



**M I D D**  
**D I B**

**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.*



M I D D  
D I B



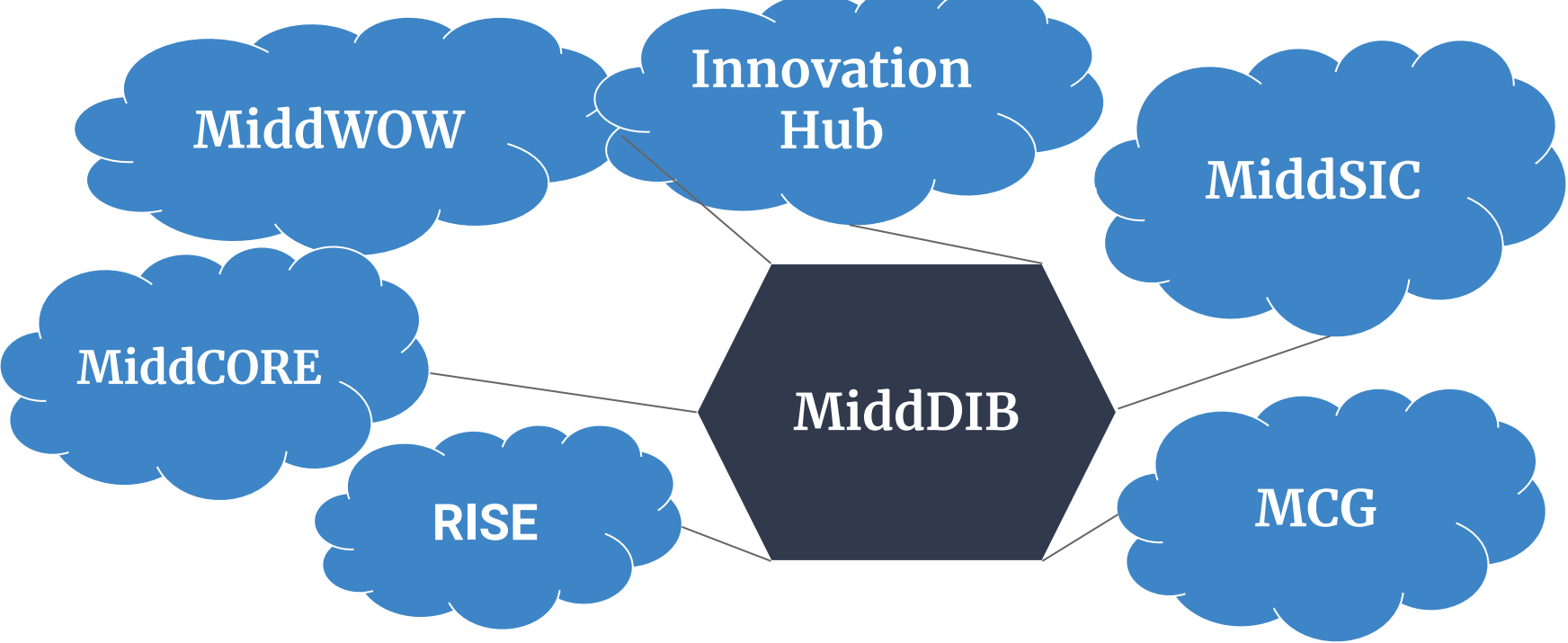
M I D D  
D I B

*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 Banking



## Steffan Minondo

Class of 2024

Contact: [sminondo@middlebury.edu](mailto:sminondo@middlebury.edu)

*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



**Miguel  
Velasquez**

Class of 2023

Contact: [mvelasquez@middlebury.edu](mailto:mvelasquez@middlebury.edu)

**Rebecca  
Hochman-Fisher**

Class of 2023

Contact: [rhochmanfisher@middlebury.edu](mailto:rhochmanfisher@middlebury.edu)

*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.*

- *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?*



# Private Wealth/Investment Management



**Gianna Palli**

Class of 2023.5

Contact: [gpalli@middlebury.edu](mailto:gpalli@middlebury.edu)

*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.*

- *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 Banking



**Gabby Meeks**

Class of 2023

Contact: [gmeeks@middlebury.edu](mailto:gmeeks@middlebury.edu)

*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*

- *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?*



# Gabby Meeks

Class of 2023

Contact: [gmeeks@middlebury.edu](mailto:gmeeks@middlebury.edu)

Complexity

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

  
**Business Banking**

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

  
**Commercial Banking**

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

  
**Corporate Banking**

- 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

Size

# Product Management



**Nellie Zhang**

Class of 2023

Contact: [nzhang@middlebury.edu](mailto:nzhang@middlebury.edu)

*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*

- *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?*

# Private Equity & Venture Capital



**Liban Chibssa**

Class of 2024

Contact: [lchibssa@middlebury.edu](mailto:lchibssa@middlebury.edu)

*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.*

- *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?*

# 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                               | + |

# Contact

David Gross: **[dgross@middlebury.edu](mailto:dgross@middlebury.edu)**

James Heath: **[jheath@middlebury.edu](mailto:jheath@middlebury.edu)**

Noah Vogel: **[nvogel@middlebury.edu](mailto:nvogel@middlebury.edu)**

Elisa Bautista: **[ebautista@middlebury.edu](mailto:ebautista@middlebury.edu)**

Brian Conde-Martinez:  
**[bcondemartinez@middlebury.edu](mailto:bcondemartinez@middlebury.edu)**

Kayla Morgan: **[kam@middlebury.edu](mailto:kam@middlebury.edu)**