



**Dream big.
Be bold.
Go places.**

Achieve your goals and exceed the limits of possibility at Gartner — our exceptional training and onboarding program gives you the confidence, conviction and skills you need for the journey.

gartner.avature.net/campus



Who are we?

Gartner, Inc. (NYSE: IT) is the world's leading research and advisory company and a member of the S&P 500. We equip business leaders with indispensable insights, advice and tools to achieve their mission-critical priorities today and build the successful organizations of tomorrow.

Nearly 17,000

associates worldwide

77% of the Global 500 are clients

\$200 billion in market opportunity

Why join us



Work with talented people

Join a group of talented people who will help you grow and inspire you to do your best.



Do challenging, groundbreaking work

Make a real impact by working with C-level executives to help them achieve their mission-critical priorities.



Grow without limits

Launch your career at a company that's stable and growing. Gartner offers world-class training and the right opportunities for you to reach your full potential.



Make a positive impact

Our welcoming, respectful environment means you can bring your whole self to work and support causes you care about.



Live your life

Competitive salaries, affordable healthcare coverage, generous paid time off, work flexibility and wellness benefits help you live your life outside of work.

Why choose Gartner sales

Sales is the foundation of every organization. Being a sales person at Gartner is like being a strategic advisor. Understand the needs and challenges of your clients and provide them with the best solution available to help achieve their goals. Be challenged every day in an environment that lets you take control of your own earning potential and career success.

A career in sales at Gartner means:

- Work with C-level executives
- Get an uncapped commission plan
- Grow and develop with robust training programs
- Get continuous learning and development
- Solve client problems at Global 500 organizations
- Get rewarded for your hard work



The opportunities

Midsize Enterprise Account Manager

Dallas/Fort Myers

Business Development: Sales Role

Dallas

You are:

- Someone who understands how to succeed in a consultative, value-selling environment
- Interested in understanding how technology impacts and develops business
- A strong communicator, who can conduct effective presentations with C-level/senior executive clients
- Curious, ambitious and motivated
- Articulate, organized and results-oriented

Full-time opportunity

What you get:

- Multiweek, classroom-based training geared toward skill development while building out Gartner's unique value proposition and approach
- Peer collaboration and management team preparing you to acclimate to Gartner, meet and exceed your quotas, and advance your career with the company
- A competitive base salary, uncapped commissions, exceptional benefits and generous paid time off

Summer internship opportunity

What you get:

- Robust program consisting of training to learn about Gartner, our unique value proposition and consultative selling techniques
- Ongoing support and coaching from sales leaders to support your success
- Unlimited networking opportunities
- Competitive hourly pay with bonus incentives for qualifying interns



Why move to Dallas

This office is part of the growing economy that has earned Dallas, TX, a place on the Forbes list of America's fastest-growing cities for years.

Here are some more reasons this is a great place to start your career:

- 1. Money goes further.**
Thanks to no income tax, you'll see more in your paycheck.
- 2. The place for music and restaurants.**
The House of Blues, Hard Rock Café, The W Hotel and American Airlines Center are just a few of many great food and concert venues.
- 3. Shop till you drop.**
If you love shopping, you'll love it here. From malls offering every major retail brand to boutique districts, outlet malls, open air markets and vintage shops, you'll find whatever you're looking for.
- 4. Love sports?**
Dallas is home to the Dallas Mavericks, Dallas Cowboys, Texas Rangers, Dallas Stars, Major League Soccer's FC Dallas and many minor league teams.
- 5. Give back.** Dallas offers plenty of ways to give back to the community — from health issues to kids' programs to animal causes and beyond, you'll find a cause near to your heart.
- 6. Enjoy the outdoors.**
With 230 sunny days a year, you'll have plenty of chances to enjoy the outdoors. You'll find parks, lakes for boating and water sports, and trails for hiking and biking.

Fortune

World's Most Admired Companies
2016, 2017, 2018, 2019, 2020

Forbes

America's Best Employers 2018, 2019;
Best Management Consulting Firms
2017, 2018, 2019; America's Best Midsize
Employers 2016, 2017; Most Innovative
Growth Companies 2015

Human Rights Campaign Corporate Equality Index

Best Places to Work for LGBTQ Equality
2018, 2019, 2020

Join the conversation



Questions?

Email: universityrecruiting@gartner.com
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For more information, email info@gartner.com or visit gartner.com.

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