

Aflac

John Jensen, Regional Administrator
4840 Amber Valley Parkway S
Suite C Fargo, ND 58104
john_jensen@us.aflac.com
<http://www.aflac.com>



Position Types: Full-time

Position Titles & Locations

Benefits Consultant - Fargo, ND
Benefits Consultant - Grand Forks, ND
Benefits Consultant - Jamestown, ND

Majors Seeking

Business, Management, Marketing

Company Description

Aflac is a Fortune 500 company, providing financial protection to more than 50 million people worldwide. When a policyholder or insured gets sick or hurt, Aflac pays cash benefits fairly, promptly and directly to the insured. For nearly six decades, Aflac voluntary insurance policies have given policyholders the opportunity to focus on recovery, not financial stress.

Bobcat Company

Ashley Smoley, University Relationship Representative
1854 NDSU Research Circle
Fargo ND 58102
ashley.smoley@doosan.com
<http://doosaninfracorecareers.com>



Position Types: Internship

Position Titles & Locations

Sales and Marketing Co-op - West Fargo, ND

Majors Seeking

Business Management Marketing

Company Description

Bobcat Company, part of the Doosan family of businesses, is the world leader in the engineering, manufacturing, marketing and distribution of compact equipment, including Bobcat skid steer loaders, mini-excavators, utility vehicles and attachments. Join one of the world's fastest growing global companies focused on delivering best-in-class products and services.

Doosan brings 112 years of history to every engagement. From building industrial facilities, machinery, and equipment to infrastructure development, Doosan also has sister companies in the consumer goods and service sectors. No matter where you find us, you'll hear the sound of progress, see the results of our people, and feel the rhythm of transformation in everything that we do. Doosan's "2G strategy" represents our belief in the growth of business through the growth of people. Doosan employs over 35,000 people worldwide.

Border States Electric

Mandi Kurzweg, HR Recruiting Specialist
105 25th ST N
Fargo ND 58102
akurzweg@borderstates.com
<http://careers.borderstates.com>



Position Types: Full-time

Position Titles & Locations

unknown at this time - ND

Majors Seeking

Business Marketing

Company Description

Border States is a leader in the electrical supply distribution industry with 80 locations in 16 states. Our employee-owners are second to none in delivering top-notch customer service and in demonstrating extraordinary people skills. We are one of the largest independent electrical distributors in the United States providing products and services to the construction, industrial and utility industries.

Border States is a 100 percent employee-owned company, and employee-ownership is a significant part of our culture. Our success stems from the dedication of our employee-owners. We practice open-book management and our employee-owners are empowered with clearly defined levels of authority to be innovative and decisive, allowing us to respond quickly to the needs of customers. Employee-owners understand their roles in the success of the company, which drives the focus on exceeding our customers' expectations. We recognize that not all customers are the same and each has specific requirements. Our employee-owners understand these diverse needs and have the commitment, resourcefulness and flexibility to outperform all others, making us a supply chain solutions powerhouse.

LinkedIn:

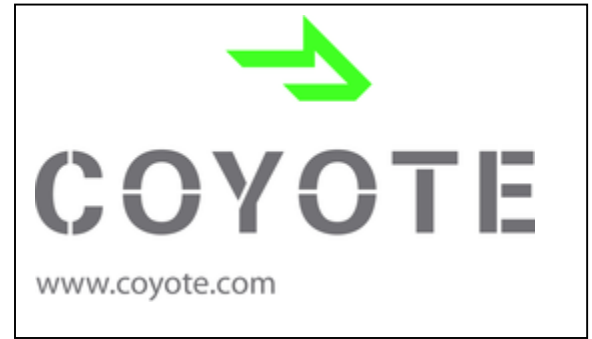
https://www.linkedin.com/company/6972361?trk=vsrp_companies_res_name&trkInfo=VSRPsearchId%3A4498050121457450965024%2CVSRPtargetId%3A6972361%2CVSRPcmpt%3Aprimary

Facebook: <https://www.facebook.com/BorderStates/?fref=ts>

Twitter: @BorderStates

Coyote Logistics

Sarah Dessfelt, Talent Manager
401 N. 1st Ave.
Minneapolis, MN 55401
sarah.dessfelt@coyote.com
<http://www.coyote.com/>



