

Accounting

PayPal | Finance & Accounting Intern – Summer 2022

Internship Program Information and Requirements:

- This is a Summer 2022 Internship program. Spring and Fall 2022 internships are not available at this time.
- Recruitment and application consideration will be on a continuous basis throughout Fall 2021 and early Winter 2022.
- Must currently be pursuing Bachelor's or Master's degree in Finance, Accounting or related field from an accredited college or university.
- Must be returning to school in the Fall of 2022.
- Must reside in the U.S. during the Summer internship program.
- Must be able to obtain authorization to work in the U.S. for the summer.

*Note – You are applying to a general Finance and Accounting Intern position, not a specific open role. This job posting is an advertisement for all PayPal Summer Finance and Accounting Internship opportunities that will be opened throughout the Fall and Winter but will not be posted directly to our career site. Students who apply to this position will be contacted by a recruiter if they are selected to interview for a specific intern role. At that point, the intern candidate will receive the specific position details for review.

Job Description:

At PayPal, we're literally reinventing how the world pays and gets paid. We understand that it's about people. We connect individuals to let them shop, get paid, donate, and send money using today's technology with the confidence that comes from the security and control PayPal enables. Are you ready to help us change the world?

The world's leading payments company, PayPal, brings together a family of brands that are revolutionizing the way people move money. At PayPal you will be immersed in an amazing community with a vibrant culture that thrives on innovation, collaboration, inclusion, and wellness.

Finance and Accounting professionals at PayPal manage the planning, reporting and operations of financials. As an essential member of the Finance and Accounting teams, you'll work closely with both engineering and business functions to plan and report on financials, transaction loss, and operating expenses. Partnering with financial analysts responsible for risk management, you'll develop an understanding of the monthly financial process, operating rhythm, and business insights. We're looking for self-starters with a keen eye for detail and a sharp sense for strong business decisions. In this position you will play a key role in long-term strategic planning, business analysis, annual budget building and ongoing reporting/planning.

Key responsibilities:

- Assist with annual budgeting and monthly forecasting processes
- Assist with month, quarter & year-end close activities and reporting processes
- Prepare ad-hoc analysis and business case modeling as per business requirements
- Engage in continuous process improvement efforts to streamline financial planning and budget management processes for efficiency and accuracy

Basic Requirements:

- Have an inherent interest in Finance/Accounting and great business acumen
- Be willing to work in a fast-paced environment and partner with different teams
- A great communicator with focus and attention to details
- Problem solver
- Great analytical skills (such as Trend & Variance Analysis)
- Advanced MS Excel and PowerPoint skills
- Experience with the following will be beneficial; SAP / Tableau / Python / BPC

Business Analytics

Roblox | Data Science Intern (Summer 2022)

Every day, tens of millions of people from around the world come to Roblox to play, learn, work, and socialize in immersive digital experiences created by the community.

Our vision is to build a platform that enables shared experiences among billions of users. This is what's known as the metaverse: a persistent space where anyone can do just about anything they can imagine, from anywhere in the world and on any device. The breadth of opportunities, and the evolving demands of this first-of-its-kind platform, ensure that your avenues for growth are always expanding and flexible.

Join us and you'll usher in a new category of human interaction while solving exceptional challenges that you won't find anywhere else.

Data Science Intern (Summer 2022)

In 2021 & 2020 we were honored to be one of the [Top 100 Internship Programs](#) in the US. In 2019, we were honored to be recognized as a [Certified Great Place to Work®](#). We've fostered a company culture that empowers people to do the most defining work of their career in an environment that's made up of the most passionate, and team-oriented people you'll ever meet.

You Will:

- Accelerate product development through your understanding of the underlying data and your ability to partner with product and technical leaders to provide insights that drive growth.
- Work with product managers to define success metrics for different parts of the product.
- Retrieve/transform/analyze data using tools such as SQL, Hive, Spark, Python or more.
- Set up and perform statistical A/B testing partnering closely with data scientists and product managers to identify impact of product changes on the community and cohorts.
- Apply modeling techniques to gain deeper understanding of the product and community behavior.

You Are:

- **Working towards** a degree in CS, Statistics, Mathematics, Economics, or similar
- **Passionate** about use knowledge in data science, machine learning to deliver insights
- **Highly proficient** in SQL, Python/R, Linux
- **Able to thrive** in a fast-pace work environment: provide insights from data that constantly helps to improve our product
- **Interested** in interested in large user-generated content platforms
- **Willing** to work full-time and onsite

You'll Love:

- Excellent medical, dental, and vision coverage
- A rewarding 401k program
- Flexible vacation policy
- Free catered lunches five times a week and several fully stocked kitchens with unlimited snacks
- Onsite fitness center and fitness program credit
- Annual CalTrain Go Pass
- A Roblox Admin badge for your avatar

Business Law

County of Orange | Legal Assistant Intern – OC Public Defender's Office

The role of the Public Defender's Office is to provide high quality legal representation to clients in an efficient and cost-effective manner. If a person accused of a crime is financially unable to hire a lawyer, the law requires the appointment of counsel for that person. In addition to defendants in criminal cases, counsel is appointed to represent minors in Juvenile Court cases, parents in dependency cases, and a variety of persons in mental health cases.

