How far can your ideas take you in the new world of opportunity in data processing at IBM?

Growth and discovery: The development and application of data processing at IBM open a new world of exciting opportunities for individuals career growth. Data processing is producing some of the most far-reaching developments of our age. Each basic advance in technology and application requires new concepts—new thinking and new ways to approach problems—are needed. For the individual who likes to discard conventional solutions and find new ideas, there's room to grow in IBM.

IBM offers graduates with Bachelor's or advanced degrees in Engineering, the Sciences, Business Administration, Economics, or Liberal Arts challenging assignments in the marketing of information systems and equipment. These opportunities increase with each new system that is designed to meet the growing needs of business, industry, government, research, education, and space. Each technological advance and each new application can enlarge the scope of your own career at IBM.

A wide range of positions: Rewarding opportunities will exist in more than 100 IBM Sales and Service Offices, located in major cities throughout the United States. Positions open include:

- Marketing-Sales: The IBM Data Processing Representative is a consultant to his customers. He calls on customers executives, giving timely information, presentations, and demonstrations for better business management and controls through data processing.

- Systems Engineering: IBM Data Processing Systems Engineers are men and women who study customer requirements in depth, devise the best approach, define a preferred machine and operational solution, and assist in the implementation of this solution.

- Customer Engineering: The IBM Customer Engineer is a specialist in precision data processing machine systems. He is responsible for the installation, maintenance, and functioning of IBM's vast line of electronic and electromechanical equipment.

Opportunities for advancement: IBM offers you extensive initial training, both in the classroom and on the job, in every area of your special interest. This training continues as you advance along a planned career path leading to professional or managerial positions. IBM also offers company-sponsored education programs to keep you abreast of developments in your field, and a tuition-refund plan that gives you financial assistance for graduate study.

Company-paid employee benefit plans are comprehensive, and include life insurance, family hospitalization and major-medical coverage, sickness and accident pay, and retirement benefits, to name but a few.

See your college placement director to determine when IBM will interview on your campus. IBM will make an appointment to see our representative. We will be glad to discuss openings and opportunities at IBM.

For information on career opportunities, write or call: P. H. Bradley, Br. Mgr., IBM Corp., 1730 Cambridge St., Cambridge 38, Mass. UN 4-6990.

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