



Sales Development Program – Industry Sector, Industry Sales

A dream portfolio of industry solutions

Just imagine the challenge – and potential – of supporting the sales efforts of a world-class innovation powerhouse whose solutions, 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 – Industry Sales

Our Sales Development Program will provide a solid foundation for you to launch your career as a Sales Engineer with Siemens Industry Sales.

Our 12-18 month program features 2 to 3 assignment rotations in Sales, Marketing and Customer support within a regional area. The program consists of classroom instruction, hands-on training as well as a mentorship with a successful sales professional. It combines on the job experience and personal coaching with in-classroom and on-line training. You will learn to uncover customer requirements, develop your sales strategies and plans, and develop solutions to meet customer requirements and more.

Benefits of the Program:

- In depth training on how to understand customer requirements and develop compelling solutions
- Broad exposure to all aspects of Sales, Marketing, and Customer Relations
- Excellent training on technical solution selling and influencing skills
- Hands on technical product training
- Establishes foundation for future career development success

Qualifications:

Minimum GPA: 2.7

Majors: Mechanical Engineering, Electrical Engineering, Industrial Engineering, and business majors with a technical background

Internship Experience: Sales or Marketing experience preferred

Leadership Experience: Leadership roles in on-campus and/or off-campus organizations

Skills/Attributes: Interpersonal Competence, Presentation Skills, Business Acumen, Technical Savvy, Initiative, and Self Reliance

Relocation: Must be willing to relocate/travel as needed

Locations: Nationwide

Work Authorization: Permanent work authorization in the U.S. is required