



Sales Development Program – Industry Sector, Building Technologies

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 Development Program opportunity is based out of our Industry Sector and offers both **full-time** and **internship** opportunities.

Sales Development Program – Building Technologies

Our Sales Development Program will train you to launch your career as a Sales Associate with Siemens Building Technologies (SBT).

Our 12-month program features classroom instruction, six-months of hands-on training as well as a mentorship with a successful sales professional. It combines in-classroom sessions, online lessons, and on the job experience where you'll learn to prepare customer presentation, develop your sales techniques, learn about our products and services, performs needs assessments, generate estimates and more. The training takes place in two phases as follows:

Phase One Training

Under the guidance of experienced sales professionals, and in conjunction with our excellent developmental program, Sales Associates may be responsible for: Preparing customer presentations as directed; Providing support through estimations, credit checks, market research, etc.; Developing basic sales techniques to sell products/services/solutions to established or prospective customers; Gaining knowledge of Siemens products, technology, personnel, culture, policies, practices and regulations.

Phase Two Training

You'll have the opportunity to participate in the Sales Incentive Plan during this phase. Under senior guidance, you may be responsible for the following: Manage and expand your assigned territory; Call on prospective/established customers, providing technical and administrative product information and/or demonstration; Team-sell with colleagues as appropriate; Perform needs assessments and develop sales proposals, estimates, specifications and presentations; Work with operations, finance, legal and other internal and external clients as needed to obtain the sale; Begin integrating your new skills to reach target sales goals; Follow through on sold projects to ensure satisfactory completion.

Qualifications:

Minimum GPA: 2.7

Majors: Mechanical Engineering, Industrial/Systems Engineering, Industrial Distribution, Construction Management, HVAC, Management/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 U.S. is required