Position Types: Full-Time

Position Titles & Locations

National Account Manager – Minneapolis, MN

Majors Seeking

Business Management

Company Description

The transportation and logistics industry—responsible for coordinating and moving the goods we buy and consume every day—is expected to grow by 20 percent over the next decade, according to the U.S. Department of Labor. In this industry, Chicago-based Coyote Logistics, founded in 2006, is a leading transportation and logistics service provider that is constantly innovating—a great place to embark on your career. Powered by proprietary technology, smart people, and unrivaled commitment, Coyote is successful because of the company’s “No Excuses” mentality to provide shippers and carriers with the best service in the industry.

Coyote’s culture fuels this mission every day. Talent is one of the most important things in our business, which is why Coyote primes its employees for career success with training programs, accessible leadership, and talent development. If you’re looking for a place where your contributions, your voice, and your ideas could shape an industry, apply to join the Coyote pack.

LinkedIn:

<https://www.linkedin.com/company/coyote-logistics>

Facebook:

<https://www.facebook.com/coyotelogistics>

Twitter:

<https://twitter.com/coyotelogistics>

Digi-Key Electronics

Sharon Reynolds, Human Resource Staffing Specialist
701 Brooks Ave S
Thief River Falls, MN 56701
sharon.reynolds@digikey.com
<http://digikey.com/careers>



Position Types: Full-time

Position Titles & Locations

Entry Level Sales - Thief River Falls, MN

Majors Seeking

Business Management Marketing

Company Description

A Global Electronics Components Distributor.

Discovery Benefits

Kurtis Karn, Talent Acquisition Manager
4321 20th Ave S
Fargo, ND 58103
kkarn@discoverybenefits.com
<http://www.discoverybenefits.com>



Position Types: Full-time

Position Titles & Locations

Marketing Coordinator - Fargo, ND

Majors Seeking

Business, Marketing

Company Description

Across the country, businesses of every size trust Discovery Benefits as an industry leading administrator of reimbursement accounts and COBRA. Health Savings Accounts • Flexible Spending Accounts Health Reimbursement Arrangements • Commuter Benefits • COBRA

We're a national leader in benefits administration, simplifying the benefits process for our clients with cutting-edge technology and trained experts dedicated to providing superior customer service.

Who are our clients? They're people across all 50 states. They're consultants, connecting us to the employers who want to simplify the benefits process. They're employers, looking for help with the benefits administration process so their time is free to work on other aspects of their jobs. They're employees, hoping to make the most out of their benefits packages so they can bring home more of their paychecks. And they're partners, collaborating with us to keep the whole process moving smoothly.

No matter who the client is, we're determined to create value for them, leaving them saying, "My life is easier now that Discovery Benefits is in it."

Mission

Discovery Benefits is transforming the complexity of employee benefits administration with innovative solutions and extraordinary customer service delivered by empowered and knowledgeable employees.

And we definitely couldn't accomplish a mission like that without the talented employees and award-winning culture that you'll find at Discovery Benefits. It's a culture fueled by five core values:

Leadership

We value leadership shown through personal contribution and team collaboration. We embrace change. Open communication. We are transparent with our customers and ourselves. Continuous learning. Integrity. Teamwork. We have fun and succeed to benefit each other. We share victories and accomplishments as well as adversity and challenges.

Facebook: www.facebook.com/discoverybenefits

Twitter: @dbirecruiting

Farmers Business Network

Andy Cahoy, Business Operations Manager
7400 Bitterroot Place
Sioux Falls, SD 57108
andy@farmersbusinessnetwork.com
<http://www.farmersbusinessnetwork.com>



Position Types: Full-time

Position Titles & Locations

Inside Sales Representative – Sioux Falls, SD

Majors Seeking

Business, Management, Marketing

Company Description

What do you get when you cross the best of Silicon Valley innovation with farming and Midwest values? Farmers Business Network!

The Farmers Business NetworkSM information and decision support system serves farmers and their trusted advisors. We are leveraging the power of large scale data science and machine learning to provide farmers unprecedented, completely unbiased information on the performance of different agricultural products. This approach is changing the industry.