Intern Duties/Responsibilities:

Interns may work with trial attorneys, investigators, investigative assistants, paralegals, and clerical staff in the Superior Court office or one of the satellite offices. Areas of law include the defense of serious or violent felonies, misdemeanors, juvenile dependency and mental health. The primary responsibility of the interns will be to observe and take part in client interviews and prepare written reports of the interviews. Duties may also include photocopying and organizing paperwork, conducting case file searches to obtain contact information, conducting internet research, entering case information into a computer program, preparing subpoenas, serving legal documents, and observing courtroom proceedings.

Educational Requirements:

The internship is best suited for undergraduate students or recent graduates majoring in Criminal Justice, Forensics, Law, Psychology, Sociology, Political Science, or closely related fields. In addition, students or recent graduates contemplating law school or studying for the LSAT will find this internship extremely valuable.

Skills, Training or Qualifications:

Computer skills, especially Microsoft Office Suite, and bilingual language skills (Spanish and Vietnamese) are desirable. Applicants with previous experience working with at-risk populations or the poor are highly desirable. This internship is for the philanthropic, intelligent and compassionate.

Benefits Available to Intern:

Although this is an unpaid position that does not lead to permanent employment, interns are offered an opportunity to explore career options, build resumes, apply academic knowledge to the workplace, network with professionals in their fields of interest and gain hands-on experience.

Required Background Screening:

Prior to placement, applicants must undergo a background check that includes live scan fingerprinting. A Social Security number and a valid driver's license or state-issued picture identification are required to process the background screening.

Economics

Stout | 2022 Summer Intern – Business Valuation Practice

At Stout, we're dedicated to exceeding expectations in all we do – we call it Relentless Excellence (SM). Both our client service and culture are second to none, stemming from our firmwide embrace of our core values: Positive and Team-Oriented, Accountable, Committed, Relationship-Focused, Super-Responsive, and being Great communicators. Sound like a place you can grow and succeed? Read on to learn more about an exciting opportunity to join our team.

Interns in the Valuation Advisory group at Stout perform engagements for various different contexts including fairness and solvency opinions, estate planning, employee stock ownership plans, purchase price accounting, corporate tax matters, and shareholder planning.

Interns at Stout have the opportunity to gain client exposure and improve their technical skills while working under Stout professionals.

At Stout, you are engaged in real work right away.

As an Intern, a typical day might include the following:

- Performing industry and company research;
- Analyzing financial statements;
- Preparing due diligence questions;
- Attending meeting or calls with company representatives;
- Creating detailed financial models (Discounted Cash Flow, Guideline Public Company, and Merger and Acquisition); and
- Creating the end deliverable for the client (presentations, analysis packets, written report).

The Intern will be part of a firm where the culture and exceptional client service is inspired from leadership down. Interns also interact with senior level professionals and clients on a regular basis.

Qualifications:

- Pursuing a BA/BS
- Preferred, but not required coursework in Accounting, Economics, Finance, or related discipline
- Strong academic record
- Experience with Microsoft Office (Excel, PowerPoint, Word)
- Relevant internship and/or extracurricular related experiences
- Strong analytical, verbal, technical, and written skills
- Superior Communication and interpersonal skills
- Must be eligible to work in the US, without employer sponsorship, at the time of hire and in the future.

Why Stout?

Our goal is to provide a comprehensive Total Rewards program that includes competitive compensation, benefits & wellness programs that allows employees to choose what's most important to them at any life stage. At Stout, we are committed to the personal and professional development of our employees while fostering a diverse and inclusive environment.

Stout Culture: We honor the fundamental value and dignity of all individuals. We are committed to representing and including the unique experiences, perspectives, and backgrounds of our people, partners, and the communities we serve. Our core values embrace a culture of inclusion and the equitable treatment of all team members, starting with Stout's leadership and spreading across the organization. We strive to recruit, develop, and retain individuals with an array of talents, ideas, and experiences that propel the entrepreneurial spirit and exceptionalism that drive our success. To learn more about our commitment to diversity, equity, and inclusion, click [here](#).

