



## Administration at IBM

### "You make it on merit, not seniority."

"I wanted to get into management," says Doug Warmack, "so I checked out IBM's policy on promotions before I joined."

Doug received a B.S. in Business Administration in 1966 and joined IBM in September, 1967. He now works in Branch Office Administration as an Orders and Movement Specialist for IBM equipment. His job includes expediting customer orders and working closely with salesmen.

"When I looked into IBM," Doug says, "I found out they promote on merit and they promote from within. I like that. To me it means a chance to move up in position as fast as I develop in ability."

#### You get thorough training

"IBM has training programs to help prepare you for new assignments," says Doug. He's already been to a basic training school and to several seminars in his field. Now he's slated to attend advanced training school. "This one'll put me a lot closer to qualifying for a more responsible job," Doug says.

IBM employees spend over thirteen million hours a year in company-sponsored educational and training programs. And plans like our Tuition Refund Program could help you get your Master's or Ph.D.

#### Check with your placement office

If you're interested in Branch Office Administration at IBM, ask your placement office for more information.

Or send a resume or letter to Charles Cammack, IBM Corp., Dept. C, 1447 Peachtree St., N.E., Room 810, Atlanta, Ga. 30309. We'd like to hear from you even if you're headed for graduate school or military service.

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