You'll be one of the first employees to join the FBN inside sales team, which comes with a rare opportunity to develop, grow, and advance within a fast-growing company. This is a developmental/gateway position for 1-2 years when successful individuals will be promoted and granted advancement opportunities (which may include positions in account management, field sales, sales management, business operations, member services, marketing, or logistics, plus company equity).

Facebook: <https://www.facebook.com/FarmersBusinessNetwork>

Twitter: <https://twitter.com/FBNFarmers>

LinkedIn: <https://www.linkedin.com/company/farmers-business-network>

Fastenal Company

Todd Burow, District Sales Manager
3215 Main Ave., Suite A
Fargo, ND 58102
tburow@fastenal.com
<http://www.fastenal.com>



Position Types: Full-time

Position Titles & Locations

Sales Associate – Fargo, ND; Dilworth, MN; Thief River Falls, MN

Majors Seeking

Business, Management, Marketing

Company Description

The Fastenal Company would like to invite ambitious, hard-working individuals to apply for the position of Full-Time Sales Associate. Applicants should be able to bring new ideas and improvements to business practices, work well both independently and as part of a team, and show respect to co-workers, customers, vendors, and visitors in the workplace while demonstrating Fastenal's core values of Ambition, Innovation, Integrity, and Teamwork.

ABOUT US:

Since 1967 Fastenal has grown from a single store to nearly 2,700 locations, each providing tailored local inventory and personal service for our customers. As we've expanded across the world, we've retained a core belief in people and their ability to accomplish remarkable things - if given the opportunity. From this philosophy stems an entrepreneurial culture that challenges every employee to run their own business, create their own success, and advance to become company leaders.

As a growth company with a solid financial position, that typically doubles in size every four to five years, we are committed to training, promoting from within, and creating opportunities for our employees. If you have an entrepreneurial spirit and are looking to make your mark as part of an elite growth company, you won't find a better fit than Fastenal.

OVERVIEW:

Working in the role of Full-Time Sales Associate, you will have the opportunity to balance formal training with real-world experience running a store and working with customers. It's a great way to learn the ropes of our fast-paced industry and potentially transition into an Outside Sales position. Fastenal Company is currently seeking candidates for a Sales Associate position at our store located at 15209 West 99th Street, Lenexa, KS 66219.

TRAINING PROGRAM:

The training experience includes hands-on, on-line, and classroom training offered through our corporate university. The training program for current employees who are promoted into these positions will vary based on prior experience with the company.

RESPONSIBILITIES:

The duties and responsibilities of this position include, but are not limited to:

- Assisting with sales/customer service
- Managing inventory
- Placing and fulfilling orders
- Performing local sales calls and deliveries with company vehicle

REQUIRED POSITION QUALIFICATIONS:

The following skills and qualifications are required for this position:

- 18 years of age or over
- A valid driver's license and the ability to meet our driving record requirements
- Possess or are working towards an Associate's Degree in Business/Marketing OR have equivalent industry experience and knowledge of the local market
- A strong aptitude for sales and desire to earn commission after the training period
- Strong computer skills and math aptitude
- Excellent written and oral communication skills
- Customer-service oriented
- Ability to lift, slide and lower packages that typically weigh 25lbs-50lbs and may weigh up to 75lbs
- Ability to pass the required drug screen (applicable in the US, Puerto Rico, and Guam ONLY).

LinkedIn: <https://www.linkedin.com/in/todd-burow-75637755>

Ferguson Enterprises

Elizabeth McLeod, Talent Management Coordinator
12500 Jefferson Ave
Newport News, VA 23602
elizabeth.mcleod@ferguson.com
<http://www.ferguson.com/careers>



Position Types: Full-time

Position Titles & Locations

Sales Trainee - Nationwide, Various
Credit Trainee - Nationwide, Various
Logistics Trainee - Nationwide, Various

Majors Seeking

Business, Management, Marketing

Company Description

Ferguson raises the bar for industry standards as the top-rated wholesale supplier of commercial and residential plumbing supplies. However, our expertise goes beyond plumbing. We are a diverse distributor that spans multiple businesses including HVAC/R, waterworks and industrial. In the past 63 years, we've grown from a local distributor to an \$11 billion dollar company with more than 1,400 locations and over 20,000 associates nationwide. We pride ourselves on delivering world-class service and our customers know that "Nobody expects more from us than we do" is more than just a tagline to Ferguson associates. It's a cultural belief that is demonstrated every day through exceptional customer service, product selection and industry knowledge.

