



Endless Possibilities in Sales at Ingersoll Rand

Overview

Ingersoll Rand offers three development programs in sales for marketing, sales, and engineering degrees – Security Technologies LEAP Program (Leadership Excellence & Accelerated Performance), Industrial Technologies SDP Program (Sales Development Program) and the Trane – GTP program (Graduate Training Program)

Qualifications

- Strong technical aptitude and a solutions selling mindset
- Excellent communication skills
- Strong customer focus
- Robust Learning Agility
- Strong presentation skills
- See each program below for degree and GPA requirements

LEAP Program in Sales – Security Technologies

- Pursuing a bachelors in Sales or Marketing with a GPA of 3.0 or higher
- Program consists of 12 months, 2 rotations – 6 months in Commercial Sales and 6 months in Integration Sales
- First rotation in Commercial Sales will provide Sales LEAP participants with invaluable experience in commercial products training, customer service training, technical service training, and complete product and solutions package sales techniques.
- Second rotation in Integration Sales provides experience with selling multiple brand lines, exposure to national manufacturing processes, hands-on experience with installation processes, and training integrating products and services.
- Must be geographically mobile - rotations could be located at any of our sales offices across the U.S.

Sales Development Program – Industrial Technologies

- Pursuing a bachelors in Engineering with a GPA of 3.0 or higher
- Program consists of 2 or 3 rotations – 6 months in duration in different parts of our Industrial Technologies business and in at least 2 different locations.
- First rotation located at a sales center with responsibilities including - inventory management, pricing, application engineering, job quotations, and face-to-face customer interaction
- Second or third rotations located at our company headquarters with marketing, distribution teams, or support our Strategic Accounts sales team
- Must be geographically mobile

Graduate Training Program – Trane

- Pursuing a bachelors in Engineering with a GPA of 2.5 or higher required
- Program consists of a 5-month classroom training covering fundamentals of HVAC, Products & Systems and formal sales and then 6 months on-the-job training which consists of job shadowing along with business and account management strategies
- Includes a formal Leadership Development model.
- 12-week formal summer internships are available
- Leadership experience and strong desire to sell preferred
- Nationwide opportunities with location pre-determined before hire

Apply Online at www.ingersollrand.com/careers/Pages/EmploymentOpportunities.aspx

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Keywords: “LEAP” or “Sales Development Program”

For more Information on the Trane GTP Program visit
<http://www.trane.com/Corporate/careers/index.asp>