TECHNICAL SALES DEVELOPMENT PROGRAM

Posting ID: EM177284ED
Company: Parker Hannifin Corporation
Position Type: Full-Time
College Major(s): Mechanical Engineering (ME), Electrical/Computer Engineering (EE/CpE)

Company Website: http://www.parker.com
Work Location: Multiple US locations
Salary: Competitive
College Level(s): Undergraduate-Senior

OVERVIEW

Parker Hannifin is the world’s leading diversified manufacturer of motion and control technologies and systems. The company’s engineering expertise spans the core motion and control technologies – electromechanical, hydraulic and pneumatic, fluid and gas handling, filtration, sealing and shielding, climate control, process control and aerospace.

Roles and Responsibilities
Train for future position as a Territory Manager responsible for the growth of market share in a sales territory through application of Parker products and the management of the assigned area. Acquire skills to produce maximum dollar sales and provide quality service. Develop insights to division/customer/distributor relationships and how to support them on a continuous improvement basis.

RESPONSIBILITIES:
Train at various division facilities and attend prescribed product schools.
Learn to maintain current accounts and develop new accounts along with distributor and/or directly with original equipment manufacturers.
Learn to train distributor and/or customers regarding new products and applications.
Learn to present positive self-image and make good business decisions.
Learn to provide timely reports summarizing business activities.
Learn to develop new product/market plans with regional and division management.
Attend Value Selling Fundamentals, Effective Presentations, Negotiation Skills, and other sales related courses.
Research assigned products and/or markets

Education and Qualifications
Four year college degree
Technical competence
Experience in marketing or sales is a plus
Travel greater than 50% for the first 12-18 months
Relocate domestically to assigned field/territory at the conclusion of the program
Work in an industrial/manufacturing environment
ITAR eligibility (i.e., US citizen, permanent resident, certain refugees, or asylee)

How to Apply
internships@parker.com