Market position:

Largest distributor of commercial and residential plumbing supplies, and pipe, valves, and fittings (PVF) in the US

Second largest distributor of waterworks products

Third largest distributor of industrial and HVAC/R products

LinkedIn: <https://www.linkedin.com/company/ferguson-enterprises>

Facebook: <https://www.facebook.com/FergusonShowrooms/>

Twitter: <https://twitter.com/FergusonCareers>

Food Services of America

Chase Frize, Business Solutions Manager
4101 15th Ave N
Fargo, ND 58102
chase_frize@fsafood.com
<http://www.fsafood.com>



Position Types: Full-time, Internship

Position Titles & Locations

Customer Service Representative - Fargo & Minot, ND
District Sales Rep - Bismarck, ND
District Sales Rep - Watertown, SD
District Sales Rep - Maple Grove, MN
Education Account Specialist - Fargo, ND

Majors Seeking

Business, Management, Marketing

Company Description

FSA is one of the largest broadline foodservice distributors in the U.S. providing everything needed to build and run a modern, successful foodservice operation. We are privately held and enjoy a tradition of strong relationships with our customers.

As a foodservice distributor, our customers range from Restaurants, Schools, Healthcare, C-Stores, Event Centers, etc. Anyone who buys and sells food & beverage.

Facebook: www.facebook.com/fsadakota

Frito-Lay, Inc.

Hugh Ward, Sales Capability Associate Representative
3001 39th Street SW
Fargo, ND 58104
hugh.d.ward@pepsico.com
<http://pepsico.com>



Position Types: Full-time

Position Titles & Locations

Sales Associate - Fargo, ND; Sioux Falls, SD; Minneapolis, MN; Des Moines, IA; Omaha, NE

Majors Seeking

Business Management Marketing

Company Description

PepsiCo offers the world's largest portfolio of billion-dollar food and beverage brands, including 22 different product lines that generate more than \$1 billion in annual retail sales each. Our main businesses -- Quaker, Tropicana, Gatorade, Frito-Lay, and Pepsi Cola -- also make hundreds of other enjoyable foods and beverages that are respected household names throughout the world. With net revenues of approximately \$60 billion, PepsiCo's people are united by our unique commitment to sustainable growth by investing in a healthier future for people and our planet, which we believe also means a more successful future for PepsiCo. We call this commitment Performance with Purpose: PepsiCo's promise to provide a wide range of foods and beverages for local tastes; to find innovative ways to minimize our impact on the environment, including by conserving energy and water usage, and reducing packaging volume; to provide a great workplace for our associates; and to respect, support, and invest in the local communities where we operate.

Frito-Lay, a key business unit within PepsiCo, is a market leader in the snack food industry. We are the makers of some of America's favorite snack foods including, FRITOS®, LAY'S®, DORITOS®, CHEETOS®, AND TOSTITOS®.

Sales Associate

The Sales Associate role is designed as a 12+ month leadership training program. As a Sales Associate, you will receive a customized on-boarding plan to assimilate and assure skill transfer in preparation for a Sales District Leader position. You will learn the Frito Lay Route Sales System and base skills of the Sales District Leader position. You will gain exposure to the key players and functions across the Region Business Team. The training and assimilation for this position involves 6+ months of route level work to learn the foundation of the business and develop an understanding of our DSD network and supply chain. The job is in a physical work environment with varying length work days/schedule. In the CPG industry, weekends and holidays are often our most demanding days. Candidates must be willing and prepared to work weekends and holidays as is required.

Upon completion of the training program, you will share responsibility for all aspects of managing a sales district of 10-12 Route Sales Representatives (RSR) with varying levels of experience and education. Each Sales District Leader leads a 5-10 Million dollar business. You will be responsible for administrative and technical support, as well as facilitating information. The Sales District Leader Designate must manage multiple tasks simultaneously. The Sales Associate must be able to analyze situations accurately taking effective action under narrow time constraints. It is imperative that you have strong leadership skills, good communication skills and thrive in a fast-paced, constantly changing work environment.

