

TECHNICAL SALES DEVELOPMENT PROGRAM



Program overview

A program to hire and develop talented graduates for technical sales in a diverse, global Fortune 250 company.

- Program participants learn to become technical and commercial problem solvers for Parker's widely diverse customer base
- Training is provided in Parker's technologies, products and applications, as well as business basics, selling, and negotiating skills
- Associates will assist product managers or engineers to learn about customer service, design engineering, manufacturing, and other key functions within a Parker operating division
- Associates develop their selling style through work with outside sales representatives and independent sales calls
- Associates will be assigned a mentor to help with the transition to their professional careers

Who should apply?

The Parker technical sales team is looking for candidates who meet or exceed the following criteria:

- Bachelor's degree in engineering, business, sales, or marketing
- A strong mechanical aptitude
- Excellent communication and interpersonal skills
- Adaptability to new environments
- Strong problem solving skills
- A strong desire for diversity in their work environment
- Entrepreneurial spirit with a desire to grow the business
- Strong relationship building skills

How long is the program?

The technical sales development program spans up to 12 months.



Are participants required to travel?

Participants in the Parker Technical Sales Development Program visit customers, distributors, and multiple Parker Hannifin facilities as part of their work experience, up to 60 percent of each month. This company-paid travel offers participants the chance to see how sales theories can be applied to real-world situations.

Participants begin their training rotation at Parker's corporate headquarters in Cleveland, Ohio, and also travel there on occasion for meetings or development purposes.

What kind of compensation is offered?

Each participant is offered:

- A competitive salary
- A broad benefits package, including medical, dental, vision, life, and disability insurance
- A 401(k) savings plan, plus a pension program
- Company-paid business travel expenses
- Company-paid relocation
- A smart phone and computer
- A company car when participants start calling on customers

What opportunities are available at Parker after the development program ends?

Parker recognizes the value of the experience and knowledge gained by program participants, and accordingly, these sales professionals are eligible for a geographic territory or are assigned accounts to manage following completion of the program.

Candidates must be geographically flexible and willing to relocate.