Middlebury Diversity in Business
What is MiddDIB?

Middlebury Diversity in Business
MiddDIB for short is career club focused on increasing minority and LGBTQ+ representation in business.

A resource to get connected to diverse alumni, listen to established guest speakers, and flesh out your interests.
Mentorship & Network

Senior Students

Alumni & Professionals
While there are a ton of great finance clubs on campus, MiddDIB is different because of our focus on minority networking and General business as opposed to just finance or wall street. We will still be very involved in these areas.
Mentorship

Student Speakers

Human Capital & Corporate Finance
Consulting - Miguel Velasquez & Rebecca Hochman-Fisher
Private Wealth/Investment Management - Gianna Palli
Product Management - Nellie Zhang
Private Equity/Venture Capital - Liban Chibssa
Investment Banking - Steffan Minondo
Corporate Banking - Gabby Meeks
Investment Bankers provide financial services to companies, institutions, and governments through equity, debt, structured finance, and mergers and acquisitions transactions, and advise on strategy and execution across a broad spectrum of industries and geographies.

- What is this industry?
- What type of person does well in this industry?
- How would someone go about breaking into this industry?
- Why did you choose this industry?
Corporate Finance

Corporate finance is a subfield of finance that deals with how corporations address funding sources, capital structuring, accounting, and investment decisions.

Human Capital

Human Resources/Human Capital Management oversees talent acquisition, employee relations, compensation and benefits, and compliance with federal and state labor and employment laws.
Consulting

Consultants help business imagine, deliver, and innovate their future using the latest technologies, from strategy development through implementation. “Boutique” firms typically specialize in a specific industry, examples include healthcare, government, financial services, human resources, technology, marketing, and communications.

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Money Management (AKA Investment/Asset Management) represents buy side firms that research, invest, and hold stocks and bonds for institutional clients. These firms use strategy and market trend and company analysis to implement trades.

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Corporate Banking

Corporate banking teams provide financial services like cash management, payment processing, credit products, and hedging strategies to large corporations. Most of these corporations are publicly traded.

Gabby Meeks
Class of 2023
Contact: gmeeks@middlebury.edu

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Gabby Meeks
Class of 2023
Contact: gmeeks@middlebury.edu

Complexity

- Small companies (often <USD 2-3MM in revenue, few employees)
- Simple cash management & borrowing needs
- Mostly owner-operated businesses

- Wide range of company sizes
- Usually growing and borrowing to support that growth

Size

- Very large companies (USD $100's of MM+ in revenue, thousands of employees)
- Complex cash management & borrowing needs (usually syndicated)
- Most often are publicly listed

Corporate Banking

- Range of complex cash management & borrowing needs
- Generally privately-owned but often professionally managed

Commercial Banking

Business Banking
Product management is the business process of planning, developing, launching, and managing a product or service. It includes the entire lifecycle of a product, from ideation to development to go to market.

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Private equity, in a nutshell, is the investment (=purchase) of ownership in private companies. In a typical private equity deal, an investor buys a stake in a private company with the hope of ultimately realising an increase in the value of that stake.

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Resources

- go/MiddDIB
- CCI, MiddCORE, Innovation Hub, Handshake
- Middlebury Network
  - go/financecommitts
  - LinkedIn & Midd2Midd
- Other Clubs

| Middlebury Consulting Group (MCG) | + |
| Middlebury Real Estate Group (MREG) | + |
| MiddVentures | + |
| Middlebury Women on Wall Street (MiddWOW) | + |
| Research and Investment in Sustainable Equity (RISE) | + |
| Student Investment Committee (SIC) | + |
| Tamid Consulting Group | + |
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