Graybar Electric

Mandi Mayer, Recruiter
300 46th Ave. NE
Minot, ND 58703
mandimmayer@graybar.com
<http://graybar.com/careers>



Position Types: Full-time

Position Titles & Locations

Sales Trainee - Fargo, ND
Outside Sales Representative - Bismarck, ND
Inside Sales Representative - Grand Forks, ND
Outside Sales Representative - Minot, ND

Majors Seeking

Business, Management, Marketing

Company Description

With 8,250 employees in more than 260 locations across North America including Canada and Puerto Rico, Graybar is a national company with local career opportunities.

As a leading distributor of high-quality electrical, communications and data networking products, Graybar has a long tradition of providing employees with comprehensive benefits and opportunities to learn and grow. Whether you are just starting your career or have years of experience, you will be proud to work for a profitable and thriving employee-owned company.

If you want to work for a Fortune 500 company that is admired for its financial stability, innovation and management quality, we encourage you to take a few minutes and explore our career opportunities and experience the Graybar Advantage.

LinkedIn: <https://www.linkedin.com/in/mandimayer>

Heat Transfer Warehouse

Tricia Anton, Human Resources
1501 21st Ave N
Suite B Fargo, ND 58102
tricia@heattransferwarehouse.com
<http://heattransferwarehouse.com>



Position Types: Internship

Position Titles & Locations

Marketing Intern - Fargo, ND

Majors Seeking

Marketing

Company Description

About the Business:

Heat Transfer Warehouse is a national company that sells B2B in the garment decorating industry. HTW sells the materials that can be heat applied to garments and other surfaces to apparel decorating businesses. We are a fast growing ecommerce business, started in 2010 in Fargo and now expanded to two more locations in Las Vegas and Cincinnati.

About the Culture:

HTW has an upbeat culture with a focus on connection, healthy living, embracing change, teamwork and dedication. The team regularly gives back to the community by participating in charity events. As for dress code, nice jeans and a t-shirt will do just fine. There's also the office dog that enjoys a good scratch behind the ears every once in awhile.

About the Position:

Assist Marketing Coordinator with daily tasks

Keep an organized records, calendar and work space

Monitor social media outlets (Facebook, Twitter, LinkedIn, Pinterest, YouTube, and Instagram)

Research/write/edit blog, press releases, and web content

Design marketing collateral

Learn & use the IBM Marketing Cloud to distribute email campaigns, monitor clicks, and analyze records

Shoot & edit both product images and videos in a professional style

Qualifications

Available sometime between 8-5pm and flexible with class schedule

Sophomore / Junior (Preferably)

Major in Marketing, communication, and/or graphic design

Google Drive (Sheets, Docs, and Presentation)

Adobe Suite (Photoshop, Illustrator, and Premiere Pro)

HTML coding a plus

LinkedIn: <https://www.linkedin.com/pub/heat-transfer-warehouse/27/990/317>

Facebook: <https://www.facebook.com/heattransferwarehouse>

Twitter: <https://twitter.com/HeatTransferWhs>

Lifetouch National School Studios

Brian Tulibaski, Territory Manager
15 South 21st Street
Suite 204 Fargo, ND 58103
btulibaski@lifetouch.com
<http://www.lifetouch.com>



Position Types: Internship

Position Titles & Locations

Sales Internship - Fargo, ND

Marketing Internship - Fargo, ND

Sales and Marketing Internship - Fargo, ND

Majors Seeking

Business Management Marketing

Company Description

Celebrating nearly 80 years of smiles, Lifetouch is an employee-owned photography company. Best known for the tradition of school pictures, Lifetouch also photographs graduating seniors, sports, and events and produces school yearbooks and memory books. Lifetouch operates small retail studios across the country and provides portraiture and pictorial directory services for houses of worship. With over 25,000 employees, Lifetouch has exciting job opportunities for professionals nationwide! Due to our continued growth we have three exciting internship opportunities in sales and marketing in our Fargo, ND office.

POSITION DESCRIPTION:

This part-time position works around a school schedule with flexible hours.

The internship will focus on a year long marketing and sales campaign which will begin in the summer of 2016 and go through the 2016-2017 school year.

