont" for the 4th consecutive year, RSG employees enjoy excellent benefits, flexible hours, a commitment to creating a sustainable workplace, and opportunities for advancement.

**Areas of Interest:** All Majors

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced

**Level of Candidate:** AB, BE, MEM, MS, PhD, Other

**Work Authorization:** All Candidates Welcome to Apply

**Contact:** Mara Neufeld Rivera, 55 Railroad Row, White River Junction, VT 05001

## Room 77, Inc.

Mountain View, CA

**Website:** [www.room77.com](http://www.room77.com)

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**Summary:** Room 77, the world's first hotel search engine with room-level information and simulated views out of each room, is hiring whip smart people in our Mountain View, CA office who are passionate about travel and technology. Why? Because it takes a lot of brain power to build the world's largest database of hotel rooms and a killer hotel room search experience. Our team is comprised of hardcore engineers from Google, MIT, Facebook and Stanford, and travel industry veterans from Orbitz, Hotwire and Bing Travel. At the end of the day, our motto is "work hard, play hard." So if you're smart, self-driven, and gung-ho about bringing innovation to the travel industry, come join our team.

**Areas of Interest:** Engineering-Computer, Mathematics, Engineering - Electrical, Computer Science, Other Undergraduate

**Types of Positions:** Full Time Entry Level, Full Time Experienced, Internship

**Level of Candidate:** BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** Calvin Yang, 888 Villa Street, Suite 310, Mountain View, CA 94041

## Seabury

New York, NY

**Website:** [www.seaburygroup.com](http://www.seaburygroup.com)

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**Summary:** Seabury provides a unique combination of consulting, investment banking, restructuring, network planning and software solutions to all segments of the aviation industry. The Seabury Group is a global advisory and investment management group providing investment banking, restructuring/corporate recovery, management consulting, IT development, and human capital advisory services.

Seabury professionals have in-depth experience in providing advisory services to a broad range of industries including aerospace, automotive, aviation, cargo, consumer products, distribution, financial services, gaming, infrastructure (ports and airports), logistics and maritime and manufacturing. Seabury has advised over 400 clients spanning Africa, Australia, Asia, Europe, the Middle East, and the Americas.

**Areas of Interest:** All Majors

**Types of Positions:** Full Time Entry Level, Full Time Experienced

**Level of Candidate:** AB, BE, MEM, MS

**Work Authorization:** All candidates welcome to apply

**Contact:** Theresa Sheeran, 1350 Avenue of the Americas, New York, NY 10019

## Siemens

Various Locations

**Website:** [www.usa.siemens.com](http://www.usa.siemens.com)

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**Summary:** Siemens AG (NYSE: SI) is a global powerhouse in electronics and electrical engineering, and operates in the industry, energy and healthcare sectors. For more than 160 years, Siemens has built a reputation for leading-edge innovation and the quality of its products, services and solutions. With 405,000 employees in 190 countries, Siemens reported worldwide revenue of \$104.3 billion in fiscal 2009. With its U.S. corporate headquarters in New York City, Siemens in the USA reported revenue of \$21.3 billion and employs approximately 64,000 people throughout all 50 states and Puerto Rico.

**Areas of Interest:** Engineering-Mechanical, Engineering - Electrical, Engineering - Other, Computer Science

**Types of Positions:** Full-Time Entry Level, Internship

**Level of Candidate:** AB, BE, MEM

**Work Authorization:** Permanent US Resident, US Citizen

**Contact:** Karen Fogas, 170 Wood Ave. South, 4th Fl., Iselin, NJ 08830

## Sky Research

Etna, NH

**Website:** [www.skyresearch.com](http://www.skyresearch.com)

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**Summary:** Through the innovative use of advanced geophysical, aviation, engineering and remote sensing technologies, Sky Research has developed an efficient and effective Unexploded Ordnance (UXO) detection methodology. This methodology, known as Wide Area Assessment (WAA) continues to be adopted throughout the community as an efficient method of detection.

To continually improve products and services, Sky Research has an active Science and Technology (S&T) department that performs on both internal R&D and client sponsored work.

**Areas of Interest:** Engineering, Engineering Sciences, Engineering-Computer, Engineering-Mechanical, Computer Science

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced, Internship, Post Graduate Internship/Fellowship

**Level of Candidate:** BE, MS, PhD, Other

**Work Authorization:** All candidates welcome to apply

**Contact:** Samuel Segal, 3 Schoolhouse Lane, Etna, NH 03750



## TIAX LLC

Lexington, MA

**Website:** [www.tiaxllc.com](http://www.tiaxllc.com)

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**Summary:** Headquartered in Lexington, MA, TIAX LLC is a privately-held technology processing and commercialization company. Over 100 TIAX scientists and engineers transform innovations into robust technology platforms ready for interactive hand-off to industry.

