

**SIEMENS**

# Create your own journey



**Transform the everyday  
with us**

## Smart Infrastructure Buildings: *Sales Internship Program*

### **Program Overview:**

The Siemens Industry, Inc., Smart Infrastructure Buildings Sales Internship Program is a 10-12 week hands-on program where students will rotate through various departments at a local branch office, all focusing on smart buildings and sustainable infrastructure. 80% of the student's time will be spent on sales related activities (learning how to prospect, go-to-market, build B2B relationships, on-the-job training and shadowing, etc.), 10% of the time will be spent with the operations department, and 10% of the time will be spent with other disciplines (HVAC / Fire / Security / Energy), all focusing on delivering world class service to Siemens customers. Due to the immersive nature of this program, students will have a deep understanding of the business and what it takes to be a successful Sales Executive by the end of the internship. The goal of this internship program is to develop future talent for the Siemens organization and help students identify where they may be interested in pursuing a career at Siemens post-graduation.

### **Examples of Past Rotations and Projects:**

Students work alongside current Sales Managers and Account Executives to:

- Position Siemens as an industry leader among service providers, leveraging Siemens world-class digital service delivery as a key differentiator.



- Collaborate with operations and internal teams to deliver excellent customer outcomes.
- Help prospect for new customers and engage with existing customers on new offerings.
- Visit customer sites with both projects (solutions) and service sales.
- Develop value-based proposals, estimates, specifications, and presentations. Work with operations, finance, legal and other inside and outside resources to obtain the sale.
- Attend job take-offs and turnover meetings.
- Actively participate in sales department meetings, workshops, and seminars to stay knowledgeable on current market, business, and product trends.



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#### **Candidate Requirements:**

Students enrolled in a 4-year program at a college or university majoring in HVAC / Building Automation, Construction Management, Mechanical / Electrical Engineering Technology, Energy / Sustainability, and Built Environment.

Business, Management, Marketing, and Sales with strong technical and engineering aptitude (preferred).

#### **Academic Standing:**

Rising sophomore, junior, or senior.

**Schedule:** Candidates must be willing and able to work 40 hours per week from May / June to August.

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

#### **Potential Locations:**

Most major metropolitan areas throughout the U.S.

#### **About Siemens**

Siemens Corporation is a U.S. subsidiary of Siemens AG, a leading 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. Siemens also owns a majority stake in the publicly listed company Siemens Healthineers, a global leading medical technology provider shaping the future of healthcare.