The specific statements shown in each section of this description are not intended to be all-inclusive. They represent typical elements and criteria necessary to successfully perform the job.

Stout is an Equal Employment Opportunity / Affirmative Action employer. All qualified applicants will receive consideration for employment on the basis of valid job requirements, qualifications and merit without regard to race, color, religion, sex (including pregnancy), sexual orientation, gender identity, national origin, physical or mental disability, protected genetic information, protected veteran status or any other characteristic protected by applicable local, state or federal law. Stout values a diverse workforce and strongly encourages women, people of color, members of the LGBTQ+ communities, veterans, people with disabilities and members of other underrepresented communities to apply.

Interested in joining a rapidly growing group of bright, ambitious professionals in a work environment that values culture, diversity, and personal growth? Stout might just be the right place for you.

Financial Analysis / Financial Planning

AIG Finance Summer Internship Program

Get to know the business

Our finance professionals play an essential role in maintaining a healthy balance sheet at AIG. They deliver significant finance support for the overall enterprise, optimizing operations, funding and capital structure to honor our commitments to our stakeholders. They inform the decisions of AIG executives and comply with regulatory requirements, maintaining financial discipline, transparency and controls, while providing timely and meaningful information.

AIG Finance is organized to support the strategic and financial objectives of each business while staying at the forefront of accounting, compliance and reporting requirements. You'll work on critical initiatives for senior managers, supporting the businesses with reporting and analytics, tax with public filings or learning what it takes to close the books for the month or quarter in corporate finance.

Aligned with the firm's structure, finance analysts typically work in either a corporate finance function or the general insurance business.

Corporate Finance – Performs controllership activities that deliver all required AIG consolidated financial reporting. Handles centralized corporate financial activities such as investment accounting, and firm-wide performance metrics, analysis, reporting and capital planning. Oversees finance operating models, process re-engineering and data management initiatives.

General Insurance Finance – Serve as the primary finance business partners to the General Insurance businesses, providing key reporting and analytics support, driving planning, budgeting, and forecasting efforts, handling expense management, coordination across strategic initiatives and managing capital for their respective businesses.

Tax – Provides tax advisory and strategy, planning, accounting, compliance and analytics for all types of taxes

Treasury – Manages AIG's capital plan, rating agency/banking relations, short and long-term cash management, liquidity forecasting and collateral management.

Everyone across the Finance function is keenly focused on providing meaningful, actionable, timely information while efficiently maintaining financial discipline, transparency, and controls.

What you need to know:

Joining the AIG Summer Internship Program is a great way to enhance your business acumen and gain insight into our industry. Summer interns are placed into meaningful and influential roles that have an immediate and integral impact on the business.

The Summer Internship Program lasts approximately 10 weeks and is targeted to students entering the final year of their undergraduate education. After initial orientation, summer interns will join one of our business lines, each of which offers a unique opportunity to obtain core technical knowledge and professional skills in a diverse and global environment. In addition to the experience acquired on the job, summer interns have the opportunity to learn directly from senior management and participate in webinars, discussion forums, and networking receptions.

Summer interns establish goals with their managers during the first week, and the goals are measured at the mid and end points of the summer. Successful summer interns may be considered for full-time analyst positions to begin summer of 2023.

Locations:

AIG Finance intern positions are available in Jersey City, NJ and New York, NY.

What we're looking for:

Required:

- Minimum grade point average of 3.2 on a 4.0 scale (unofficial transcript required upon application)
- Candidate for bachelor's degree in accounting, finance or business to be received no later than June 2023

Preferred:

- One or more years of classroom and/or finance internship work experience in financial analysis with demonstrated analytical and problem-solving skills
- Competency in MS Office, especially in Excel and PowerPoint
- Ability, experience, and overall understanding of fundamental finance and accounting acumen including: data modeling, data analytics, forecasting, interpreting financial statements, and reporting and variance analysis
- Capable of working with high degree of ambiguity in a fast-paced environment
- Demonstrated ability to work both independently and collaboratively with multiple business partners and teams
- Attention to detail and accuracy

The ideal candidates will be solutions-oriented and service-minded thinkers and will possess a powerful blend of IQ (technical skills, consistent learning, statistical & financial acumen) and EQ (adaptive communication, empathy, listening skills, challenging with humility).

A look at our benefits

At AIG, we have a 100-year legacy of working to make the world a better place. And that begins with our employees. We're proud to offer a range of employee benefits and resources for eligible employees that help you protect what matters most – your health care, savings, financial protection, and wellbeing. We provide a variety of leaves for personal, health, family, and military needs. For example, the "Giving Back" program allows you to take up to 16 hours a year to volunteer in your community.