**Areas of Interest:** Engineering Sciences, Engineering-Chemical, Engineering-Mechanical, Engineering - Electrical

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced

**Level of Candidate:** BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** Pamela Sullivan, 35 Hartwell Ave, Lexington, MA 02421

## Trinity Partners

Waltham, MA

**Website:** [www.trinitypartners.com](http://www.trinitypartners.com)

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**Summary:** Trinity Partners, LLC ("Trinity") is a leading life sciences consulting firm that provides strategic and tactical insights to clients worldwide. Our clients are among the most successful firms in the industry and include a mix of pharmaceutical, biotechnology, medical device and diagnostic companies. Blending consulting services with research capabilities, we specialize in corporate strategy, pipeline & portfolio optimization, brand planning, market analytics, promotional effectiveness, and licensing & acquisition. Based just outside Boston, MA, and with offices in New York City, Trinity has over 100 employees. Trinity is an EEO organization.

**Areas of Interest:** Consulting

**Types of Positions:** AB, BE, MEM, MS, PhD, Other

**Level of Candidate:** Full-Time Entry Level, Full Time Experienced

**Work Authorization:** All candidates welcome to apply

**Contact:** Alexis Fach, 230 Third Avenue, Waltham, MA

## **TripAdvisor**

Newton, MA

**Website:** [www.tripadvisor.com](http://www.tripadvisor.com)

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**Summary:** TripAdvisor is the world's largest travel site, enabling travelers to plan and have the perfect trip. TripAdvisor offers trusted advice from real travelers and a wide variety of travel choices and planning features (including Flights search, TripAdvisor Mobile and TripAdvisor Trip Friends) with seamless links to booking tools.

**Areas of Interest:** Engineering-Computer, Mathematics, Computer Science

**Types of Positions:** Full-Time Entry Level, Internship

**Level of Candidate:** AB, BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** Liz Caristi, 141 Needham St., Newton, MA 02464

## **Tuck Business Bridge Program**

Hanover, NH

**Website:** [www.tuck.dartmouth.edu/bridge/](http://www.tuck.dartmouth.edu/bridge/)

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**Summary:** Business skills are valuable, no matter what you do with your life. The Tuck Business Bridge Program® is an intensive, career-focused program for juniors, seniors, and recent graduates of arts and sciences colleges.

**Areas of Interest:** All Majors

**Types of Positions:** Post Graduate Internship/Fellowship

**Level of Candidate:** AB, BE

**Work Authorization:** All Candidates Welcome to Apply

**Contact:** Nicole Faherty, Tuck Drive, Hanover, NH 03755

## **U.S. Marine Corps Officer Program**

Durham, NH

**Website:** [www.marineofficer.com](http://www.marineofficer.com)

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**Summary:** Marine Officer Programs

**Areas of Interest:** All Majors

**Types of Positions:** Full-Time Entry Level, Internship, Part Time

**Level of Candidate:** AB

**Work Authorization:** US Citizen

**Contact:** Kenneth E. Dunham, Marine Officer Programs 12 Jenkins Court, Durham, NH 03824

## US National Security Agency

Fort Meade, MD

**Website:** [www.nsa.gov/careers](http://www.nsa.gov/careers)

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**Summary:** The National Security Agency is the Nation's cryptologic organization. It coordinates, directs, and performs highly specialized activities to protect U.S. information systems and produce foreign intelligence information. A high technology organization, NSA is on the frontier of communications and data processing. It is also one of the most important centers of foreign language analysis and research within the government.

**Areas of Interest:** Engineering-Computer, Engineering - Electrical, Computer Science

**Types of Positions:** Full-Time Entry Level

**Level of Candidate:** BE, MEM, MS

**Work Authorization:** US Citizen

**Contact:** Peg Parsons, MB1 Suite 6779, Fort Meade, MD 20755

## Veson Nautical

Boston, MA

**Website:** [www.veson.com](http://www.veson.com)

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**Summary:** A U.S.-based maritime software developer—delivers technologically advanced, easy to use, highly graphical software solutions to maritime commerce organizations throughout the world. These proven solutions allow users to manage and share information efficiently across Chartering, Operations, Trading, and Accounting departments—streamlining workflow, cutting costs, and optimizing profits.

