

Sales Development Program Member

Program Overview

Greenlee / A Textron Company – visit us at www.greenlee.com

Greenlee is focused on developing our talent for the future. For more than 150 years, Greenlee has been a provider of quality tools to the woodworking industry and, for over 70 years, to the electrical industry. Greenlee makes a commitment to the high technology necessary to keep pace with the changing needs of our customers. Innovative product design, manufacturing excellence, and customer response will keep Greenlee at the top of its industry, now, and well into the 21st century

Greenlee has always been equally committed to its employees, working with them to provide real career opportunities for a growing and diverse workforce. That same commitment has resulted in the evolution of the Sales Development Program designed to build valuable leadership and management skills that will serve the Program participants well throughout their careers.

Position Description

In this role, you will be trained in many functional areas including customer service, technical support, manufacturing, marketing, finance and field sales. These experiences will help develop a view of the “big picture” and to assist in developing critical technical and leadership skills important to the Sales discipline. As a Greenlee Sales Development Program Member you are tasked with learning Greenlee products, processes, people and sales process.

The goal of this training program is to prepare you for a Territory Sales Management position representing Greenlee Textron. Assuming the successful completion of the 4 month training program, (timing will vary depending on personnel skill set), Program members will graduate into a sales territory as Territory Manager. Sales territories are primarily located in metro areas in the United States.

Position Requirements

- Bachelor's Degree in Engineering, Business or a related field;
- 0-2 years of sales experience;
- Willingness to travel by air;
- Demonstrated strong leadership and/or proven technical skills;
- Able to relocate after initial training program for positions as required.

What are the benefits to you?

- Experience career growth
- High visibility to Greenlee leaders
- On the job and formal training
- Management level role after successful completion
- Experience in working at multiple geographic locations
- Strong foundation for sales engineering
- Gain leadership skills, project management experience, cross functional process knowledge

Desired Candidate Attributes

- Level of comfort with change; adaptable and flexible;
- A high level of initiative, integrity and creativity;
- Natural curiosity and a desire to absorb and process knowledge;
- Ability to be analytical and innovative;
- Energy, enthusiasm and competitive edge;
- Strong interpersonal and communication skills;
- Time management skills;
- Timely and sound decision making;
- Ability to work independently, learn new tasks/handle multiple tasks, solve problems, meet deadlines and show strong self-motivation and initiative.

Please apply online at www.textron.com – Career Tab. Reference Requisition # **237354** Textron is an Equal Opportunity Employer (M/F/D/V).

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