We also believe in fostering our employees' development and offer a range of learning opportunities for employees to hone their professional skills to position themselves for the next steps of their careers. AIG also has a tuition reimbursement program for eligible employees to enhance their education, skills, and knowledge in areas that relate to their current position or future positions to which they may transfer or progress.

We are an Equal Opportunity Employer

It has been and will continue to be the policy of American International Group, Inc., its subsidiaries and affiliates to be an Equal Opportunity Employer. We provide equal opportunity to all qualified individuals regardless of race, color, religion, age, gender, gender expression, national origin, veteran status, disability or any other legally protected categories. At AIG, we believe that diversity and inclusion are critical to our future and our mission – creating a foundation for a creative workplace that leads to innovation, growth, and profitability. Through a wide variety of programs and initiatives, we invest in each employee, seeking to ensure that our people are not only respected as individuals, but also truly valued for their unique perspectives.

Global Supply Chain Management

The J.M. Smucker Company | Logistics/Supply Chain Intern

For more than 115 years, The J. M. Smucker Company has been committed to offering consumers quality products that bring families together to share memorable meals and moments. Today, Smucker is a leading marketer and manufacturer of consumer food and beverage products and pet food and pet snacks in North America with annual net sales of approximately \$8 billion. In consumer foods and beverages, its brands include Smucker's®, Folgers®, Jif®, Dunkin' Donuts®, Crisco®, Pillsbury®, R.W. Knudsen Family®, Hungry Jack®, Café Bustelo®, Martha White®, truRoots®, Sahale Snacks®, Robin Hood®, and Bick's®. In pet food and pet snacks, its brands include Meow Mix®, Milk- Bone®, Kibbles 'n Bits®, Natural Balance®, and 9Lives®. The Company remains rooted in the Basic Beliefs of Quality, People, Ethics, Growth, and Independence established by its founder and namesake more than a century ago. For more information about the Company, visit jmsmucker.com.

JOB RESPONSIBILITIES

Include the following although other duties may be assigned

- Assures high quality production and shipping of strawberries packed in drums and other containers.
- Make sure drums and other containers are clean and properly labeled before shipping.
- Conducts vehicle inspections to insure the cleanliness and safety of the trucks and railcars before loading and unloading.
- Ensures that all shipments have the documented security seals before accepting an incoming load and sending off a loaded shipment.
- Conducts pallet inspections; must reject load if does not meet specifications.
- Ensures that all shipping paperwork is accurate and corresponds with handheld scanner results before shipping product.
- Ensures that all instructions on the Bill of Ladings are carried out in each shipment.
- Accurately checks all incoming raw materials and supplies before signing receiving slip.
- Must ensure that all incoming ingredients are on the Approved Ingredient List and are appropriately labeled with Kosher emblems.
- Cooperates with management and office personnel in accounting for production and shipments and helps take inventory as needed.
- Ensures a safe working environment.
- Investigates and documents accidents thoroughly and timely (as soon as possible on the same day it occurs.)

- Prevents accidents by recognizing physical and behavioral hazards and taking corrective action.
- Work closely with the Human Resources department in promoting safety and helps during safety meetings.
- Assists the logistics team with shipping and receiving in an effective manner, in order to obtain or exceed cost expectations, without sacrificing quality or safety.
- Coordinates shipping and receiving activities with floor personnel, quality control personnel and forklift drivers.
- Makes sure shipments are accurate before loading onto trucks.
- Makes suggestions to processing supervisors to improve efficiency.
- Works closely with management, office, quality control, maintenance and hourly personnel to achieve goals.
- Must follow OSHA required regulations when driving a forklift.
- May have to load/unload trucks to keep the shipping schedules on time.
- Work closely with truck drivers.
- Must have constant communication with the carrier offices and the outside cold storage locations to ensure proper product rotation.

SELECTION CRITERIA

Education

- Currently have a 4-year degree or are enrolled in a 4-year degree program

Other

- Available for paid training in late March. Internship begins in April and will go through mid-August.
- Able to work weekends, overtime, and night shifts.
- Excellent communication skills and leadership skills.
- Ability to read, write and speak Spanish highly desired.

No person will be discriminated against in any aspect of his or her employment on the basis of race, color, religion, sex, age, national origin, ancestry, sexual orientation, gender identity or expression, transgender status, marital status, familial status, disability, genetic information, protected veteran/military status, or any other characteristic protected by applicable federal, state, or local law.

Information Systems

Amazon | Data Engineer Intern

Do you love building data pipelines? Are you excited by the opportunity to design tools and infrastructure needed to analyze large volumes of data? Do you want to help solve big data warehousing problems, and partner with stakeholders to understand how to best design and implement cutting edge data solutions that provide answers to key business questions? Do you want to be a part of a fast-paced environment and contribute to one of the most visited sites on the Internet?

