



Sales and Marketing Development Program – Energy Sector

A dream portfolio of industry leaders

Just imagine the challenge – and potential – of supporting the sales and marketing efforts of a world-class innovation powerhouse whose products and services are considered market leaders in a variety of key categories.

From developing go-to-market strategies and sales/production forecasts, to generating competitive product portfolio offerings for both new and existing products, you'll gain invaluable hands-on experience leading to a rewarding future in this exciting area of our business. The Sales and Marketing Development Program is based out of our Energy Sector.

Sales and Marketing Development Program

The Sales and Marketing Development Program (SMDP) is a 14-month program which features 4 three-month rotational training assignments at various locations across the U.S. The program provides various business and technical learning workshops at our headquarters in Orlando, FL as well as other Siemens facilities across the U.S. Participants will have networking, mentoring, and on-line training opportunities, which include lunch and learns with selected members of Siemens executive and management sales and marketing staff.

The objectives of the Sales and Marketing Development Program (SMDP) are to develop technical and commercial competencies in sales and marketing by attendance at formal training courses, participation in formalized on-the-job rotational training assignments, and performance of productive work under the guidance of an experienced sales or marketing engineer and a hands-on mentor in the group.

The program requires one rotation in a field sales location throughout the U.S. All assignments during the 14-month program may be at any of our locations nationwide. Upon successful completion of the program, participants are placed within Siemens Energy.

Career Track: Upon successful completion of the Sales and Marketing Development Program you will have the opportunity to be placed within a Siemens Energy Marketing Department or Field Sales Office in the US with responsibility for any number of Energy products and/or solutions.

Qualifications:

Minimum GPA: 3.0

Majors: Mechanical Engineering, Electrical Engineering, Industrial/Systems Engineering, Industrial Distribution, Marketing/Sales with prior technical or engineering experience preferred

Relocation: Must be willing to relocate/travel as needed

Locations: Nationwide

Work Authorization: Permanent work authorization in the US is required