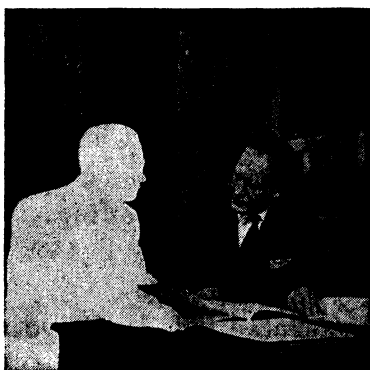


*Do you belong in IBM Applied Science?*

## **This Consulting Job is now open!**



Promoted only a short time ago, this man formerly worked as an IBM Applied Science Special Representative for the petroleum industry in Houston. Such service to the oil companies has become virtually essential. This man, for instance, counseled petroleum scientists and executives in the application of digital computers for exploration, production, and refining. He organized conferences and directed seminars . . . advising on coding systems and techniques. In addition to his other duties, he coordinated IBM contacts nationally with the petroleum industry in technical areas.

## **Could you fill it?**

Rewarding careers are open to men with degrees in:

- Chemistry
- Mathematics
- Economics
- Physics
- Engineering
- Statistics

A previous knowledge of computing is not necessary. IBM will pay for your training.

Throughout the United States, IBM maintains approximately 100 Applied Science offices. You may request assignment in the location that is most desirable to you.

IBM Applied Science has quadrupled its staff during the past three years. In 1956, over 70 promotions were conferred. Doesn't this growth factor alone suggest more room for your abilities—more professional growth?

Why not act today? Write, outlining the details of your background and interests, to:

P. H. Bradley, Dept. 10605  
International Business Machines Corp.  
590 Madison Avenue  
New York 22, New York

### **Responsibilities:**

- Advise customers and prospects of the scientific and technical applications of IBM electronic equipment.
- Analyze customers' technical problems in terms of machines and their applications.
- Deliver talks about the computing field—supported by demonstrations—to customers, prospects, scientific groups, and IBM personnel.
- Maintain constant and close contact with the customers' top management and associated IBM executives.
- Continually analyze customer applications and develop new machine uses.
- Arrange for training of customers' executives, methods analysts, and operators of IBM electronic equipment.

DATA PROCESSING  
ELECTRIC TYPEWRITERS  
MILITARY PRODUCTS  
SPECIAL ENGINEERING PRODUCTS  
TIME EQUIPMENT

**IBM**

**DATA  
PROCESSING**