If this describes you, consider joining us as an intern in the summer of 2022. Amazon is looking for a data engineer intern to join one of our many lines of business. Amazon interns have the opportunity to work alongside the industry's brightest engineers who innovate everyday on behalf of our customers. You will be matched to a manager and a mentor. You will have the opportunity to impact the evolution of Amazon technology as well as lead mission critical projects early in your career. Your work will contribute to solving some of the most complex technical challenges in the company. In addition to working on an impactful project, you will have the opportunity to engage with Amazonians for both personal and professional development, expand your network, and participate in fun activities with other interns throughout the summer. No matter the location of your internship, we give you the tools to own your summer and learn in a real world setting.

Come chart your own path at Amazon.

Responsibilities:

As a data engineer intern, you will/may:

- Design, implement, and automate deployment of our distributed system for collecting and processing log events from multiple sources
- Design data schema and operate internal data warehouses and SQL/NoSQL database systems
- Own the design, development, and maintenance of ongoing metrics, reports, analyses, and dashboards that engineers, analysts, and data scientists use to drive key business decisions
- Monitor and troubleshoot operational or data issues in the data pipelines
- Drive architectural plans and implementation for future data storage, reporting, and analytic solutions
- Develop code based automated data pipelines able to process millions of data points
- Improve database and data warehouse performance by tuning inefficient queries
- Work collaboratively with Business Analysts, Data Scientists, and other internal partners to identify opportunities/problems
- Provide assistance to the team with troubleshooting, researching the root cause, and thoroughly resolving defects in the event of a problem

Basic qualifications

- Currently enrolled in or will receive a Bachelor's in Computer Science, Computer Engineering, Information Management, Information Systems, or an equivalent technical discipline with a conferral date between September 2022 – August 2024

- Experience with data mining and data transformation
- Experience with database and/or data warehouse solutions
- Experience building data pipelines or automated ETL processes
- Experience with SQL
- Experience with one or more scripting language (e.g., Python, KornShell)

Preferred qualifications

- Enrolled in a Master's Degree or advanced technical degree
- Previous technical internship(s), if applicable
- Can articulate the basic differences between datatypes (e.g. JSON/NoSQL, relational)
- Familiar with the basic implications of different implementation decisions (e.g., distributed processing, parallel processing)
- Understand the basics of designing and implementing a data schema (e.g., normalization, relational model vs dimensional model)
- Experience building code based on data pipelines able to process big datasets
- Knowledge of writing and optimizing SQL queries with large-scale, complex datasets
- Experience with big data processing technology (e.g., Hadoop or ApacheSpark), data warehouse technical architecture, infrastructure components, and reporting/analytic tools and environments
- Experience with data visualization software (e.g., AWS QuickSight or Tableau)

Amazon is committed to a diverse and inclusive workplace. Amazon is an equal opportunity employer and does not discriminate on the basis of race, ethnicity, gender, gender identity, sexual orientation, protected veteran status, disability, age, or other legally protected status. For individuals with disabilities who would like to request an accommodation, please visit <https://www.amazon.jobs/en/disability/us>.

Pursuant to the San Francisco Fair Chance Ordinance, we will consider for employment qualified applicants with arrest and conviction records.

Pursuant to the Los Angeles Fair Chance Ordinance, we will consider for employment qualified applicants with arrest and conviction records.

Management

Xerox Copy Solutions Inc. | Human Resource Intern

Job description

Copy Solutions, Inc. is an Authorized Xerox Platinum Sales Agent, Dealer, and reseller covering the greater Los Angeles area, representing the Xerox Corporation. Copy Solutions and Xerox are partnered together to offer the most advanced and leading edge digital technology for the office. We believe that no matter what size, every business is unique and every business is driven to improve results. Our organization offers real business experience (based on special projects and NOT employee jobs) across all corporate levels, training and workshops on how to succeed in the world of business, challenging projects that will help cultivate creativity and foster growth, a personal mentor who will guide you through your experiences and assignments, and academic credit.

We are seeking a college student who wants a Human Resources internship (HR) that will challenge them and provide them with valuable experience to prepare them for their future careers.

Responsibilities:

- Complete daily activities that have been assigned by their mentor
- Complete projects assigned by their mentors and other employees of the office
- Recruit applicants for company positions
- Conduct interviews with candidates
- Create and modify existing contracts to meet current law standards
- Conduct training and workshops for new interns and employees
- Act as main liaison between interns and upper management
- Manage and coordinate intern schedules and availability, and work reports
- Create and distribute all necessary documentation for onboarding process
- Utilize Microsoft Outlook to schedule appointments, interviews and communicate with employees

Requirements & Qualifications:

- Currently enrolled in college or recent graduate
- Has knowledge of basic computer/software skills

- o Microsoft Office (Word, PowerPoint, Excel, and Outlook)
- Punctual and communicates efficiently
- Ability to work in a fast-paced, competitive, business environment
- Ability to work remotely and a desire to learn
- Minimum commitment of 20 hrs/week for at least three months

Why Copy Solutions?

