



thyssenkrupp

Sales Trainee

Job Summary:

thyssenkrupp Elevator Americas is currently seeking a Sales Trainee to join us in Atlanta, GA. This person will be responsible for successfully completing all phases of the sales training for elevator professionals (STEP) program by gaining a thorough knowledge of products, processes and customer relationships so that the trainee can easily transition into a sales position where they achieve sales goals and contribute to the branch's profitability. Our STEP program helps develop professional individuals that advance into leadership positions to effectively manage our business, interact with internal and external customers, and build successful and profitable teams.

Trainees are required to successfully complete the 6 month training program and be available for relocation at the conclusion of the training program.

Phase I – Field Training

- Gains an understanding of the Company's culture of safety and policies by participating in the orientation class and safety training
- Gains understanding and experience of in-the-field operations including the installation, modernization, repair and servicing of elevator equipment. Includes gaining a hand's on understanding of the company's products and services
- Completes training modules involving a number of aspects of field work
- Develops and successfully completes presentation at the end of field training

Phase II – Office Sales Training

- Participates in a number of activities associated with elevator sales, including but not limited to tools and resources; customer experience; CRM and Big Machines; bidding processes and paperwork involved; types of customers and their needs; competitor analysis; and effective time management

- For New installation sales learns how to and participates in the review of building specifications and drawings; writing proposals and letters of clarification; inspections, walk-throughs and coordination meetings; lunch and learns; project schedules; billing and collection processes
- For Modernization sales learns how to and participates in lead generation; site surveys; review of vendor proposals; estimates and engineering surveys; vendor and part ordering; job reviews and final inspections; and billing and collections processes
- For Repair sales learns how to and participates in tkTrip process; capital planning; field surveys, inspections and parts procurement; delivery of proposals and negotiation of down payments; and the repair process and customer follow up
- For Service sales learns how to and participates in review and understand all company service contracts; account management and retention; lead generation and cold calling; and interaction with national accounts and ITS
- Shadows sales representatives in all lines of business to gain an understanding of the area business markets
- Completes online training modules and attends training events at the factory and ITS to gain a better understanding of the company and its products and services
- Takes part in special projects to learn the process and systems involved with sales
- Gains a strong understanding of thyssenkrupp Elevator, its mission and objectives, safety, ethical standards, and compliance

Education and Experience

- Bachelor's Degree highly desired
- Recent college graduates and military applicants with a strong aptitude for sales highly preferred
- Strong computer skills and math aptitude
- Technical aptitude to learn new software (Oracle, SAP, or other ERP systems)
- Strong organizational, written and oral communications skills
- Ability to write reports, contract proposals and business correspondence
- Ability to define problems collect data, establish facts and draw valid conclusions
- This position requires up to 15% travel
- Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions