

SIEMENS

Transform industries



Sales Development Program (Construction Sales): *Full-time*

Program Overview:

The Sales Development Program (SDP) prepares recently graduated professionals for a career in technical sales in the construction industry. Through extensive training, program participants will learn technical sales methodologies and techniques and gain knowledge of Siemens' products, technology and values as related to the Siemens Smart Infrastructure. The portfolio includes low and medium voltage electrical products utilized in residential, commercial, and utility applications.

The SDP is a full-time position that is crafted to build a balanced career path with Siemens. This 12-month program is divided into two rotations. The first 6-month period is located in our Atlanta, GA office. From there, participants will be placed in field rotations based on business need. SDP graduates have the opportunity to expand their career further within the Smart Infrastructure organization. Sales positions following graduation may vary based on availability and locations.

Examples of Past Rotations and Projects:

- Learning the Siemens global footprint and how Siemens contributes to the global infrastructure
- Learning about the industry, channel, and market
- Training on core selling skills and confirmed methodologies
- Establishing internal and external contacts
- Access to and network with Siemens' senior decision makers and key leaders
- Learning Siemens programs and tools to help better succeed in a sales role



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our people to innovate
and provide them
with the resources
to take seed ideas to
world-changing scale.

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opportunities for students and recent graduates:



Candidate Requirements:

Majors:

- Business
- Construction Management
- Electrical Engineering
- Mechanical Engineering
- Industrial Distribution
- Industrial / Systems Engineering
- Other degrees will be considered

Academic Standing:

Undergraduate seniors. Must be available to begin full-time employment in July or January.

Relocation and Travel: Candidates must be willing and able to relocate and travel as required by the program (financial assistance is provided for candidates who must relocate more than 50 miles from their permanent address).

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

Potential Locations:

Peachtree Corners, GA

About Siemens

Siemens Corporation is a U.S. subsidiary of Siemens AG, a technology company focused on industry, infrastructure, transport, and healthcare. From more resource-efficient factories, resilient supply chains, and smarter buildings and grids, to cleaner and more comfortable transportation as well as advanced healthcare, the company creates technology with purpose adding real value for customers. By combining the real and the digital worlds, Siemens empowers its customers to transform their industries and markets, helping them to transform the everyday for billions of people.