



# African Leadership Academy

Developing the next generation of African leaders

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**IBM**

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## **Internship Description: 12<sup>th</sup> June 2014- 8<sup>th</sup> July 2014**

I worked as a Finance and Planning Analyst with a team of IBM Finance. I was assigned to Global Technology Services Unit and helped with pricing, data analysis, revenue recognition, revenue forecasting and validation of transactions. I was able to use my analytical and excel skills to perform analysis of finance data from 2012 to 2014. I then produced a trend analysis report for the Global Technology Services Executive. The reports were useful in evaluating performance of various product service lines over the time period, and set goals.

I also performed payments validation on logistics charges and I was able to identify \$36,000 in incorrect charges, thus, saving the Integrated Technology Services unit a substantial amount of money. I gained a better understanding of management and finance and could apply a lot of theory in a practical manner. I had the opportunity to attend my business unit weekly management meetings that covered topics such as sales targets, employee motivation and promotions. This gave me great exposure to the decision making process on a corporate level.

I learnt about revenue recognition methods, and how they suit different types of projects, depending on length as well as the nature of a given project. For example, an outsourcing service contract project has a different method of revenue recognition than say a project to build a data centre.

I was inspired by the vision and service that drives IBM. Hearing executives present about its vision to have a positive impact on the African continent as an industry leader in technology taught me the power of being bold and having foresight.

I look forward to my goals for the future with this lesson in mind. IBM has reminded me of a statement that I try to live by: I want to be at the forefront of transformative impact in sectors where I will be privileged to offer my service