



## *Strategic Business Development Intern*

### **Strategic Business Development (SBD) Corporate Strategy and Marketing Development**

Interns in 3M's Strategic Business Development department, a unit of 3M Corporate Strategy and Marketing Development, provide internal consulting services to the company's Corporate Officers, International Operations and six global businesses: Consumer and Office; Electro and Communications; Display and Graphics; Health Care; Industrial and Transportation Markets; and Safety, Security and Protection Services. Interns work closely with corporate, marketing, and technical personnel to address a variety of domestic and international business situations. Project areas include:

- **Strategy:** Corporate, global business and division-level strategic planning; portfolio prioritization; core and adjacent market opportunity analysis; competitor and customer analysis; technology assessment; supply chain strategy; productivity analysis; Emerging Business Opportunity (EBO) strategy development; etc.
- **Business Development:** Business modeling; new business development processes; mergers & acquisitions; white space opportunity development; etc.
- **Marketing:** Market and product opportunity analysis; commercialization of new products; new product introduction process; pricing analysis; competitive analysis; segmentation; branding; eBusiness; etc.

A Strategic Business Development Intern is normally assigned three projects for the summer:

- Individual project, typically for a division or business.
- Team project, usually with a Strategic Business Development Analyst.
- Intern team project, typically with our corporate strategy team.

Responsibilities include:

- Managing and/or participating on cross-functional teams.
- Conducting primary and secondary research to obtain business data.
- Analyzing business data and making actionable recommendations to 3M management.

The Strategic Business Development department seeks individuals who meet the following requirements:

- Between first and second year of an MBA program, with an emphasis in strategy, finance, marketing, and/or general management.
- Superior quantitative and analytical skills, including financial modeling and analysis.
- Strong interpersonal, project management, and communication skills.
- Relevant work experience (preferably 3+ years).
- Demonstrated leadership abilities.

Location of Position: 3M Corporate Headquarters in St. Paul, MN  
3M Center in Austin, TX

Duration of Internship: 12 weeks