

## **Ingersoll Rand**

MAJORS: Computer Engineering, Electrical Engineering, Industrial Engineering, Mechanical Engineering

TITLE: Graduate Training Program - 2012

Job Number: 491187

Location: La Crosse, UNITED STATES

Business Unit : Trane Commercial

One of the most challenging careers available to graduating engineers today is in the area of technical sales. This work, the application of engineering knowledge to the sale of technical products, is a direct result of rapid and continuous technical advancement in both industry and society. Trane is committed to providing customers with the best HVAC systems and the most value through technical expertise and applications knowledge.

Sales engineering is a career opportunity with the promise of a bright and rewarding future. Primarily it demands that you become more than a competent engineer. It is imperative that you have a strong desire to develop all of your talents. A career in sales engineering demands an excellent education, good interpersonal skills, determination, confidence, the will to work hard as a team player and an aggressive desire to succeed.

As a sales engineer you work with engineers, architects, contractors and owners/developers in the design, application and sale of systems, controls, parts and services for commercial, industrial and institutional buildings. These systems will include the world's most complete line of commercial, industrial and institutional heating, ventilating and air conditioning (HVAC) equipment and building management controls.

Education Standard: Bachelors Degree

Education Type: Engineering Preferred

Engineers with backgrounds in a wide variety of engineering curricula are employed in the Trane sales engineering program. Before working in their pre-assigned field sales office, Trane sales engineers undergo the industry's best and most comprehensive training program. It is a five-month graduate-level technical training program in La Crosse, Wisconsin, followed by a six month on-the-job, mentor training program in your assigned sales district (50+ offices nationwide). This training covers technical product and systems information along with sales and marketing strategies.

Qualified candidates will have a BS in Engineering, be a team player and have exceptional communication skills. They must be aggressive, competitive, goal oriented and possess a strong desire to sell. They must be legally eligible to work full-time in the USA without sponsorship, hold a valid Driver's License and be able to provide proof of insurance. All candidates will also be required to pass a background check at the time of offer.

TITLE: Sales Engineering Intern

Job Number: 491189

Location: La Crosse, UNITED STATES

Business Unit : Trane Commercial

One of the most challenging and dynamic careers available to graduating engineers today is in the area of technical sales. The application of engineering knowledge to the sale of technical solutions is a direct result of rapid and continuous technical advancement in both industry and society. Trane is committed to creating long-lasting relationships with our customers and providing them with the best comprehensive HVAC systems and the most value through technical expertise and applications knowledge.

A career in sales engineering demands that you become more than a competent engineer but develop good interpersonal skills, determination, confidence, the will to work hard as a team player and an aggressive desire to succeed.

Trane's summer sales internship is designed as a development program to grow the right, solid engineering talent into full time sales engineers post-grad. As a summer intern with our commercial systems business, you will work with Trane personnel and our customers in the design, application and sale of systems, controls, parts and services for commercial and industrial buildings. These systems include the world's most complete line of commercial, industrial and institutional heating, ventilating and air conditioning (HVAC) equipment and building management controls. Our structured twelve-week summer program will challenge and further develop your technical, business and communication skills and give you a clear picture as to what a career in sales engineering with Trane is all about.

Throughout your 12-week summer internship at one of our nationwide sales offices, you will be exposed to the many facets of Trane's businesses: Service, Equipment, Building Automation, Application, Fulfillment and much more. You will attend sales meetings, business functions, sales and service calls and customer meetings alongside experienced account managers and mentors. You will understand all the steps a sales engineer takes from start to finish on a job and will be hands-on in those steps throughout the internship. In addition, you will gain an appreciation for the importance of the relationship with our customers as you work with many of them on a daily basis as a point-of-contact while creating a sense of ownership in the solution-making process.

Education Standard:BS Engineering - In Process

Education Type:BS Engineering

Percentage of Travel:

Min. Yrs. Experience:

Education Standard:BS Engineering - In Process

\*These internships will be located in one of our Nationwide sales offices - to be determined through the interview process. For a listing of our commercial sales office locations please go to [www.trane.com/commercial](http://www.trane.com/commercial).

Engineering students in a wide variety of engineering curricula are employed in the Trane sales engineering internship program. In addition to pursuing a Bachelor's Degree in Engineering, candidates must be in their senior year in order to be considered. You must be in good academic standing on your campus with a minimum cumulative GPA of 2.65. In addition, the successful candidate must be competitive, goal oriented and possess a strong interest in a career in technical sales. All candidates must be legally eligible to work full-time in the USA without sponsorship, hold a valid Driver's License and be able to provide proof of insurance. All candidates will also be required to pass a background check and drug screen at the time of offer. For additional company information, please check out: <http://www.trane.com/Commercial/Dna/View.aspx?i=916>

TITLE: At Ingersoll Rand: Progress Begins with You

Engineering and Operations Co-op Positions

Our Company (NYSE:IR)

Ingersoll Rand, a \$14 billion global company with 58,000 employees, is uniquely qualified to create and sustain safe, comfortable and efficient environments. Our people and our market leading brands, including Club Car, Ingersoll Rand, Schlage, Thermo King, and Trane, work together to inspire progress for our customers.

Ingersoll Rand's global family of businesses includes some of the best-known brands in the world. Chances are that today, a product, service or solution offered through one of our brands has helped you or those around you create progress. Our customers count on the reliability of our family of industrial, commercial and residential brands, such as Club Car golf cars, Ingersoll Rand industrial equipment, Schlage locks. Thermo King transport temperature-control equipment and Trane commercial HVAC equipment. Through these brands and many others we provide solutions and innovations across the global markets of climate control, industrial productivity and security.

Our People

Behind Ingersoll Rand's success are people with an entrepreneurial spirit who make progress happen. From defining and executing global strategies, envisioning breakthrough products and services, to developing economies in emerging markets, our team is focused on dynamic, global growth.

We inspire progress by unleashing the potential in people and technologies.

Our people, products, systems and services make everyday living healthier, safer, more energy efficient, productive enabling our customers to achieve real progress and create a positive impact in their world.

#### Our Offer

Co-op and internship positions, providing candidates with experiences in some of the following areas:

1. New Product Engineering
2. New Product Testing
3. Waste elimination projects for manufacturing areas
4. Staffing planning and analysis
5. Parts rationalization engineering studies
6. Manufacturing process improvement projects (Lean Manufacturing, Six Sigma)
7. Industrial engineering studies
8. Value Stream capability studies
9. Capital equipment expense requests

Intern & co-op candidates who are top performers are given advanced opportunities to interview for our full time early talent programs including the Accelerated Development Program and our Security Technologies Professional Development Program.

#### Successful Candidate's Profile

Overall 3.0 GPA or above

Demonstrated leadership skills (minimum of two examples by graduation such as: school club officer, sports team captain, resident advisor, etc. or exceptional leadership of work projects)

Work experiences (minimum of two internships or six months of experience)

BS/BA or degree in mechanical, electrical/computer or industrial engineering or supply chain management

Willing to be mobile and relocate (anywhere in the United States)

Resiliency and ability to adapt quickly

Motivation to reach higher levels within the company at an accelerated rate

Long term interest in Ingersoll Rand's™ Early Talent Programs

Learn more about us at [www.ingersollrand.com](http://www.ingersollrand.com)