WHAT’S IT LIKE TO WORK AT SAS?

GA STATISTICS DAY

OCTOBER 30, 2015
A TRUSTED, STABLE COMPANY

- 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
OUR BEGINNING

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.
SAS BENEFITS

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
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 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
Onboarding program for new sales hires

6 month program
3 months in class
3 months in the field

Account Executive

SELL, SELL, SELL
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

<table>
<thead>
<tr>
<th>Technical Consulting</th>
<th>Technical Support</th>
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<tbody>
<tr>
<td>• Provide consulting services to clients, including solution development and software implementation at customer sites.</td>
<td>• Partner with customer to solve tough customer technical issues.</td>
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<tr>
<td>• Curriculum</td>
<td>• High-Performance Computing</td>
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<tr>
<td>• High-Performance Computing</td>
<td>• Big Data Analytics</td>
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<td>• Data Quality</td>
<td>• Linux</td>
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<td>• Data Management</td>
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<td>• Business Intelligence</td>
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<td>• SAS Platform Administration</td>
<td>• Problem-Solving Methodology</td>
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<td>• SAS Platform Deployment</td>
<td>• SAS Programming</td>
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<tr>
<td>• Project Management</td>
<td>• SAS Platform Administration</td>
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WHAT TO EXPECT?

SAS TECHNICAL ENABLEMENT ACADEMY

TEA

Classroom Training

Skills Assessments

Certification Exams

Case Studies
HOW TO GET ‘IN’ WITH SAS
WHAT ARE WE LOOKING FOR?

- Academic Excellence
- Extra-Curricular Leadership
- Problem Solving
- Work Ethic and Drive
- Communication Skills
- Team Player
- Travel Bug
INTERNSHIP OPPORTUNITIES

BUILD YOUR CAREER AT SAS

- 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
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

Questions?