- Receive academic credit
- o Applicable to most internship programs at California universities. We will verify your hours for credit and complete any necessary forms/surveys.
- Real-world professional experience
- o Gain first-hand professional experience working under Xerox, a Fortune-500 company.
- Resume building
- o Have a leg up on the competition before graduating with professional experience on your resume.
- Recommendation Letter
- o Upon completion of our internship program, you can receive a recommendation letter based on your performance.
- Apply your coursework and experience to a professional work environment
- o Develop your professional communication skills, network, and learn real business processes.
- Choose your schedule
- o We can accommodate to your busy class schedule, as long as you complete 20 hours a week!

Marketing

Proterra | Marketing Intern

The Proterra Story

Communities are growing and evolving, and with that, our transportation needs are changing. Now more than ever, we need safer, more reliable, and cleaner options. At Proterra, our mission is to advance EV technology to deliver the world's best-performing commercial vehicles. Proterra is a leader in the design and manufacture of zero-emission electric transit vehicles and EV technology solutions for commercial applications. Since 2004, Proterra technology has been proven through more than 20 million service miles in heavy-duty applications. From our own best-selling transit bus to electric school buses, delivery trucks, coach buses, and shuttles, Proterra battery technology is already powering commercial vehicles from world-class automakers and helping fleet operators reduce emissions while lowering operating costs.

Building battery-electric vehicles for all people requires building an equitable and inclusive company which mirrors that diversity. Our commitment to **diversity, equity and inclusion** is a driving force in our business every day. It starts by ensuring that our workplace, workforce and industry reflect all the communities we are proud to serve.

Position Overview

This intern position will provide support to Proterra's Marketing team members. You will learn and gain practical experience in a hands-on environment while providing support to client groups in an environment where you can have a significant impact and earn a competitive salary during the program.

About the Role – You will:

- Gain practical experience in a hands-on environment.
- Work on projects and programs currently in progress at Proterra, which allows interns to apply knowledge that contributes to the overall business.
- Assist with product launches (i.e. help identify and track deadlines for various items leading up to product launch, gather required assets and data, etc.)
- Assist with analytics tracking & reporting- build on existing structure for marketing analytics
- Messaging – assist with management of database of marketing claims & references to help ensure consistent and accurate messaging across materials.
- Assist with digital asset management
- Assist with planning for events (i.e. trade shows, conferences, customer deployments)
- Coordinate with internal customers in areas of assigned responsibility.

- Have opportunities to propose new ideas or improvement concepts.
- Work with a mentor that will support and be a resource for you during your internship assignment.

About Our Group:

- As strategic partners, the Proterra team strives to ensure that our values, culture and engagement always allow us to do great things for our company.
- We strive to provide the highest-level service and support to our clients each and every day.
- We work collaboratively to build strong relationships with our clients, partners, and our own team members.
- We treat each other with respect
- You will report to the **Sr. Marketing Manager** and may collaborate with other team members located not only at our headquarters in Burlingame, CA, but also at our other manufacturing facilities in Los Angeles, CA and Greenville, SC.

About You:

- Motivated self-starter with the ability to prioritize and adapt as needed
- Customer-focused attitude, with high level of professionalism and discretion
- Ability to maintain strict confidentiality, establish trust and credibility, and act with complete integrity.
- Detail-oriented, resourceful and diligent.
- Strong time management, project management and organizational skills.
- Sound judgment and problem-solving skills.
- Strong communication skills

Your Experience Includes:

- Enrollment in a Bachelors program for the Fall 2021 semester in Marketing or Communications
- Must have completed your sophomore year or later in your current program, including coursework such as: Marketing Principles, Mass Communication, Business Writing, Technical Writing, B2B Marketing, Channel Marketing, Marketing Analytics
- Minimum GPA of 3.0
- Apply the theory from college/university course work to real world scenarios / situations.

· Proficient in Microsoft Applications, especially Word and PowerPoint, and basic Excel skills preferred.

