

Bill Glenn was a first-year analyst in Salomon Smith Barney's Sales & Trading Program when a senior-level position opened overseas. About a week went by and the replacement had yet to be named. Bill was doing routine work, helping the sales effort in New York. Near the end of the week, the Head of the Desk came to Bill and asked him what he thought about taking an opportunity in Hong Kong. Suffice to say, he was surprised by the offer. Though he had only been at the firm for seven months, it seemed his managers had enough confidence to let him trade on the finance desk in Hong Kong. He went home that night and sat quietly, thinking hard on this unique opportunity. It would mean leaving New York and moving to Hong Kong, something he wasn't sure he was prepared to do. Finally, he made his decision. He crossed the room, picked up the phone, dialed one of the only numbers he knew by heart, and ordered some "General Tso's Chicken." As a first-year analyst, Bill Glenn had the chance to expand his world, experience a foreign culture, and work with an international team. The global opportunity afforded to Bill is not an anomaly—it is simply the way things work at Salomon Smith Barney.

