



Get “Intuit!”

Ken Wach, the VP of Financial Management

Ken graduated with a BS in Computer Science and Economics and an MBA in Finance. He worked at Hewlett-Packard for 18 years and 4 years ago moved to Intuit. His strategy for the first 10 years of his career was to get the broadest base of experience possible. He decided early on to rotate to completely different departments. He believes in this strategy now, he tells students to be prepared for the broadest number of opportunities; you don't know what will be available to you in the future. Following this policy enables you to meet new people, build your network, and build your breadth of knowledge. This approach allowed him to get his foot in the door to several positions and he spent the next 10 years drawing from the base of experience that he had established. Ken talked about the unique Intuit company culture. Intuit is very employee oriented with a strong VOE (Voice of the Employee) policy. Employees are empowered to have a point of view and express their opinions. Intuit spends time gathering VOE and uses that information for decision making. Ken also emphasized Intuit's high integrity culture and “maniacal” customer focus that has allowed Intuit to have a 90% market share.

Ken also shared his professional advice. His encouragement is to set your sights at the right level, keep your eye on the ball and look to the motivations that influence your decision making rather than just the outcome. Decide between “I will work for the company that pays me the most” vs. “I will work for the company that invests in me the most”. This way of thinking opens up more short term opportunities and you can build your skills in more effective and creative ways. He also stated that it is the “soft” skills matter the most - communication, teamwork and organization. These are the skills that you develop when you work at a broad number of departments, working with good and bad teammates on a variety of problems. This approach provides the most durable and effective skill set that allows you to get the job done. Ken's last piece of advice? Aim high and don't be afraid to take risks.