The position will be 30-35 hours per week in the summer months and 15 to 20 hours per week during the school year.

RESPONSIBILITIES FOR MARKETING INTERNSHIP:

Create, design, and manage mail marketing campaigns to schools and consumers

Create, design, and manage Facebook and other social media marketing campaigns

Design, manage, and construct email marketing campaigns to schools and consumers

Design PowerPoint presentations and marketing collateral

Work closely with management to design incentives for consumers to recommend our photography services to their school Principal, Superintendent, and Parent Teacher Association

Make outbound phone calls to schools to gather information regarding the school's current photography provider

Make outbound phone calls to schools to schedule appointments

Make outbound phone calls to consumers, gather data, and leverage our relationship to advance the sales process

Interact with consumers influencing their purchasing decision to maximize revenue

Perform other duties as assigned

RESPONSIBILITIES FOR SALES INTERNSHIP:

- Generate and qualify leads
- Prepare sales action plans and strategies
- Schedule sales activity
- Develop and maintain a customer database
- Develop and maintain sales and promotional materials
- Plan and conduct direct marketing activities
- Make sales calls to new and existing clients
- Develop and make presentations of company products and services to current and potential clients
- Negotiate with clients
- Develop sales proposals
- Prepare and present sales contracts
- Conduct product training
- Maintain sales activity records and prepare sales reports
- Respond to sales inquiries and concerns by phone, electronically or in person
- Ensure customer service satisfaction and good client relationships
- Follow up on sales activity
- Perform quality checks on product and service delivery
- Monitor and report on sales activities and follow up for management
- Carry out market research and surveys
- Participate in sales events
- Monitor competitors, market conditions and product development

REQUIRED KNOWLEDGE, SKILLS, AND ABILITIES:

- Proficient in Adobe Photoshop, Microsoft Word, Microsoft Excel, Microsoft PowerPoint, and Google Applications
- Ability to effectively multi-task and work independently
- Ability to develop effective working relationships
- Ability to manage multiple priorities
- Excellent verbal, writing, editing and interpersonal skills

WHAT WE'RE LOOKING FOR:

- Experience with Facebook, Twitter, and other social media
- Competency using Adobe Photoshop
- Competency using PowerPoint
- Desire to meet revenue goals
- Outstanding telephone etiquette
- Pleasant and persuasive vocal tone
- Exceptional written and verbal communication skills
- Ability to navigate through several web applications simultaneously
- Competency using Microsoft Windows and Google Applications

Benefits including health insurance, dental insurance, and Employee Stock Ownership Program are available. Candidates will be required to complete a background check and drug screening.

There is an opportunity for full-time employment with Lifetouch after graduation in over 200 locations across the United States.

Orion Food Systems LLC

Anita Mai, HR Coordinator
2930 W Maple St
Sioux Falls, SD 57107
anita.mai@orionfoods.com
<http://www.orionfoods.com>



Position Types: Full-time

Position Titles & Locations

Franchise Business Consultant - Various
Business Development Manager - Various
Franchise Training Specialist - Various

Majors Seeking

Business

Company Description

When Orion Food Systems was formed in 1983, we were determined to provide restaurant-quality delivery pizza to consumers on-the-go.

Today, this vision remains strong as over 900 franchisees and licensees continue to serve up the highest quality food—from pizza to Asian-inspired bowls to hand-crafted flatbreads—to customers around the globe.

But it's not just the quality of our food that makes us strong. It's our people who keep us there. From our production team right up to senior management, each and every member of Orion is devoted to your success.

Hot Stuff Pizza is one of our most famous brands, and we're extremely proud of its legacy. But although our roots are in restaurant-quality pizza, our branches go everywhere.

We have the capability and the expertise to create a completely customized foodservice program based on your unique needs and challenges. From quick serve to fast casual to full service dining, from convenience stores to military bases to colleges and universities and more, we can do it all.

