



# Industrial Technology & Services Sales Development Program



The Sales Development Program (SDP) is designed to prepare recent graduates, and those new to sales, for a rewarding career in technical sales for our industrial technology services business. Graduates of the program are prepared to take on responsibilities of an account manager role within a defined territory.

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

You will receive comprehensive training and experiences designed to expose you to all aspects of our industrial

business, including product knowledge, manufacturing, engineering, customer care, sales and marketing, service solutions, distribution, pricing, strategic accounts, as well as various other aspects of our business in support of our sales team and customers.

During the course of the program, you will be assigned a sales mentor, job-shadow an experienced account manager and work with leaders during a capstone project. You will be stationed at one of our nationwide customer center/distributor locations and gain hands-on experience, while building customer relationships and skills. You will also call on customers and participate in selling our products and services.

## What's In It For Me?

- Develop business-to-business selling skills with one-on-one, personalized support
- Build technical knowledge of compressed air systems and services to confidently diagnose and prescribe the proper solution for your customers
- Be prepared to successfully transition into an account manager position in the Industrial Technology and Services Americas business

## Why SDP?

- Learning in smaller cohorts gives a one-on-one learning experience
- Placed in the field at a location on day one
- Work in major industrial applications such as:

- Automotive Shops
- Fabrication
- Craft Brewing
- Food and Beverage
- Manufacturing

- Forge your own relationships with customers
- Problem solve daily
- Gain relationship building skills



## Training Breakdown

- On-the-job (70%): Active participation in on-the-job work
- Blended learning (20%): Activities like eLearning, case studies, and projects
- Classroom (10%): In-person classroom trainings on products and sales techniques

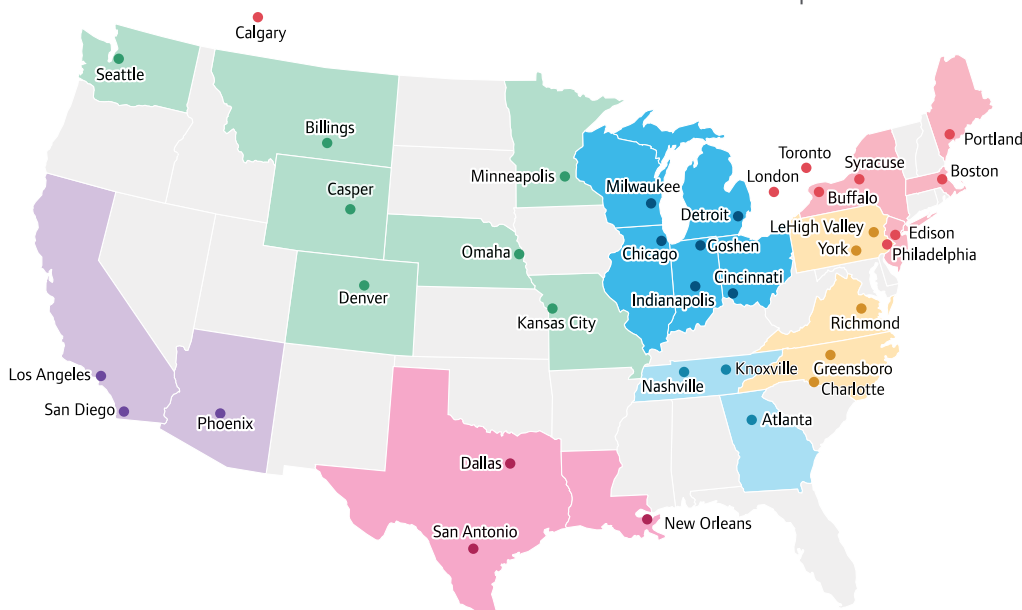
## Program Elements

- How to sell
- Systems/process steps
- Leadership/communication
- Leading with services
- Product/technical

## Program Requirements

- Bachelor's degree required. Degrees in industrial engineering, mechanical engineering, electrical engineering, industrial distribution or any type of engineering are preferred, but not required
- Will consider degrees in business, management, sales, or sales management
- 2.9 GPA or higher
- One internship and one leadership experience in extracurricular activity preferred
- Previous sales experience not required
- 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 solutions in the marketplace

## Program Locations



## Why Ingersoll Rand?

At Ingersoll Rand we foster inspired teams. As a powerful and progressive global industrial company, we are looking for talented candidates with a bias for action and an entrepreneurial spirit to join our team. Our employees are empowered to act as owners every day for our customers, our communities and themselves. Join us for a rewarding career at the new and exciting Ingersoll Rand.



“My interest in the program came at a time when I was particularly horrified by the idea of reporting to a desk job each day. Instead, I wanted to tackle fieldwork with my engineering background and solve complex challenges for paying customers. Through this process, I have developed unrivaled gratitude for the deep level of investment Ingersoll Rand has made in me, the tight network of support from colleagues near and far, and the opportunity to leverage our brand in the pursuit of solving customer problems.”

*Sto Mahoney, SDP 2016 – Promoted to Area Sales Leader in 2019*

“The SDP program is the perfect storm that happens when a company invests tremendous time, energy, and resources into its candidates while also allowing them the opportunity to help shape their own experience. Ingersoll Rand’s commitment to early talent and my passion to grow and experience the world of technical sales made taking this role an obvious choice. For me personally, my favorite part of this program was developing a love and commitment to lifelong learning.”

*Emily Randolph, SDP 2020 – Account Manager*



“For someone considering technical sales I couldn’t think of a better program to introduce all the facets of sales. The program was fast paced, exciting and rewarding. It allowed me to dive as deep as I wanted into the technical aspects of air systems, as well as learn the sales process behind building value for our customers.”

*Parker Little, SDP 2019- Account Manager*

For more information about Ingersoll Rand and the Sales Development Program, visit:

<https://www.irco.com/en-us/careers/sales-development-program>

To apply, visit our career page and search for Sales Development Program:

<https://www.irco.com/en-us/open-positions>



Ingersoll Rand (NYSE:IR), driven by an entrepreneurial spirit and ownership mindset, is committed to helping make life better. We provide innovative and mission-critical industrial, energy, medical and specialty vehicle products and services across 40+ respected brands designed to excel in even the most complex and harsh conditions where downtime is especially costly. Our employees connect to customers for life by delivering proven expertise, productivity and efficiency improvements. For more information, visit [www.IRCO.com](http://www.IRCO.com).