**Areas of Interest:** Computer Science, Software

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced, Internship, Post Graduate Internship/Fellowship

**Level of Candidate:** Other

**Work Authorization:** All candidates welcome to apply

**Contact:** Sarah Taffee, 162 Columbus Avenue 3rd Floor, Boston, MA

## **Vestmark, Inc.**

Wakefield, MA

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**Website:** [www.vestmark.com](http://www.vestmark.com)

**Summary:** Vestmark is a software services provider of trading, accounting, and operations platforms for the managed accounts space in the financial services industry. In ten years we have grown to having over \$220 Billion in Assets Under Management.

**Areas of Interest:** Computer Science

**Types of Positions:** Full-Time Entry Level, Full-Time Experienced

**Level of Candidate:** AB, BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** Casey Pratt, 100 Quannapowitt Parkway Suite 205 Wakefield, MA 01880

## **VistaPrint**

Lexington, MA

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**Website:** [www.vistaprint.com](http://www.vistaprint.com)

**Summary:** Vistaprint empowers more than 11 million micro businesses and consumers annually with affordable, professional options to make an impression. With a unique business model supported by proprietary technologies, high-volume production facilities and direct marketing expertise, Vistaprint offers a variety of products and services that micro businesses can use to expand their business. Vistaprint employs over 2,800 people, operates 24 localized websites globally and ships to more than 130 countries.

**Areas of Interest:** Engineering, Engineering-Computer, Computer Science

**Types of Positions:** Full Time Entry Level, Internship

**Level of Candidate:** AB, BE, MEM, MS

**Work Authorization:** All candidates welcome to apply

**Contact:** Katie Ratner, 95 Hayden Avenue, Lexington, MA 02142

## Warner Power

Warner, NH

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**Website:** [www.warnerpower.com](http://www.warnerpower.com)

**Summary:** Warner Power design, engineers and manufactures customized industrial dry type transformers, (including natural convection, forced air and water-cooled units), power conversion systems, including power supplies, chokes, filters and reactors for industry. State of the art electronic ballasts and ignitors are used to power high performance arc lamps. Drawing from its unmatched experience of over 50 years, bridging transformer manufacturing, power engineering, analog and digital controls, and software development, Warner Power offers turn-key solutions with innovative state-of-the-art designs. Using comprehensive magnetic and electronics capabilities, these custom-designed power systems offer the best in integrated solutions.

**Areas of Interest:** Engineering

**Types of Positions:** Full Time Entry Level, Full-Time Experienced, Internship

**Level of Candidate:** BE, MS

**Work Authorization:** All Candidates Welcome to Apply

**Contact:** MaryAnn Burout, 40 Depot Street, Warner, NH 03278

## Wayfair

Boston, MA

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**Website:** [www.wayfair.com/careers#section=campus](http://www.wayfair.com/careers#section=campus)

**Summary:** Wayfair is the 2nd largest Internet retailer of housewares and furnishings in the United States. Our mission is to become the first in the world. We're looking for the brightest, sharpest, most creative minds in every field to help. Currently, we have 19 Dartmouth Alumni among the 800 Wayfairians in our Boston headquarters. We are seeking engineering trained minds to tackle business challenges. Are you one?

**Areas of Interest:** Engineering, Engineering-Computer, Mathematics, Engineering - Other, Engineering Management (MEM), Computer Science, Other Undergraduate, Other Graduate

**Types of Positions:** Full Time Entry Level, Full Time Experienced, Internship

**Level of Candidate:** AB, BE, MEM, MS

**Work Authorization:** All Candidates Welcome to Apply

**Contact:** Matthew Jakubowski, [mjak@wayfair.com](mailto:mjak@wayfair.com) 617-880-8438 (direct), 617-388-9241 (mobile)

## **Wolf, Greenfield, and Sacks P.C.**

Boston, MA

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**Website:** [www.wolfgreenfield.com](http://www.wolfgreenfield.com)

**Summary:** Wolf, Greenfield & Sacks, P.C., founded over 80 years ago in Boston, Massachusetts, is among the largest and most experienced law firms in the United States devoted entirely to the practice of intellectual property law. Our practice areas include patent prosecution, litigation, trademarks and copyrights, design around strategies, investor and acquisition diligence, as well as interference work and IP agreements

**Areas of Interest:** Engineering, Engineering - Biomedical, Engineering Sciences, Engineering-Chemical, Engineering-Computer, Engineering-Mechanical, Mathematics, Engineering - Biotechnology, Engineering - Electrical, Engineering - Material Science

**Types of Positions:** Full-Time Entry Level

**Level of Candidate:** BE, MEM, MS, PhD

**Work Authorization:** All candidates welcome to apply

**Contact:** Jo Parente, 600 Atlantic Avenue, Boston, MA 02210