

Sales Development Program

At Ingersoll Rand we're passionate about inspiring progress around the world. We advance the quality of life by creating comfortable, sustainable and efficient environments. Our people and our family of brands—including [Club Car®](#), [Ingersoll Rand®](#), [Thermo King®](#), [Trane®](#), [American Standard® Heating & Air Conditioning](#) and [ARO®](#) - work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; and increase industrial productivity and efficiency. We are a global business committed to a world of sustainable progress and enduring results. For more information, visit www.ingersollrand.com.

Ingersoll Rand is a diverse and inclusive environment. We are an equal opportunity employer, dedicated to hiring a diverse workforce; including individuals with disabilities and United States qualified protected veterans.

Job Summary:

The Sales Development Program is designed to prepare Engineers for a rewarding career in Technical & commercial Sales for our expanding Compression Technology Service business. Upon completion of the 12 month program, employees are developed to take on responsibilities of an account manager at a location where there is potential.

As a participant, this program is geared towards building your skills and knowledge as an account manager, and developing your ability to consult, problem-solve and design solutions for a wide variety of our Industrial customers.

During your assignment, you will experience comprehensive classroom trainings, on the job exposures and project experiences designed to expose you to all aspects of our industrial business, including: product knowledge; manufacturing; engineering; customer care; sales and marketing; aftermarket services; distribution; pricing; strategic accounts; inside sales, tendering and various other aspects of our business in support of our sales team and customers.

You will work directly with leaders, and will be assigned a senior business executive as a mentor. You will be at one of our Direct customers/ Distributors locations nationwide and will gain hands-on experience and build customer relationship skills as you job-shadow experienced account managers, call on customers and participate in selling our products and services.

Your training and experiences during the program will be highly visible to Ingersoll Rand senior leaders, and upon successful completion of the program you will be either assigned your own sales territory in a sales role or a role of inside sales who will act as partner between initiation of deal to conversion of deal.

Travel

- 30% to 40% in defined geography.

Qualifications:

- Qualified candidates are who are currently pursuing Masters in business administration.
- Candidates having Bachelor's Degree of Mechanical Engineering
- Strong oral and written communication skills with desire to impact organization revenue through sales
- Strong goal orientation, highly motivated, and possess a strong desire to sell industry leading products in the market place
- Flexibility to work outside normal work hours, as required

We are committed to helping you reach your professional, personal and financial goals. We offer competitive compensation that aligns with our business strategies and comprehensive benefits to help you live your healthiest. We are committed to building an inclusive and diverse culture that engages as well as values the different backgrounds and experiences of our employee, which, in turn, spurs innovation, generates creative solutions and enhances our customer relations.

If you share our passion for inspiring progress—for bringing about bold shifts in how people, economies and societies operate—then you belong with Ingersoll Rand. Progress begins with you.