Location: Greenville, SC; Los Angeles, CA; Burlingame, CA (will be working remotely majority of the time, but will need to be within local driving distance to one of our sites)

Temporary Housing: Not available

Length of internship: Part-time (10- 20 hours per week) Spring and Summer 2022 Semesters

Travel: 0 – 10%

Proterra is an Equal Employment Opportunity Employer, providing equal employment opportunities to all Employees and applicants for employment without regard to race, color, creed, religion, sex, sexual orientation, gender identity, national origin, disability, age, genetic information, veteran status, pregnancy, childbirth, or related medical conditions, including, but not limited to, lactation or any other characteristic protected by applicable federal, state, or local law or ordinance. Proterra participates in the Electronic Employment Verification Program (E-Verify).

Real Estate

Commercial Real Estate Agent

Interested in a career in commercial real estate with the top investment sales firm in the nation?

Marcus & Millichap is the industry's largest firm specializing in real estate investment sales and financing, as well as a leading source of research and advisory services. As leaders in commercial brokerage, we are continuing to build our Investment Sales team across multiple product types: Multifamily, Retail, Net-Leased, Office, Industrial, Hospitality, Self-Storage, etc.

Despite the rapidly changing markets, Marcus & Millichap's Las Vegas office is still hiring!! We are looking for agents to join our team and to begin remote on-boarding and training. We are seeking recent college graduates who are driven and entrepreneurial to join our Investment Sales Team as an Entry-Level Commercial Real Estate Agent.

This hands-on training combined with real-world experience will allow you to:

- springboard your career into a successful commercial real estate agent.
- quickly become an integral part of a team, working on an active pipeline of deals while developing your own book of business.
- be mentored by a Senior agent who will teach you every aspect of Marcus & Millichap's brokerage continuum.

This is a 100% commission sales position. We offer significant earning potential to candidates who are entrepreneurial, motivated, eager to get on the phone, ready to learn and ready to earn. Through our unparalleled training and mentorship program, you will master the art of real estate sales while working with amazing people in a dynamic culture. Sales experience is appreciated but not necessary. Coachability is required.

This is a unique opportunity working directly with experienced, highly successful Senior agents and learning from some of the best in our office!

Our mission is to help our clients create and preserve wealth by providing the best real estate investment sales, financing, research, and advisory services available.

Founded in 1971, Marcus & Millichap (NYSE: MMI) is a leading commercial real estate brokerage firm focusing exclusively on investment sales, financing, research, and advisory services, with over 2,000 investment sales and financing professionals in 80+ offices throughout the United States and Canada.

Marcus & Millichap closes 4.5 transactions every business hour – more than any other real estate investment brokerage firm in the nation. In 2019, the firm closed 9,726 transactions with a sales volume of approximately \$49.7 billion.

The firm has perfected a powerful property marketing system that integrates broker specialization by property type and market area; the industry's most comprehensive investment research; a long-standing culture of information sharing; relationships with the largest pool of qualified investors; and state-of-the-art technology that matches buyers and sellers.

Risk Management and Insurance

Gallagher Sales Intern – Pacific

About Gallagher:

Gallagher is one of the world's largest insurance brokerage, risk management services and human capital consulting firms. Every day our clients and prospects face massive challenges across a range of issues. Gallagher's advisors understand an organization and how hard they work to deliver on promises. We act as a global partner to our clients in protecting, restoring and rebuilding their organization to be sure they are poised for growth and success. Our employees are fueled by teamwork, creativity and an entrepreneurial spirit.

On a global scale, we provide a full range of retail and wholesale property and casualty brokerage and alternative risk transfer services, extensive employee benefit consulting, and actuarial services. Gallagher also offers claims and information management, risk control consulting and appraisal services, human resource consulting, and retirement services to clients around the world.

Gallagher was the only insurance brokerage company recognized as one of 2021's World's Most Ethical Companies by Ethisphere. This is the tenth consecutive year we have been honored to receive this distinction. In addition, we were recently named as one of America's Best Employers for Diversity 2021 by Forbes.

Your Summer at Gallagher:

We are looking for internally driven individuals excited to explore a career in **sales** and client relations that is rewarding personally, professionally, and financially. Your internship at Gallagher could be the first step on a career path that offers tremendous growth potential.

Nearly all of our entry-level sales professionals started as an intern. We are very proud of this fact and believe it speaks volumes about our one-of-a-kind company and culture.

Gallagher is a unique organization defined and made better every single day by our dedicated employees. In addition, our comprehensive "learning by doing" experience provides you with a realistic look at what it means to be a Gallagher Producer through job shadowing, presentations, client project assignments, prospecting, and more.

You will have exposure to all divisions and service lines with the opportunity to work in one primary area: Gallagher Global Brokerage, Gallagher Benefit Services, Risk Placement Services or Gallagher Bassett Services.

