Technical Sales Internship

Job: Technical Sales Internship -

Ecolab is seeking Technical Sales Interns to learn our approach to account management, customer service, and how technical expertise is used to solve problems for customers and develop business within our paper division. Summer 2022 internship in various locations TBD: Students must be graduating in Dec 2022 or Spring 2023. Ecolab is NOT recruiting: any full-time opportunities, no spring/fall co-ops, Summer 2021 paper is filled

This internship will help identify and propose solutions to preserve energy and water, minimize our customers’ environmental footprint and increase productivity overall. You will learn how to take a consultative sales approach with a primary emphasis on strong account leadership skills and retention of strategic accounts. You will also learn how to build long-term relationships with a large customer base by understanding their key business drivers, executing system assurance programs, and offering new technologies.

What’s in it For You:
- The opportunity to take on some of the world’s most meaningful challenges, helping customers achieve clean water, safe food, and healthy environments
- The ability to make an impact and shape your career with a company that is passionate about growth
- The support of an organization that believes it is vital to include and engage diverse people, perspectives, and ideas to achieve our best

What You Will Do:
- Complete an independent project under primary trainer’s direction to yield calculated ROI
- Complete safety training & technical lessons that serve as an introduction to water treatment applications
- Observe and participate in service as it is provided to customers to assure accurate chemical application, process optimization and documentation
- Complete introductory training of the consultative sales approach
- Visit multiple customer sites (commercial institutions, food/beverage/brewing manufacturing, paper mills, mining facilities, refineries, etc.) across the region (40-60% of training time spent in field) to learn best practices and types of unit applications and treatment approaches
- Build key relationships and interaction with departments and personnel that will be critical to success in the field
- Work within various regional sales districts and customer locations to build specific technical knowledge and gain sales experience

Position Details:
- Currently recruiting for our mill location in:
  - Various locations TBD
- Relocation assistance is available for those meeting requirements

Minimum Qualifications:
- Pursuing undergraduate degree in Engineering (Chemical, Mechanical, Industrial) or Life Sciences (Biology, Chemistry, etc.) graduating in December 2022 or Summer 2023
• Must have a valid driver’s license and acceptable motor vehicle record
• No immigration sponsorship offered

Preferred Qualifications:
• Excellent organizational, interpersonal, verbal, and written communication skills
• Willingness and ability to learn water treatment chemical applications and automation
• Strong mechanical aptitude
• Willingness and ability to work in commercial and manufacturing environments
• High computer application literacy (including Microsoft Office Suite and ability to learn internal business systems)

About Ecolab
With sales over $15 billion, Ecolab (ECL) is the global leader in water, hygiene and energy technologies and services that protect people and vital resources. Our 49,000 associates help make the world cleaner, safer and healthier by delivering critical insights and innovative solutions to help our customers achieve clean water, safe food, abundant energy, and healthy environments at nearly three million locations in more than 170 countries.