IBM invites you to join an infant industry.

Big as it is, the information processing industry is just beginning to grow.

Recently, Fortune estimated that the value of general purpose computers installed in this country will more than double by 1972. Other publications have other predictions, and probably no source is totally precise. But most agree that information processing is one of America's fastest growing major industries.

Every day, it seems, computers go to work in new fields or new applications. IBM computers are working in such diverse fields as business, law, medicine, oceanography, traffic control, air pollution. Just about any area you can name.

To somebody just starting out, this growth means exceptionally good chances for advancement. Last year, for example, we appointed over 4,000 managers—as engineers, not seniority. Here are three ways you could grow with IBM:

**Engineering and Science**

"The interdisciplinary environment keeps you technologically hot."

"Working in data processing today pretty much means you work in a broad spectrum of technologies," says Nick Donofrio, An Associate Engineer at IBM. Nick is a 1967 graduate in Electrical Engineering.

He's using his technical background to design circuits for computer memory systems. Nick says, "Your specialty at IBM can take you into the front yard of half a dozen different fields. In my job, for example, I work with systems design engineers, chemists, physicists, metallurgists, and programmers. The diversity helps me keep up to date on the latest technologies."

Career areas in engineering and science at IBM include: Research, Design & Development, Manufacturing, Product Test, Space and Defense Projects, and Field Engineering. You'll need at least a B.S. in any technical field.

**Marketing**

"Marketing with company presidents is part of the job."

"I'm pretty much the IBM Corporation in the eyes of my customers," says Andy Moran. "I consider that fairly good for an engineer who graduated only two years ago."

Andy earned his B.S.E.E. in 1966. Today, he's a Marketing Representative with IBM, involved in the planning, selling and installation of data processing systems.

Andy's customers include companies with annual sales ranging from 20 million to 120 million dollars. He often works with executive vice-presidents and presidents. Andy says, "At first I was a little nervous about the idea of advising executives at that level. But by the time I finished training, I knew I was equipped to do the job."

Career areas in marketing at IBM include: Data Processing Marketing and Systems Engineering, Office Products Sales, and Information Records Sales. Degree requirements: at least a B.S. or B.A. in any field.

**Programming**

"It's a mixture of science and art."

"A computer is practically useless until somebody writes a program for it," says Earl Wilson, an equal opportunity Employer.

Earl got a B.A. in Modern Languages in June, 1967. He's now an IBM programmer working on a teleprocessing system that will link the computerized management information systems of several IBM divisions.

Earl defines a "program" as a set of instructions that enables a computer to do a specific job. "Programming involves science," says Earl, "because you have to analyze problems logically and objectively. But once you've made your analysis, you have an infinite variety of ways to use a computer's basic abilities. There's all the room in the world for individual expression."

Career areas in programming at IBM include: Systems Programming, Applications Programming, Programming Research, and Internal Programming for IBM's own use. You'll need at least a B.S. or B.A.