



## GE (General Electric)

GE works on things that matter. The best people and the best technologies taking on the toughest challenges. Finding solutions in energy, health and home, transportation and finance. Building, powering, moving and curing the world. Not just imagining. Doing. GE works.

GE has continually shaped our world with groundbreaking innovations for over 130 years. GE operates in more than 100 countries and employs about 300,000 people worldwide. GE is the only company listed in the Dow Jones Industrial Index today that was also included in the original index in 1896.

The company traces its beginnings from Thomas A. Edison, who established the Edison Electric Light Company in 1878. In 1892, a merger of Edison General Electric Company and Thomson-Houston Electric Company created the General Electric Company. GE is the only company listed in the Dow Jones Industrial Index today that was also included in the original index in 1896.

GE has been operating in Russia since the early 20th century starting with the Soviet Union's electrification and supplying locomotives and oil and gas equipment. Today headquartered in Moscow GE employs 3,200 people in more than 25 cities across Russia and CIS countries and provides solutions for multiple industries: electrical distribution, oil and gas, energy services, healthcare, transportation, aviation, water treatment, intelligent platforms, sensing/inspection technologies, lighting, financial services.



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At GE we put ideas to work, taking them off the paper out of the lab and into the world. Engineers, scientists, teachers, leaders and doers all sharing a belief that things can be made to work better. It's why we come to work every day to build, power, move and cure the world. We are at work making the world work better.

## Opportunities at GE for graduates

Whether you're seasoned or just starting, GE offers you unmatched opportunities to build a successful future. Worldwide, we invest about \$1 billion each year on training and education programs to build the future's great leaders. GE's

Corporate Leadership Programs combine responsible and important job assignments with formal classroom studies. The rotational assignments cut across different aspects of a GE business, providing you with broad and valuable experience in a relatively short amount of time.

**- FMP: Financial Management Program** is widely considered to be the premier program of its kind. It is the first step in many successful GE careers. We hire high potential individuals who are seeking a fast paced career in Finance. It is an intensive two-year program consisting of four 6-month rotations with opportunities to work and live abroad. FMP develops leadership and analytical skills through classroom training and key assignments. There are individual FMP programs specific to many of GE's businesses.

FMP, as part of GE's culture of continuous learning and development, provides you with the opportunity for accelerated career growth.

### Essential Responsibilities

FMP is an intensive two-year entry-level program spanning four rotational assignments.

These assignments may include:

- Financial planning, accounting, operations analysis, auditing, forecasting, treasury/cash management, or commercial finance.
- The program combines coursework, intensive job assignments and interactive seminars to equip you with exceptional technical, financial and business skills.
- The program is led by senior GE professionals and mentors and is committed to developing world-class financial leaders for exciting careers.
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### Qualifications/Requirements

- Superior academic achievement; Degree in one of the following disciplines is a must: Finance, Accounting, Business Studies Economics or Mathematics.
- Academic excellence with financial or quantitative interest/competency.
- Strong analytical and problem-solving skills.
- Proven leadership ability and initiative.
- Excellent communication, interpersonal and influencing skills.
- Flexible, adaptable and geographically mobile
- Fluent English and Russian

Successful candidate will be employed under Russian employment conditions and must already satisfy local employment/work permit and residency regulations.

**Please send your CV/resume to [Career.Russia@ge.com](mailto:Career.Russia@ge.com) with "GE FMP" in the subject line.**

**- ITLP: Information Technology Leadership Program** – The Information Technology Leadership Program (ITLP) role is responsible for defined work or projects with moderate complexity. In this role you will follow an individual work plan, meet day-to-day short-term objectives, and have the ability to resolve issues through immediate action or short-term planning.

#### **Essential Responsibilities**

- ITLP members have the opportunity to experience the entire information technology function through structured course work and practical application
- Coursework includes but is not restricted to: Project Management, Finance Essentials, Presentation skills, Business Writing, Databases, Networking / Infrastructure, Application Development, and LEAN Six Sigma
- Possible job rotations may include: project management, application development, systems management, business process re-engineering, infrastructure management, security / controllership, business analysis and customer support
- This combined experience positions ITLP members for accelerated career growth

#### **Qualifications/Requirements**

- Bachelor's degree in Information Systems, Information Technology (IT), Computer Science, Engineering, or Business
- At least a 3. GPA on a 4. scale is required
- Prior intern, co-op, or research experience in information technology
- Geographic mobility

#### **Desired Characteristics**

- Knowledge of LEAN
- Self-confident and goal-oriented achiever
- Strong oral and written communication skills
- Strong interpersonal and leadership skills
- Demonstrated scholastic achievements
- A strong commitment to a career in information technology
- Demonstrated analytic approach to problem solving
- Sound business acumen

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**- CLP: Commercial Leadership Program.** The Commercial Leadership Program (CLP) is an intensive 2-year entry-level development program requiring 3 or 4 rotational assignments in sales, commercial and /or marketing roles to accelerate the growth and development of exceptional talents. It prepares candidates for a successful career in sales or marketing by providing the opportunity to learn about our products, industry, and customers while making valuable contributions to the organization.

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#### **Program Content:**

Throughout the two years duration of the program, the assignments will vary depending on business requirements and the off program role objectives.

- Exposure to a number of Technologies businesses, products, and leaders

- World-class training in sales, leadership, and business skills. Program participants strengthen their commercial, business, and leadership skills by completing an intensive curriculum of classroom, hands-on, and online training
- Structured rotation planning with challenging assignments - Strong networking with diverse group of CLPs around the world
- Business depth within commercial, sales and marketing functions
- Preparation of contract documentation (sales contracts, specs, technical specs)
- Development of competitive proposals and strategies, including risk mitigation and compliance, to support the Sales team in the region
- Understand local market dynamics
- Identification and management of commercial risks across the project scope

### **Qualifications/Requirements**

- Bachelor's degree in Engineering (Electrical or Mechanical) from an accredited University
- Academic excellence
- 2 years working experience in related industry preferred in sales, commercial operations, marketing or customer support
- English language fluency oral and written, additional languages a plus
- Demonstrated interest in sales, commercial, marketing and the energy industry
- Geographic flexibility and global mindset
- Relevant work permit or work authorization required

### **Desired Characteristics**

- Strong oral and written communication skills
- Strong interpersonal and leadership skills
- Strong analytical and problem solving skills
- Able to coordinate many tasks concurrently

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## **And the program for graduates with sales or marketing experience:**

**- ECLP: Experienced Commercial Leadership Program** is GE's premier development program for high potential individuals seeking a career in sales and marketing. Successful candidates will be hired into one of GE's core businesses: GE Oil & Gas, GE Transportation, GE Healthcare, and GE Global Growth Organization (GGO).

ECLP is one of GE's world-famous leadership development programs. To supplement on-the-job learning, program participants will strengthen their commercial, business, and leadership skills by completing an intensive curriculum consisting of seven weeks of classroom training and in-residence global symposiums.

The program is global in scope with participants from the North America, Latin America, EMEA (Europe, Middle East, Africa), China, Japan, SE Asia, and India.

ECLP exposes members to multiple segments within a given GE business. This rotational experience will highlight the diversity that differentiates GE from other companies and will help to accelerate learning. Upon successful completion of the program, ECLP graduates will be considered for key commercial roles in GE. Members may be required to relocate 2-3 times while on program.

### **Qualifications/Requirements**

- Demonstrated achievement and leadership in sales and/or marketing
- Excellent communication skills and ability to embrace change
- Strong analytical skills and expertise aligned with a GE business segment in Russia
- 5-8 years sales or marketing experience

- Geographic mobility

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**Contacts:**

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