A Tremendous & Rewarding Opportunity for candidates with the following:

- A competitive spirit, self-starter attitude, and enthusiasm to understand client needs
- Excellent relationship management, leadership, and interpersonal skills
- Strong organizational skills and ability to multi-task

- A passion to build a supportive network and thrive within a growing entrepreneurial Fortune 500 organization
- A passion to learn and be mentored by employees excited to help navigate your career

Sample Intern Projects & Responsibilities:

- **Understanding Consultative Selling:** Shadowing Gallagher producers, consultants and underwriting teams as they connect with clients and prospects to gain a better understanding of Gallagher's sales and marketing process.
- **Professional Development:** Attending Intern Orientation and various weekly training events to further develop critical qualities of a successful sales professional (i.e. communication, emotional intelligence, networking, etc.)
- **Competition:** Collaborating with peers in national and regional sales competitions to challenge your passion for sales and curiosity of the insurance brokerage world
- **Building Professional Acumen:** Learning about Gallagher's Risk Management, Benefits, Wholesale and Claims businesses to gain a better understanding of clients' needs and opportunities for growth
- **Culture:** Adopting Gallagher's unique culture, the "Gallagher Way," on how to ethically serve our external and internal clientele; Participating in various local community service events
- **Being a Team Player:** Assisting in various regional and/or branch projects to support Gallagher's sales and service initiatives
- **Having fun!**

Requirements:

- Rising sophomores and juniors with an expected graduation date between December 2022 and June 2024
- Preferred areas of study include, but are not limited to the following: Risk Management and Insurance, Sales, Marketing, Communications, General Business, Management, Economics, Finance, Liberal Arts or Social Sciences
- All candidates are required to submit an application via www.ajg.com/interns
- Unrestricted work authorization to work in the United States. For U.S. employment opportunities, Gallagher hires U.S. citizens, permanent residents, refugees, and temporary residents. Temporary residence does not include those with non-immigrant work authorization (F, J, H or L visas), such as students in practical training status. Exceptions to these requirements will be determined based on shortage of qualified candidates with a particular skill. We will require proof of work authorization

- Willing to execute the Company's Employee Agreement which requires, among other things, post-employment obligations relating to non-solicitation, confidentiality and non-disclosure

Gallagher believes that all persons are entitled to equal employment opportunity and does not discriminate against nor favor any applicant because of race, color, religion, sex, age, veteran status, disability, national origin, or any other legally protected status. Equal employment opportunity will be extended in all aspects of the employer-employee relationship, including, but not limited to, recruitment, hiring, training, promotion, transfer, demotion, compensation, benefits, layoff, and termination. In addition, Gallagher will make reasonable accommodations to known physical or mental limitations of an otherwise qualified applicant with a disability, unless the accommodation would impose an undue hardship on the operation of our business

Systems & Operations Management

Strategy & Operations Intern

STRATEGY & OPERATIONS INTERNSHIP JOB DESCRIPTION

Title: Strategy & Operations Internship

Pay Level: College Credits

Reporting Relationship: This position reports directly to the Executive Director and the chair of the program committee

Working Hours: 10 Hours Weekly (remote/office)

Duration of Internship: 1 Semester/ 1 Quarter (renewable)

Responsibilities: The Strategy & Operations Intern will assist with a variety of responsibilities including but not limited to:

- Assisting JHFA Operations Director with activities related to:
- Creating new documents for new cohort
- Update/Create documents, infographics for students
- Create student schedule 1 pager
- Create 1 page information
- Attend relevant meetings
- Assist with Reports completion
- Weekly, Monthly, Quarterly
- Write report on overall trends yearly, 3 years, 5 years
- Following up to ensure everything is on track with the year JHFA timeline
- Scheduling
- Send reminders on holidays, exams, etc.
- Check make up session requests
- Maintain organization of Dropbox and Google Drive; use metadata, keywords to filenames/tags if applicable
- Gather evaluations (non biased) mid year + end of year
- From students; +/-/ deltas, any concerns with instructors; other help needed
- From staff – send form; gather responses; put all in one page report
- Follow up for any grievances from students; create “process”, next steps checklist for the grievances;

Knowledge and Skills Required:

- Undergraduate or graduate student studying: Business, Economics, Nonprofit Management, Finance, Organizational Management, Statistics, Mathematics, Operations Research, or related field of study
- A consulting mindset with an exposure to a wide variety of strategy and technology topics
- Understanding of automotive industry value chain dynamics
- Strong analytical and problem-solving skills

- Effective communication skills
- Fearless attitude towards technology and a willingness to learn

This is an excellent opportunity to learn about nonprofits and grassroots advocacy, gain experience working on real-life organizational processes, engage organizational stakeholders and conduct research and outreach on the organizational structure of a very unique nonprofit organization.