Facebook: <https://www.facebook.com/orionfoodsystemsllc>

PepsiCo - Pepsi Beverages Company

Monica Krenz, Sr HRM
4314 20th Ave S
Fargo, ND 58104
monica.krenz@pepsico.com
<http://pepsicojobs.com>



Position Types: Full-time Internship

Position Titles & Locations

FT Campus - Fargo, ND
FT Campus - Sioux Falls, SD
Internship - Sioux Falls, SD

Majors Seeking

Business Management Marketing

Company Description

PepsiCo has a complementary food and beverage portfolio that enables us to provide more choices for our customers, and drives lower costs, productivity enhancements and new capabilities. Our products are available around the world and our portfolio includes 22 brands that each generates more than \$1 billion in estimated annual retail sales.

PepsiCo's Sales organization provides a demanding, fast-paced environment in a competitive industry, where growth equals opportunity and fun accompanies the challenge. Decisions are made "real time" to maintain and grow an existing account base with a strong focus on customer relations. We are looking for future leaders of the company. Assignments are based on functional knowledge vs. defined time periods. Based on performance, candidates will have the unique opportunity to move rapidly to increasing levels of responsibility leading to leadership positions in Sales, Sales-Operations, Warehouse Sales, Foodservice and possible cross functional and enterprise wide roles.

Sherwin Williams Company

Embra Seay, Embra Seay
3326 160th Ave SE
STE 310 Bellevue, WA 98008
embra.c.seay@sherwin.com
<http://www.sherwin-williams.com>



Position Types: Full-time, Internship

Position Titles & Locations

Management/Sales Trainee - ND
Management/ Sales Intern - ND

Majors Seeking

Business, Management, Marketing

Company Description

The pursuit of excellence is a commitment, not an achievement. This commitment is a vital part of the Sherwin-Williams culture. It is a pledge that joins every Sherwin-Williams employee together in service to our customers and shareholders. Since its founding in 1866, The Sherwin-Williams Company has not only grown to be the largest producer of paints and coatings in the United States, but is among the largest producers in the world with annual sales of \$10 billion. The Paint Stores Group is Sherwin-Williams' largest and fastest growing business segment. Most of the Group's sales are obtained through over 4,300 specialty paint stores, located in the United States, Canada and Puerto Rico. The Paint Stores Group also maintains the largest nationwide field sales rep organization in the industry, dedicated to developing the commercial and industrial wholesale markets. Seven core values drive our culture and guide Sherwin-Williams as a team and as a company. These values are Integrity, People, Service, Quality, Performance, Innovation and Growth. These values are reflected in our people, our products, and our business practices and relationships. We keep our promises to one another, to our customers, and to our shareholders We are proud to be listed as one of FORTUNE's "100 Best Companies to Work For," as well as listed in BusinessWeek with "Best Places to Launch a Career." We are seeking highly motivated individuals who have an interest in pursuing a career in management, marketing and sales. Over 1200 college recruits are hired every year into our Management/Sales Training Program and receive training in different divisions and functions. More than 90% of placements into managerial and professional positions in the Paint Stores Group come from within the company.

United Rentals Inc

Krystal Donohue, Recruiter
305 Arundel Corporation Road
Glen Burnie, MD 21060
kdonohue@ur.com
<http://unitedrentals.com/careers>



Position Types: Internship

Position Titles & Locations

Intern - Fargo, ND

Majors Seeking

Business Management Marketing

Company Description

United Rentals, the largest equipment rental company in the world, is offering an excellent opportunity for a branch Intern who is ready to grow their career with the leading company in the industry. To continue our tremendous success and unparalleled growth, we are searching for qualified and ambitious individuals to learn the various types of equipment and their applications, while providing superior customer service. This position will also learn the sales process by spending time in both inside and outside sales with a continuous focus on customer service excellence. The intern will leave this position with invaluable skills and industry knowledge of United Rentals, with the goal of becoming a Sales Associate upon receipt of degree. The duties of the Branch Intern will vary by department and may include: * Participation in safety training to ensure proper personal protective equipment is worn, safe handling of equipment, safety policies and procedures are adhered to, etc. * Participation in the operational efficiency of the branch work flow in the yard. This will include equipment check-in, washing of equipment, assisting customers, etc. * Shadowing of inside sales and outside sales positions to learn the roles and responsibilities of each and the importance United Rentals places on the focus of the customers. * Training on systems: RentalMan, Salesforce.com, etc. * Participation in departmental and cross-functional meetings, ride-alongs, work sessions, conference calls and webex meetings